

November 2019



10 IDEAS TO FINISH STRONG!

"It's the spirit that motivates, that calls upon our reserves of dedication and effort, that decides whether we will give our best, finish strong, or just do enough to get by."

1. Call on aging
2. Grandchildren insurance
3. Non-qualified annuities
4. Review clients TFSA, RESP & RDSP for year end maximization
5. Term insurance conversion
6. Age change program
7. Order alternate policy
8. Review all rated policies
9. Get 15 referred leads per week
10. Make 1 more call

Good luck and good selling!
Dare and Dream in 2019!

Kinder Brothers

The OCR Voice



Birthdays

- Nov 1 - Kelly Athanasoula
- Nov 3 - Angella Gill
- Nov 4 - Amersa Kalogiros
- Nov 14 - Donald Dobrowolski
- Nov 17 - Deborah Williams
- Nov 18 - Emma Cavar
- Nov 23 - Leanne Woolhead
- Nov 24 - Oriana Melo
- Nov 26 - Isabella Lukis
- Nov 30 - Connie So

Office Closing and Other Important Dates

- November 3 - Daylight Saving Time Ends
 - November 11 - Remembrance Day
 - November (17-23) - Financial Planning Week
- [Click here to learn more ->](#)

"Many will start fast, few will finish strong."
Gary Ryan Blair

TOP 10 ASSOCIATES YEAR TO DATE SETTLED

Homer Glinoga	\$ 92,194
Hovhannes Ter-Martirosian	\$ 88,558
Mohammad Rahimian	\$ 69,041
Vesna Toskovic	\$ 55,608
Richard Watson	\$ 54,310
Suzanne Breen	\$ 45,138
David Corrado	\$ 43,703
Grant Miller	\$ 41,054
Anh (Anthony) Huynh	\$ 38,788
Edmund Chun Yuen Tin	\$ 37,014

DFSI INVESTMENT TOP 10 YEAR TO DATE

David Chow	\$ 31,976,441
Vicky Yu	\$ 3,204,956
Edmund Chung Yuen Tin	\$ 2,900,700
Mateusz Sak	\$ 2,651,952
David Corrado	\$ 2,449,248
Rohan Smith	\$ 2,011,945
Deborah Williams	\$ 1,842,836
Mayur Pendse	\$ 1,527,645
Robert Mitchell	\$ 1,110,537
Donald Goertzen	\$ 1,086,628



*In Flanders fields the poppies blow
Between the crosses, row on row,
That mark our place; and in the sky
The larks, still bravely singing, fly
Scarce heard amid the guns below.*

*We are the Dead. Short days ago
We lived, felt dawn, saw sunset glow,
Loved and were loved, and now we lie
In Flanders fields.*

*Take up our quarrel with the foe:
To you from failing hands we throw
The torch; be yours to hold it high.
If ye break faith with us who die
We shall not sleep, though poppies grow
In Flanders fields.*

- Lieutenant-Colonel John McCrae

Lest we forget

Financial Planning Week 2019: Adapt. Evolve. Inspire.

The 11th annual [Financial Planning Week](#) takes place across Canada from November 17-23, 2019. Join FP Canada™ as we explore “Reinventing Relevance” at a series of events where you can hone your professional skills, earn CE Credits and network with professionals from across the country.

Mark these key dates in your calendar

- Nov. 19: [Reception & Dinner](#) - Sheraton Centre, Toronto
- Nov. 20: [Ethics Breakfast & Live Webcast](#) - Sheraton Centre, Toronto
- Nov. 20: [CFP® Professional Symposium](#) - Sheraton Centre, Toronto
- Nov. 22: [Ethics Breakfast](#) - Hyatt Regency, Vancouver
- Nov. 22: [CFP® Professional Symposium](#) - Hyatt Regency, Vancouver

[Register Now](#) →



Frozen Two Ticket Information

DEADLINE FOR TICKET

SUBMISSIONS – NOV 8 –6:00PM

Saturday, November 23rd

Doors Open – 9:15am

Movie Start – 10:00am

GTA West – Cineplex, Courtney Park

Toronto East – Cineplex, Fairview Mall

All Tickets (adults & kids) - \$11.75 each (inclusive of AI's subsidy)

Ticket + Adult Combo (\$8.50) - \$20.25 (Small Pop & Popcorn)

Ticket + Child Combo (\$6.00) - \$17.75

Ticket + Tea/Coffee (1.50) - \$13.25

SOLD OUT!!!

Please RSVP ticket numbers to: ocr@dfsinc.ca