

Meet Our Virginia Office



Although small, the Virginia office of Senior Market Sales makes quite the impact. The office is mostly made up of the IT software development team that deals with Lead Advantage and Travel Insurance Center. The most recent project to come out of this office is the new Lead Advantage platform. The

team has put in a tremendous amount of time and effort to merge agents from the old Lead Advantage platform to the new, Lead Advantage Pro platform. Overall Virginia is a laid back office where we enjoy celebrating St. Patrick's Day just as much as Omaha and even have our own celebrations such as Holi, International Women's Day, Bring Your Kids to Work Day, and many more! Occasionally we like to unwind by "walking the plank" with Ken's Virtual Reality headset or celebrating achievements and birthdays with office lunches.

Meet the Team

Hershel Kleinberg, the Executive Vice President of Senior Market Sales, calls the Virginia office home but he can often be found traveling between offices as he helps to pave the future of the company.

Michael Schreiber is the Director of Application Architecture. His role is to work within IT to make sure we have a consistent approach to building our software that is ready for our (no doubt awesome) future growth, and to make sure we're staying on top of current technology trends.

Ted Hovis is our Technical Program Leader. He serves as the primary technical owner of the LA Pro platform with duties ranging from defining coding standards, approving implementation plans for new features, managing releases and deployments, server configuration, troubleshooting and system diagnostics, automated integration testing, and writing application code.

Ken Stanford is the Business Systems Analyst and API Partner Services Manager. Within the office, he assists with LA Pro product review and scheduling, feature specifications and development support and assisting lead vendors and API partners with issues and feature requests.

Clayton Dilks is the Software Development Manager. He is responsible for organizing, leading and managing the application development resources in the Virginia office and oversees the majority of the development staff.

The developers on the LA Pro project work tirelessly to maintain and improve LAPro's performance and functionality through hours of writing and reviewing code and testing the newest changes and developments. The front-end and back-end developers that make up this great team are: **Boris Ma, Marco Ortiz, Mark Shute, Sachin Mohan, Shanaz Burkhanova, Sneha Godbole, and Patrick "Coy" Peralta.**

Ty Collington serves as both a front-end and back-end Web Developer for the Travel Insurance Center in the Virginia office. He helps to build new travel insurance products for TIC and provides daily troubleshooting of errors, product updates and maintenance, and of course spreading his positive attitude!

Michelle Wight is the Personal Assistant/Administrative Assistant in Virginia. In addition to assisting Hershel with various tasks such as travel arrangements and expense reports, she also coordinates team lunches and celebrations, and, possibly most importantly, keeps the coffee stocked!

COMPANY EVENTS

All-Company Lunch:

September 13th

Flu Vaccine Clinic/Chili Cook-Off:

October 11th

FACTS



This Sunday is Grandparent's Day!

Here are some facts about how the holiday first started.

- In the United States, Grandparent's Day has been observed since 1978 and always falls on the first Sunday after Labor Day.
- Poland was the very first country to hold a Grandparent's Day in 1965.
- The founder of National Grandparent's Day in the U.S. was Marian McQuade, a grandmother from West Virginia, who died in 2008, having 15 children, 43 grandchildren, and 15 great-grandchildren.
- The official flower of National Grandparent's Day is the Forget-Me-Not, which is a plant that has tiny, bright blue flowers and is a symbol of remembrance.

GET IN TOUCH

Office & Safety Issues

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We need Water Cooler Suggestions

- Co-Worker Shout-Outs
- Personal Proud Moments
- Team Accomplishments

bebel@seniormarketsales.com

STANDARD OMAHA BUILDING HOURS

Monday-Friday: 6am-6pm

Saturday: 7am-3pm

Sunday: 10am-2pm

Co-workers Corner: August New Hires



Victoria Summage – Customer Service Representative, Insurance

- * It's on her bucket list to swim with sharks! Her favorite is a Great White, but says she loves them all!
- * She says she loves a good seafood boil, so seafood (crab legs, lobster, crawfish) is her favorite food.
- * At Karaoke night, she says she would sing *Proud Mary* by Tina Turner.

Alivia Bell – Marketing Program Coordinator, Communication and Creative Services

- * When she was little, she wanted to become: the next Brittany Spears, a writer, an inventor, and, of course, President of the United States.
- * It's on her bucket list to learn Italian, travel to Italy, and then eat her weight in pasta!
- * Her favorite season is Fall because she loves college football and all things pumpkin spice.

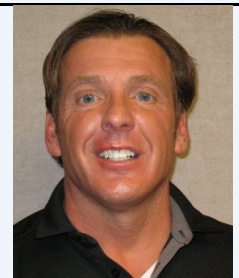


Melissa Reeder – New Business Associate

- * Yumm! Her favorite food is lobster and crab.
- * She says she could easily max out a credit card at any grocery store.
- * Vacationing in the Caribbean is something on her bucket list!

Brian Pederson – Internal Marketing Consultant, Medicare Solutions

- * It's on his bucket list to scuba dive The Great Barrier Reef.
- * His favorite season is Fall because it's also football season!
- * Yumm! Sushi is his favorite food.



Improve your Mental Health

Let your diet support your brain. What you eat – and even more importantly, what you don't eat – has a direct impact on the way you feel. Wholesome meals give you more energy and help you look better, resulting in a boost to your self-esteem, while unhealthy food can take a toll on your brain and mood. Below is a list of foods that can boost your mood as well as a list of foods that can adversely affect your mood.

Mood boosters:

- Fatty fish rich in Omega-3s such as salmon, herring, mackerel, anchovies, sardines, tuna
- Flaxseed and nuts such as walnuts, almonds, cashews, peanuts
- Beans, avocados, and leafy greens such as spinach, kale, Brussels sprouts
- Fresh Fruit such as blueberries

Mood depressors:

- Caffeine and alcohol
- Trans fats or anything with "partially hydrogenated" oil
- Foods with high levels of chemical preservatives or hormones and sugary snacks
- Refined carbs such as white rice or white flour and fried foods

COMMUNITY CONNECTIONS

Lucky Bucket's Annual Oktoberfest

The brewery's annual Oktoberfest party features: a wide selection of beers, food trucks, polka music, and much more!

When: Friday, Sept. 6th @4-11pm

Where: Lucky Bucket Brewery – 11941 Centennial Rd. La Vista, NE

How Much: Admission ticket prices vary

Find out more [HERE](#).

ESPN Legends Sports Show

Come watch ex-Huskers, Jerry Murtaugh and Guy Ingles with special guest Johnny Rodgers, put on their pre-game show live, where they talk everything Husker football before the Colorado game.

When: Sat. Sept. 7th @8am

Where: Classic Rock Coffee – 3912 N. 72nd St. Omaha, NE

How Much: FREE admission

Find out more [HERE](#).

Touch-A-Truck

Check out the Child Saving Institute's annual event where kids of all ages can see and climb on "real life" vehicles, such as: military vehicles, bobcats, racecars, and much more!

When: Sat. Sept. 7th @10am-1pm

Where: First Data/UNO Parking Lots – 6901 Pine St. Omaha, NE

How Much: FREE

Find out more [HERE](#).

KUDOS



Kudos to the **Supply Team** from Sherry Martin.

"The Supply team does more than just pick up, deliver and mail out packages several times a day. They take the time to review event shipping instructions so packages are received at their destination with little or no fuss to the recipient. The Supply team gladly meets with anyone to go over these sometimes vague details to insure nothing is missed. I say a very big Thank You to this cohesive team that strives to make out work life easier."