

## February 2020



### DO YOU PROCRASTINATE?

Do you have the tendency to procrastinate? If you do, you are a person who has mastered the art of keeping up with yesterday.

Take a good, hard, honest, daily look at yourself to determine if you have slipped into the habit of putting things off until tomorrow.

Write it on your heart: **Success is the product of today, today's responsibilities fulfilled, today's opportunities seized, today's jobs attended to, today's sales finalized.**

Tomorrow never really comes. Every morning when the sun rises, it's today! That's when sales are made. That's when the all-important signatures are written on the dotted line.

There's a wise old saying we should listen to: **One of these days is none of these days.** Some salespeople get ready and then do something. Many just keep getting ready!

Do you ever promise yourself that tomorrow will be better? It can be, simply by making today the best day possible. To make tomorrow.

Promise yourself your work will be done today, the unpleasant task will be cleared up today. a great day, start today!

Today you owe it to yourself, your family and your organization to break loose from the bonds of procrastination and leap into the exciting world of today's accomplishments, present achievements, and immediate rewards.

Do it now!

**2020 - WHEN DREAMS BECOME REALITY!**

*Kinder Brothers*

## The OCR Voice



### Birthdays

Feb 1 - Vicky Yu  
Feb 2 - George Leung  
Feb 4 - Laura La Belle  
Feb 5 - Igor Parshin  
Feb 11 - Michelle Delos Reyes  
Feb 14 - Hannah Drury  
Feb 15 - Deborah Murray  
Feb 17 - Adrian Kraizel  
Feb 19 - Sheldon Hannah  
Feb 23 - Chiedozie Megwa  
Feb 26 - Christopher Bolton  
Feb 27 - Mateusz Sak  
Feb 27 - Gary Frederick  
Feb 28 - Steven Park

### Welcome

Andrew Stadnicki – New Associate in GTA West  
Harleen Chouhan – New Admin in GTA West

### Congratulation

Amy Chow and Mateusz Sak passed CFP

### Office Closing and Other Important Dates

Feb 14th - Valentine's Day  
Feb 17th - Family Day  
Feb 29th - Leap Day  
March 2nd - RRSP Contribution Deadline For Fiscal Year 2019

*"Procrastination is caused by our perception that doing a certain task will cause us pain. We tend to avoid events that are unpleasant, complex, lengthy, or uninteresting, regardless of their priority."*

**John C. Maxwell**

## TOP 10 ASSOCIATES YEAR TO DATE SETTLED

Edmund Chun Yuen Tin	\$ 55,031
Mohammad Rahimian	\$ 9,102
Homer Glinoga	\$ 8,759
Deborah Williams	\$ 8,749
Richard Watson	\$ 6,342
Chandreshkumar Brahmbhatt	\$ 4,412
Angelia Gill	\$ 4,328
Gabriel Fedele	\$ 4,031
Rohan Smith	\$ 3,877
Beverley Jones	\$ 3,694

## DFS INVESTMENT TOP 10 YEAR TO DATE

Al Roissl	\$ 1,333,317
Bammy Wong	\$ 775,983
Peter Chiu	\$ 536,418
David Chow	\$ 398,055
Michael C. Brady	\$ 312,776
Donald Goertzen	\$ 255,268
Mayur Pendse	\$ 186,675
Amy L. Chow	\$ 172,418
Shannon McCrae	\$ 155,688
Deborah Woolacott	\$ 151,107



# HAPPY VELENTINE'S DAY

February 14th

## FAMILY DAY

February 17th



**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

