

# THE COMPASS

A woman wearing a dark olive green winter parka, a red beanie, and tan pants is lying on her back in a snowy field. She is smiling and holding a large blue compass rose graphic in her right hand, which is raised towards the top of the page. The background is a bright, snowy landscape.

January 2009

**RESOLVE**  
TO MAKE THIS  
THE BEST YEAR  
**EVER**

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# RESOLVE TO MAKE THIS THE BEST YEAR EVER

The start of this new year marks a new beginning, especially here at United Financial. 2009 is shaping up to be an exciting year filled with changes, starting with a new home office in March. There is no better time than now to think about how you're going to make this the best year ever for yourself and as a personal representative of United Financial.

Every January people make all sorts of resolutions to follow for the new year. Whether you want to accomplish a personal goal or you wish to grow on a professional level, here are a few tips to follow. They will help you meet your goals for the rest of the year.

First, **be realistic**. The surest way to fall short of any goal is to make the goal unattainable. Once you realize this important aspect you can begin to **plan ahead**. Outline your plan and decide what will be the best method to meet your goal, whatever that goal may be.

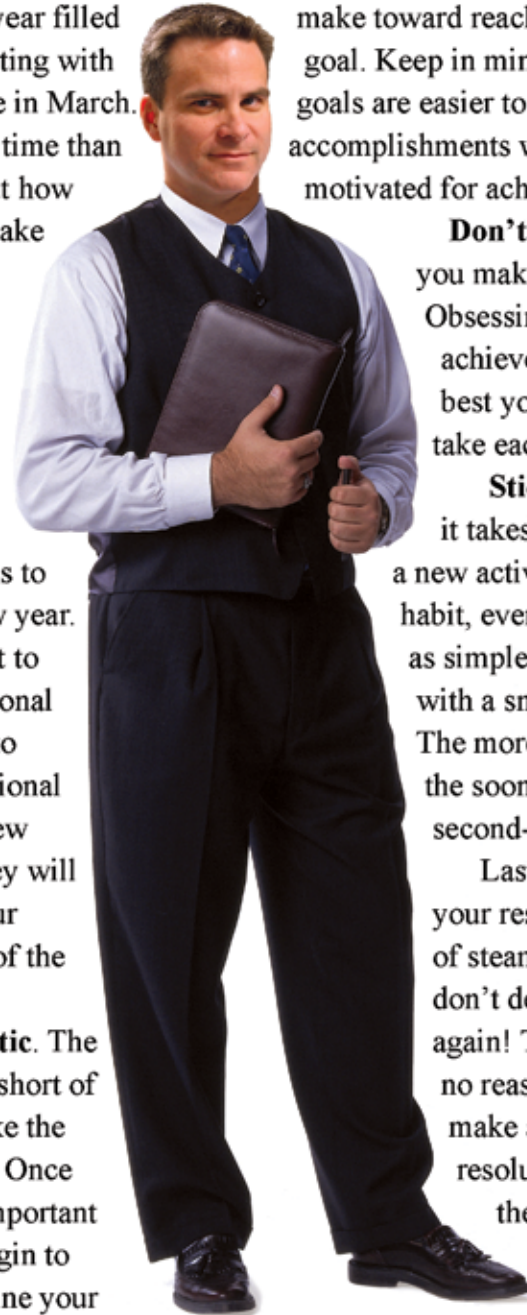
After you **outline your plan**, you should be sure to **track your progress**. Keep track of each small success you make toward reaching your larger goal. Keep in mind that short-term goals are easier to keep, and small accomplishments will help keep you motivated for achieving the next.

**Don't beat yourself up** if you make an occasional slip. Obsessing won't help you achieve your goal. Do the best you can each day, and take each day one at a time.

**Stick to it**. Experts say it takes about 21 days for a new activity to become a habit, even if it's something as simple as starting the day with a smile on your face. The more you do something the sooner it will become second-nature.

Lastly, **keep trying**. If your resolution has run out of steam by mid-February, don't despair. Start over again! There is absolutely no reason why you can't make a "New Year's resolution" any time of the year.

Together, it is through all of our efforts that this will be the best year ever for you and United Financial.



# 2008 NOBILIS AWARD WINNERS

AWARD	EPA DIVISION	FPA DIVISION
1ST PLACE	William Tiffany	Michael Cooper
2ND PLACE	Jody Waugh	Keith Cvercko
3RD PLACE	James Herrman	Timothy Sullivan
4TH PLACE	Leonard O'Brien	William Potts
	Dan Senn (tied 4th)	
5TH PLACE		Timothy Walworth
QUALITY AWARD	James Herrman	Mark Ashworth
PACESETTER AWARD	William Tiffany	Timothy Walworth
ROOKIE OF THE YEAR	Jerry Shepherd	Thomas Boehmke
TOP OFFICE	KS/OK/MO Territory	Texas
BREAKTHROUGH	-----	Timothy Sullivan



CONGRATULATIONS

## CEREMONY SUCCESS

On December 13, 2008, United Financial held its annual awards ceremony at Univeristy Place in downtown Indianapolis. Reps traveled from all over the country to attend and pay tribute to the efforts put forth by United Financial's top producers for 2008. Each year the ceremony gets better, and this event was no exception.

Jim McCormick, guest speaker, ended the day conference with a motivational and inspiring message. "Opportunities abound, but success depends on responding to each opportunity effectively."



Dinner was held at 7:00pm in the ballroom, where home office staff was recognized. Congratulations to Sharon Dorsey for her promotion to Chief Operating Officer.

After dinner, guests moved to the auditorium where the ceremony was held. The Nobilis winners for 2008 are listed above.



## 2009 PRESIDENT'S CLUB



Jeffrey Schwindt  
Doris Fisher  
Tom Boehmke  
Michael Seever  
Eddie Sears

Ron Guevarra  
Ken Lygrisse  
Jeff Sucic  
James Herrman  
Mark Ashworth

Tim Sullivan  
Leonard O'Brien  
Bill Tiffany  
Dan Senn  
Brent Donarski

Bud Eastes  
Terry Stegeman  
Tim Walworth  
Bill Potts  
Alan Lyon

Keith Cvercko  
Michael Pullan  
Michael Cooper  
Jody Waugh  
Dale Andrews

## NEW COIN FOR A NEW YEAR

Every year the President's Club gets together and selects the design for the following year's Presidential Coin. These coins, which contain one troy ounce of silver, are given to deserving representatives and employees throughout the year for their accomplishments. The design for 2009 features the new corporate headquarters. The new home office will be active in March and this coin commemorates this monumental move. Keep track of coin winners in each monthly issue of *The Compass*!



# FREEDOM OF THE SEAS

This year the President's Club trip will be held aboard the Royal Caribbean ship *Freedom of the Seas*. The cruise will embark from Port Canaveral, Florida and travel to the exotic destinations of Haiti, Jamaica and Grand Cayman from May 4th through May 10th.

Aboard the ship you will be able to find an ice-skating rink, rock-climbing wall, Royal Promenade, extensive WiFi capabilities and connectivity for cell phones, full-sized, flat-screen TVs in every stateroom, theme bars and lounges, restaurants and much more.



## JANUARY BIRTHDAYS

**Cecibel Siemer**  
January 6

**Dick Follett**  
January 9

**Paul David Burke**  
January 14

**Janet Nushardt**  
January 17

**Ray Phillips**  
January 22

**Jayne Follett**  
January 24

**David Wilson**  
January 24

**Pearl Herron**  
January 28

### DAY

Monday, May 4, 2009  
 Tuesday, May 5, 2009  
 Wednesday, May 6, 2009  
 Thursday, May 7, 2009  
 Friday, May 8, 2009  
 Saturday, May 9, 2009  
 Sunday, May 10, 2009

### LOCATION

Port Canaveral, Florida  
 Cruising  
 Labadee, Haiti  
 Montego Bay, Jamaica  
 George Town, Grand Cayman  
 Cruising  
 Port Canaveral, Florida

HAPPY BIRTHDAY



## WELCOME TO ALL OUR NEW REPS

### 2008 TOP EPA COIN WINNERS

Andrew Hansing	2
Bill Jentzen	3
Bill Tiffany	18
Brad Herrman	3
Charles Hayes	3
Danny Senn	4
Doris Fisher	2
Doug Pfaff	2
Eddie Sears	4
Glenn Hochstetler	3
James Herrman	7
James White	2
Jeffery Schwindt	4
Jerry Shepherd	2
Jim Drayer	3
Jody Waugh	12
Kenneth Lygrisse	2
Leonard O'Brien	6
Michael Baughman	3
Michael Seever	4
Nelson Kreck	2
Pearl Herron	2
Rickie Davis	2
Robert Phillips	2
Todd Perkins	2



EPA Bryan Hamell



EPA Claude Barbee



EPA David Wilson



EPA Hassell Priddy



EPA Robert Smeltz



EPA Jeffery Graggs



EPA Linda Jones



EPA Mark Miller



HPA Arthur Tilley



HPA Gary Decker



HPA Lyle Burton



HPA Mark Andrews



HPA Randall Wise



FPA Clifford Carter



FPA Richard Chinnery

# MOVING

## OFFICES

The lease is signed. The color of the carpet has been chosen. It is official. United Financial is moving its Corporate Headquarters!

Currently the space is empty and bereft of the various office furniture and diligent employees that will fill it,



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Indianapolis, IN 46278



but by the end of February the building will be ready for us to move in for March.

Look out for more updates and pictures in next month's *Compass*!



# OFFICE MOVE SCHEDULE

<b>2/26/09 - Thursday</b>	<b>OFFICE CLOSED FOR BUSINESS</b>
<b>2/27/09 - Friday</b>	<b>OFFICE CLOSED FOR BUSINESS</b>
<b>3/02/09 - Monday</b>	<b>OFFICE WILL REOPEN AT NEW LOCATION</b>

All home office employees must report on Thursday and Friday even though the office is closed for business. Everyone will be assigned tasks to make the move an easier transition.

# DECEMBER EPA OF THE MONTH



**JAMES HERRMAN**

# DECEMBER FPA OF THE MONTH



**MICHAEL COOPER**

# DECEMBER EMPLOYEE OF THE MONTH



**CHAD DANIEL**

## ENLARGE YOUR VISION

Years ago, a famous golfer was invited by the king of Saudi Arabia to play in a golf tournament. He accepted the invitation, and the king flew his private jet over to the United States to pick up the pro. They played golf for several days, and enjoyed a good time. As the golfer was getting on the plane to return to the United States, the king stopped him and said, "I want to give you a gift for coming all this way and making this time so special. Anything you want. What could I get you?"

Ever the gentleman, the golfer replied, "Oh, please; don't get me anything. You've been a gracious host.

I've had a wonderful time. I couldn't ask for anything more."

The king was adamant. He said, "No, I insist on giving you something so you will always remember your journey to our country."

When the golfer realized that the king was resolute, he said, "Okay, fine. I collect golf clubs. Why don't you give me a golf club?"

He boarded the plane, and on his flight back home, he couldn't help wondering what kind of golf club the king might give him. He imagined that it might be a solid gold putter with his name engraved on it.

Or maybe it would be a sand wedge studded with diamonds and jewels. After all, this would be a gift from the oil-rich king of Saudi Arabia.

When the golfer got home, he watched the mail every day, to see if his golf club had come yet. Finally, he received a certified letter from the king of Saudi Arabia. The golfer thought that rather strange. He opened the envelope and, to his surprise, inside he discovered a deed to a five-hundred-acre golf course.

Sometimes kings think differently than you and I think. It's time to enlarge your vision!