

## March 2020



### NEVER GIVE UP

Gabriela Andersen-Scheiss, a thirty-nine-year-old runner from Switzerland, demonstrated the meaning of persistence to the entire world in her dramatic finish of the marathon in the 1984 Olympic Games in Los Angeles.

She had no hope of earning a medal. Her body's tissues were desiccated from the hours of running under a pitiless sun, and she'd fallen twenty minutes behind the leaders. Thirty runners had already completed the 26-mile, 385-yard event when Gabriela came lurching through the tunnel and into the coliseum.

The seventy thousand spectators went to their feet to cheer her on as she staggered in a weaving half-run around the arena. It took five agonizing minutes for her to complete the final lap.

When she finally crossed the finish line and collapsed into the arms of the doctors, the ovation she received was louder and more sustained than the one that had been given to Joan Benoit, the winner of the gold medal. The spectators recognized that, even though Gabriela came in thirty-seventh, she was a winner.

What relationship does that pain-wracked, dehydrated woman's struggle to finish her race bear to your performance as an agent? Plenty!

**You are in a race every bit as demanding as a marathon.** The conditions are totally different, of course. The crowd that will cheer you on at the end may be small, or even nonexistent. But you must keep running, day after day, even when there's no hope of getting a medal. Why? Because, like Gabriela Andersen-Scheiss, you don't have to be among the top three to be a winner. You simply have to do your best every step of the way and finish as well as you can.

**Study the history of any agent who achieves consistent, high-level production, and you will find that persistence played a major role in his or her success.**

As Calvin Coolidge put it, "Nothing else in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful people with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent."

Persistence is a most valuable asset. Individuals who have and use this quality always get somewhere.

**2020 - WHEN DREAMS BECOME REALITY!**

*Kinder Brothers*

## The OCR Voice



### Birthdays

Mar 1 - Yeon Soo Kim  
Mar 3 - Harry Camlasaran  
Mar 6 - Robert Mitchell  
Mar 10 - Christina Lew  
Mar 12 - Edward Ham  
Mar 12 - Jodie Hannam  
Mar 16 - Hye Young Veronica Jun  
Mar 18 - Lana Salmon  
Mar 19 - Rohan Smith  
Mar 20 - Ron Bettel  
Mar 22 - Leila Singh  
Mar 22 - Yuri Kovalyov  
Mar 24 - Beverly Allen  
Mar 24 - Eng Khai Ong

### Office Closing and Other Important Dates

Mar 8th - Daylight Saving Time Starts  
Mar 19th - First Day of Spring  
Jan 27th to March 6th - Ontario Central Winter Contest

*"When you reach the end of your rope, tie a knot and hang on!"*

**Cyrus Hall**

## TOP 10 ASSOCIATES YEAR TO DATE SETTLED

Edmund Chun Yuen Tin	\$ 59,240
Hovhannes Ter-Martirosian	\$ 14,504
Mohammad Rahimian	\$ 13,416
Gabriel Fedele	\$ 11,772
Deborah Williams	\$ 10,893
Homer Glinoga	\$ 10,682
Richard Watson	\$ 7,359
Michael C. Brady	\$ 6,585
Rohan Smith	\$ 6,380
Robert Mitchell	\$ 4,351

## DFSI INVESTMENT TOP 10 YEAR TO DATE

David Chow	\$ 1,563,553
Mayur Pendse	\$ 1,307,490
Bammy Wong	\$ 982,044
Peter Chiu	\$ 810,824
Edmund Chung Yuen Tin	\$ 671,273
Victor Pywowarczuk	\$ 668,728
Deborah Woolacott	\$ 606,903
Murilo Cruz	\$ 592,667
Lana Salmon	\$ 548,742
Shannon McCrae	\$ 439,646

# RECOGNITION PROGRAMS - 2020



May 3 - 5, 2021

## NATIONAL CONFERENCE

Banff, Alberta, is a favorite destination in western Canada due to its exceptional scenic beauty.

Tucked into the majestic Canadian Rocky Mountains, the charming town is located in the heart of Banff National Park, a UNESCO World Heritage Site.



June 2021

## EXCELLENCE CIRCLE

One of the world's most visited cities, London has something for everyone: from magnificent history and culture to fine food and good times.

History and tradition greet you at every turn in London; it's also one of the coolest, most modern cities in the world.



June 2021

## ELITE FORUM

Capital of Scotland, Edinburgh is a beautiful city full of greenery, which rises on a set of volcanic hills.

Famous for its culture, history and incredible architecture, the Gothic buildings and cobbled streets of its old town undoubtedly make it a serious contender for the most beautiful city in the UK.

## ONTARIO CENTRAL WINTER CONTEST—RUNS JAN 27 TO MARCH 6!

## TORONTO MAPLE LEAFS VS NEW JERSEY DEVILS—MARCH 17—7:00PM

## WIN TICKETS TO JOIN AL ROISSL IN AN EXECUTIVE SUITE AT SCOTIABANK ARENA

### CONTEST RULES & DETAILS:

INITIAL PREMIUM REQUIRED—NO COD UNLESS VOID AND PAD ATTACHED TO APP

CONVERSION FROM GROUP INSURANCE LEAD DOES NOT QUALIFY (UNLESS NEW POLICY)

REINSTATEMENT OF AN INSURANCE PLAN DOES NOT QUALIFY

SALES MANAGERS DO QUALIFY

CONVERSION FROM GROUP INSURANCE TO INDIVIDUAL DOES NOT QUALIFY (UNLESS NEW POLICY)

**MUST INCLUDE MINIMUM OF TWO DESJARDINS LIFE POLICIES**



### TOP LIFE PREMIUM—

1st & 2nd PLACE WINS A SEAT

### TOP LIFE POLICY COUNT—

1st & 2nd PLACE WINS A SEAT



FIVE ADDITIONAL SEATS IN EACH CATEGORY TO BE DRAWN BY BALLOT

3rd PLACE = 10 BALLOTS

4th PLACE = 9 BALLOTS

5th PLACE = 8 BALLOTS

6th PLACE = 7 BALLOTS

7th PLACE =	6 BALLOTS
8th PLACE =	5 BALLOTS
9th PLACE =	4 BALLOTS
10th PLACE =	3 BALLOTS
11th PLACE =	2 BALLOTS
12th PLACE =	1 BALLOT

