



FLIGHT of the eagle

8th Lifetime Eagle

Jeff Cerovich

**Northern Stars Financial
Services**

February 3—8, 2014

\$10,032 GAP

Our entire family attended the Los Angeles trip and had a wonderful time enjoying the California weather. Now we were back in Colorado, with 20 degree weather, and the Monday morning of the Trainmore week was honestly a tough start. We had just received a foot of snow, with more on the way. I was determined that inclement weather was not going to be a convenient excuse!

I had fortunately set up two enrollment days prior to the holidays, following up on a group presenting to over 20 employees at the local airport. This week we had scheduled the enrollments, and I was hopeful that at least half of the employees would see the value in our programs. Both days proved less than fruitful, as more snow had all employees in scramble mode, clearing the runway for flights. I was able to enroll two of the office staff, but

unfortunately, none of the runway crew.

As I sifted through the business cards I had collected over the past few months, one popped out. A local plumbing company owner, who I demoed six months prior, landed on the top of the stack. I set up an appointment for the following morning. After a brief overview, he enrolled in all five products at the Elite level. Over \$4,200 GAP! Added to my other written policies for the week, I had a little over \$7,400 GAP for the week.

A full day Thursday with nine demos produced no GAP, but I knew a few would enroll after they discussed our offerings with their spouses. Again, looking through the business cards I had collected, Charlie jumped out at me.

We had worked together the first summer I moved to the valley, and he had since grown a successful property management company. I had presented him a few weeks prior, but we had missed following up with one another due to mutually conflicting schedules. A quick call, and he informed me he would be available for lunch just a mile away from where I currently was working that day.

Thirty minutes later, I walked out of our lunch meeting with multiple policies, totally a little more than \$2,600 GAP. I tallied my numbers and realized I hit my Eagle! \$10,032 for the week! Standing at the UPS store, I triple checked my paperwork, making sure everything was fully complete. I overnighted the paperwork, and checked the next morning that it had arrived and was being processed. A quick call to FHL and all was good.

When I checked my agent report in the morning, it reported only 9,300 GAP. Whaa! A call to Carolyn Detrick, who confirmed that one of the applications did not process correctly, and the oversight was immediately corrected. I got my Eagle!

Thank you Carolyn and Family Heritage for your honesty and professionalism. It is refreshing to work with a company that makes every effort to reward us for our efforts in the field protecting families.


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