



# The Compass Chronicle



## Lucky Us!

We hope this St. Patty's Day you find the pot of gold of sales! CHC is lucky to have you as part of our team!



## We LOVE getting pictures from you!

We know you are working hard to reach your goals, both professionally and personally. We want to see it! Share your favorite pics with us by emailing [marketing@chcquotes.com](mailto:marketing@chcquotes.com)

# CN

## COMPASS NEWS

### WE HAVE BEEN AWARDED



We are honored to be named Health Insurance Consultant of the Year 2026. We are also featured in an article in *Healthcare Business Review*.

Read the full article:

<https://www.healthcarebusinessreview.com/compass-health-consultants-2026>



Want to add the badge to your email signature? Email [marketing@chcquotes.com](mailto:marketing@chcquotes.com)

Join Us!

FRIDAY, MARCH 6 & SATURDAY, MARCH 7

ZOOM LINK: <https://zoom.us/j/3738421209>

\*\*MORE INFO ABOUT TRAINING SESSIONS ON [CHCAGENTS.COM](http://CHCAGENTS.COM)

# VIRTUAL CARRIER BLITZ

## Friday, March 6

## Saturday, March 7

10:00 AM CST - Training Session 1: OneShare

10:00 AM CST - Training Session 1: Flex Benefits

10:45 AM CST - Training Session 2: Allstate Health

10:45 AM CST - Training Session 2: Med Mutual

11:45 AM CST - Training Session 3: RX Valet

11:45 AM CST - Training Session 3: Enroll Prime

1:15 PM CST - Training Session 4: EHP

1:15 PM CST - Training Session 4: UHC

2:15 PM CST - Training Session 5:  
Foundation Mental Wellness

2:15 PM CST - Training Session 5: Group

3:15 PM CST - Training Session 6: Bronze GI Plan

4:00 PM CST - Training Session 7: LifeX

# WOMEN'S COUNCIL

Want to get notifications? Email [marketing@chcquotes.com](mailto:marketing@chcquotes.com) to be added!



**Joining us in Punta Cana?**

*We are having a  
Women's Council  
breakfast!*

\*\*Stay tuned for more info



**Next Meeting:**  
*March 24th at  
3:00pm CST*


We hope to see you there!

# CONTRACTING UPDATE

**CHC now has our own E&O!**

<https://www.360coveragepros.com/chc/errors-and-omissions>

# LETS CONNECT

Stay in the loop! Follow us on your favorite platforms    Make sure you are receiving CHC emails and texts for important updates. 



## NOT RECEIVING EMAILS OR TEXTS?

Please email [marketing@chcquotes.com](mailto:marketing@chcquotes.com) for email assistance

To receive text updates: Text "START" to (314) 742-7842

Did you know we offer  
personalized affiliate sites?

- Customizable
- Unique URL with lead form & review section
- \$15 per month - payable with Top Broker balance or credit card

Interested in an affiliate site? Email [marketing@chcquotes.com](mailto:marketing@chcquotes.com)



# ANNOUNCEMENTS



## 1ST SALE

Congratulations to Sophia Gabrielle on her first Enroll Prime sale! We are so proud and can't wait to see you keep growing!

## NEW FACES

Can you believe it?! We have even more additions to the Compass team. We are so excited to welcome them!



**Nandita**

Commissions Coordinator



**Alexys**

Commissions Coordinator



**Zane**

Contracting Specialist



## HAPPY HOUR

Some the CHC staff had a great time at a local happy hour! It really was all fun and games!

# ANNOUNCEMENTS



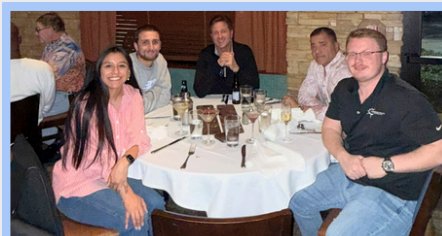
## LIFE BOOTCAMP

With 65+ people in attendance, the life insurance bootcamp was a success! Thank you to everyone who made it happen and so wonderful.



## MENTOR SUMMIT

Thank you to everyone who came to the Compass Mentor Summit! We had a wonderful time and hope you did too!



## STAFF SPOTLIGHT

# HOLLY ADKISON

### OFFICE MANAGER

#### AFTER WORKING AT CHC FOR A WHILE, WHAT SURPRISED YOU THE MOST?

“What surprised me the most was that even though we continue to rapidly grow and expand, that sense of family and being part of a great team also stronger every day.”

#### TELL ME ABOUT YOUR POSITION AND WHAT YOU DO DAILY.

“I am the CHC Office Manager/HR Manager. I oversee the office and staff. I handle the ongoing bills, maintenance, and operations of the office, along with staff payroll, benefits, and the hiring of new staff. I also handle the setup of the new building, along with maintenance and operations at our Cottleville location.”

#### WHAT MAKES YOU FEEL FULFILLED IN YOUR POSITION?

“Coming in to an office every day that has an amazing staff and executive team that I feel incredibly blessed to work with every day.”

#### WHAT ARE YOU MOST PROUD OF?

“I am proud of many things. I am proud to work for such an amazing company that continues to grow and make me more proud every day. I am also very proud of my niece, who graduates with honors from nursing school in May, as well as my daughter, who is getting married in 2027, and my nephew, who is getting married in December 2026.”



**TO NOMINATE SOMEONE PLEASE EMAIL:  
MARKETING@CHCQUOTES.COM**

## AGENT SPOTLIGHT

# DANIELLE WILBURN

### AGENT

#### WHAT GOT YOU INTO THE INSURANCE INDUSTRY?

“I’ve been in the insurance industry since 2005. My journey started in Workmans’ Comp for 15+, Home and Auto Insurance (Investigations) 5+ years, and Health Insurance on and off. I got into it at first because I just needed a job. Then it turned into having knowledge that many don’t; I became beneficial in helping in ways that most can’t. It’s an industry that not many people think about because it’s more of a behind-the-scenes kind of job, but it is surely needed.”

#### WHY ARE YOU WITH COMPASS?

“I took a chance with Compass on a very hesitant note because I had no sales experience and didn’t want to work based on commission only, but I figured it didn’t hurt to see what it was about. After the introduction to Compass, I realized all of my internal ‘wants’ were being check marked, and a door was opening that I had been searching for, so I just jumped. I figured i’d sink or swim, but I wouldn’t have the ‘what if’ lingering if I let it go. I got my state license in mid-October 2025, made my first sale by the end of October/early November, and I’m still pushing myself daily and learning so much along the way. I like Compass because, first and foremost, I have the freedom to do what I need to do, whether it’s for work or my family. You always feel welcome and can tell we’re all cheering each other on. The support has been amazing.”

#### WHAT ARE YOUR GOALS FOR THE NEXT THREE YEARS?

“Within the next three years, I will be the breadwinner in the house! Financial stress will be a thing of the past. Work will be like second nature to me, and I will be helping cheer on and pave the way for new recruits and their future success.”

#### FAMILY & LIFE LESSONS

“There will always be a ‘job’ somewhere, but family is on borrowed time. Don’t take for granted any time you have, even for a simple hello. They’ll remember who was there, not how many hours you put in. Be present, but work hard each time you work; it will pay off.”

#### FINAL THOUGHTS

“I am in charge of my own success and have learned to ‘trust the process.’ A life mentor of mine always told me, ‘Dress the part you want to be and surround yourself with the lifestyle you want to live because whether you believe you can or you can’t, you’re right.’ I’m a strong believer in that. So work today like no one else works, so you can live later like no else lives.”



#### PERSONAL PROFILE

“I wear many hats in my day-to-day life: mother, wife, chef, nurse, maid, you name it, I probably wear a hat for it. I have been with my husband for almost 15 years now. I have two boys, 20 and 5 years old. I am a huge animal lover and love being outdoors, camping, boating, gardening, or just soaking up the sun. I’ll talk to anyone, but I freeze with public speaking, ha!”

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MARKETING@CHCQUOTES.COM**

# WORD SEARCH

*St. Patrick's  
Day*



i i r f l c e l i i c o c d l  
 e k s b r s w a e c h a r m e  
 g r i m a s l e v m o h p p p  
 g o i s y q u o g w c k i u r  
 r c l a o l c n v r c p d c e  
 i a e d l i k s l e e a f f c  
 r r o n e d y i e y w e s i h  
 i m e i w l r k e a k p n d a  
 s p f o r i u n e h o z e o u  
 h o i s h a m r o c k a r i n

Lucky

Gold

Irish

Fortune

Leprechaun

Celtic

Charm

Green

Shamrock

# SPRING RESET



## CHECK IT OFF

- Clean up your inbox
- Organize files
- Review one goal
- Throw 5 things away
- Follow up on emails/calls
- Fix up your work space

## RATE YOUR RESET

Energy Level ☆ ☆ ☆ ☆ ☆

Work-life Balance ☆ ☆ ☆ ☆ ☆

Motivation ☆ ☆ ☆ ☆ ☆

New Years Resolution Update ☆ ☆ ☆ ☆ ☆

## FINISH THE SENTENCE

This spring, I want to be better at \_\_\_\_\_.

One habit I want to work on is \_\_\_\_\_.

The best part of my workday lately has been \_\_\_\_\_.

## THIS OR THAT

Inbox at Zero

OR

Clean Desk

Planned Vacay

OR

Easy Week of Work

Coffee

OR

Soda

Paper Planner

OR

Digital Planner

# UPCOMING EVENTS

## MARCH

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 <b>Kickstart:</b> Attitude is Everything	3 <b>Kickstart:</b> Expectations & Action Plans <b>Team Dials</b> with Q&A	4 <b>Kickstart:</b> Show Me the Money	5 <b>Kickstart:</b> Creating Your Pitch <b>Under 65</b> <b>Products Training</b> WLIT: IUL/Presenting and Product Highlights	6 <b>Kickstart:</b> How to Build Your Business <b>Spring Carrier</b> <b>Blitz (Virtual)</b>	7 <b>Spring Carrier</b> <b>Blitz (Virtual)</b>
8  Daylights Savings	9	10 <b>Team Dials</b> with Q&A <b>New Agent Training Tampa</b>	11	12 <b>Live Role Play</b> <b>Agency</b> <b>Updates Call</b> WLIT: Underwriting & Cross-selling	13 <b>Sandler Sales</b> <b>Training</b>	14 <b>Dialing for</b> <b>Dollars</b>
15	16	17  Happy St. Patrick's Day	18	19	20	21
22	23	24 <b>WOMEN'S</b> <b>COUNCIL</b>	25	26 <b>Under 65</b> <b>Products Training</b> WLIT: Term & V.I.S.I.O.N quoting	27 <b>Train</b> <b>the Trainer</b>	28
29	30	31 <b>Team Dials</b> with Q&A <b>New Agent Training STL</b>	1		*WLIT = Weekly Life <b>Insurance Training</b>	 CHC WOMEN'S COUNCIL STRONG WOMEN. BOLD DIRECTION. CLEAR COMPASS. <b>WOMEN'S COUNCIL</b> Our next meeting is March 24 <sup>th</sup> at 3pm CST

## ONGOING

### TUESDAY

**Agent Support Training** - 9am CST  
**Foundation Mental Wellness Training**  
 - 12pm CST  
**TopBroker Training** - 1pm CST  
**Bronze Training** - 1pm CST

### WEDNESDAY

**Medicare Minute Wednesdays**  
 - 7:30am CST  
**XGB Webinar** - 4pm CST  
**LifeX Webinar** - 11am CST

### FRIDAY

**LifeX Webinar** - 11am CST

For more information, visit: [www.chcagents.com](http://www.chcagents.com)

