



# FLIGHT

*Jeff!  
Always  
Mom!  
B-2-B!  
"Eagle"!  
Keep growing!*

*Victory to*

## of the eagle

### 4th. Lifetime Eagle

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**Northern Stars Financial Services**

**July 15-20, 2013**

**\$10,044 GAP**

I have to take the week off from work, I thought to myself. My mother was visiting, along with my aunt, and two nephews. With the recent passing of my father, I knew I needed to spend some quality time with my family, so I resolved that this would just have to be a week I would not be in the field producing.

After two days of visiting, Mom asked, "Don't you have to do some work this week?" I responded that I wanted to give my full attention to my visiting family. "What about your family?" mom replied. "I appreciate your wanting to be with us, but you need to also take care of your family as well."

Dad was a mason for over 40 years, and worked hard to provide for us. He taught me the value of hard work but wouldn't

allow me to get involved in the "family business." "There are two ways to make money," he always told me. "One is from the neck down. It's called working hard. It will always earn you a wage, but it will never allow you to do anything but keep working hard. The other way to work is from the neck up. It offers the potential of not just earning a wage, but creating a lifestyle." I attribute much of my success to Dad's example of working hard, and God's blessing of presenting me with a company like Family Heritage to work smart.

I had approached an auto parts store eight weeks prior, and the owner continued to reschedule our meeting due to continued business demands. This week, I called and asked if I could meet with his employees early Tuesday morning, as we had scheduled our family activity for that afternoon.

After three hours of enrolling employees, I left the business that morning with nearly \$3,000 GAP! One employee wanted to enroll in every policy at the Elite level. He was a single 61 year old with no medical issues. I hesitated. His monthly premium would be \$518. "Joe, let me give

you a few days to sleep on it. If you still want to enroll at the monthly premium we discussed, I'll come back in on Thursday," I replied.

I asked Mom if it would be alright to take a few hours away from the family Thursday afternoon to hopefully enroll a few more families. Joe enrolled (\$6,200 GAP) and after another three hours of work, I generated \$1,044 GAP from a few follow up calls.

I realize this was a unique situation, but it sure felt good writing over \$10,000 GAP in only six hours. It definitely made up for the all the 50 hour weeks that only produced a Green Out. My visiting family members had a wonderful time enjoying all the beauty of the Colorado Rockies, and I honored my father by providing financially for my immediate family. Thank you Family Heritage for this awesome business!

