

The Compass Chronicle



May Flowers

Spring's in full swing! Petals are popping, bees are buzzing, and the only thing spreading faster than pollen is our latest news. Dive in for fresh updates, blooming announcements, and a few surprise moments. (No gardening gloves required) 🌸



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 📷

CN COMPASS NEWS

Upcoming Events: Mentor/Lead Training **MAYTOR/LEAD TRAINING**
May 22nd at 9:30 AM CST

Zoom: <https://zoom.com/j/3738421209>

LIFEX WILD CARD BONUS



WILD CARD BONUS

03/11/2026 - 06/22/2026

All LifeX Recruiters are eligible for the Wild Card Bonus. The contest is for net increase in Research Associate participants (total RAs)

** Active policies as of 7/1

CONTEST NUMBERS

Net RA's	Bonus Payout
10	\$500
25	\$1,500
40	\$2,700
50	\$4,000
75	\$7,500
100+	\$12,500

Example of Net Increase: On 3/11/26, Bob has 26 active RA's. By 4/15/26, Bob has 42 active RA's; however, some cancel or are terminated. As of 7/1/26 Bob has 37 active RA's. At the end of the contest, his net RA's are 11, and his bonus payout is \$500.

MEGA MULTIPLIER

1 XGB GROUP WITH 10+ ENROLLED = BONUS X1.25
 EXAMPLE: \$1,500 BONUS = \$1,875 WITH MEGA MULTIPLIER

2ND MEGA MULTIPLIER

3 XGB GROUPS OF 10+ ENROLLED = BONUS X1.5
 EXAMPLE: \$1,500 BONUS = \$2,250 WITH 2ND MEGA MULTIPLIER

Super Jackpot Bonus

5+ XGB GROUPS WITH A TOTAL 100+ EMPLOYEES = BONUS X2
 EXAMPLE: 100+ LIFEX POLICIES + 5 XGB GROUPS = \$25,000 BONUS

Upcoming Events: Women's Council



May 21st

Time TBD - Keep an eye on your email to make your vote

Zoom: <https://us05web.zoom.us/j/3315586167>

****Our next meeting also has a reading we will discuss.**
You can find the reading in your email.

WOMEN'S COUNCIL



CHC WOMEN'S COUNCIL
 STRONG WOMEN. BOLD DIRECTION. CLEAR COMPASS.



ANNOUNCEMENTS



EXTEND THE ROSE



CHC staff had a fantastic time showing our support for agent, Kimberly Steven's, charity, Extend the Rose!!

NEW FACES

We are so excited to welcome our newest team members, Sam & Jalen! They are already doing amazing things!!



Sam

Group Benefits Coordinator



Jalen

Marketing Specialist



GROUP TALK



Many of our agents and staff had the opportunity to speak with Jordan Schoenberg from UHC!

Answers to Fun Page:

Puzzle #1: 383

Puzzle #2: IS

Puzzle #3: KEY

Puzzle #3.5: CHC

Final: CHC IS KEY

LETS CONNECT

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



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Please email marketing@chcquotes.com for email assistance

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

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STAFF SPOTLIGHT

GRIFFEN
JOHNSONGROUP BENEFITS MANAGER
AFTER WORKING AT CHC
FOR A WHILE, WHAT
SURPRISED YOU THE MOST?

“The thing that surprised me the most is how genuinely nice everyone here is. Everyone is always willing to help and if they cannot help they will find someone who can help.”

TELL ME ABOUT
YOUR POSITION AND
WHAT YOU DO DAILY.

“I am the Group Benefits Manager. I support agents with XGB plans by helping guide them and their clients through the enrollment process from start to finish. I work closely with agents to find and present alternative coverage options that fit their groups’ needs, and once coverage is approved, I handle the enrollment to make sure everything runs smoothly and accurately. I stay involved beyond that too, as I help manage each group throughout its lifecycle, taking care of service requests, admin tasks, and any changes that come up along the way. My goal is to make it easier for agents to sell and maintain groups benefits by being a reliable, responsive partner they can count on.”

WHAT MAKES YOU FEEL
FULFILLED IN YOUR
POSITION?

“I find the most fulfillment in my role when I’m able to assist members and their agents in resolving their questions and challenges. Providing clear guidance – especially over the phone – and hearing their appreciation makes the experience particularly rewarding.”

WHAT ARE YOU THE MOST
PROUD OF?

“I take pride in consistently responding to all emails and calls within 24 business hours. This is reliability reflects my commitment to providing timely support and demonstrates how much I value our agents and clients.”



PERSONAL PROFILE

“I am originally from a suburb of Indianapolis, Indiana and I went to college at Saint Louis University. I studied finance as a major and two minors, entrepreneurship, and service leadership. I was very active with community service during my time at SLU, and I also played on the rugby team for 4 years, with my senior year, I was the vice president of the team. I enjoy playing video games.”

TO NOMINATE SOMEONE PLEASE EMAIL:
MARKETING@CHCQUOTES.COM

DIANE KIMBRO

AGENT

WHAT GOT YOU INTO THE INSURANCE INDUSTRY?

After starting my career in a different field, I realized my passion for serving people one-on-one and found my calling in health insurance. Both my brother and I, raised in a faith-filled home, have a deep commitment to serving others - he by his life example later on, and I through guiding clients and their families in their insurance journeys. Through my family, my faith, and my work, I'm reminded everyday of how important it is to serve with compassion and purpose. I'm honored to be a part of this incredible agency family and to walk along side my clients on their journey."

WHY ARE YOU WITH COMPASS?

"I'm with Compass because, beyond the values of integrity and service, they made me feel part of something truly unique. I can go straight to the talk and talk to Joe myself and everyone at Compass has gone above and beyond to help and assist me in the last 3 years."

WHAT ARE YOUR GOALS FOR THE NEXT THREE YEARS?

"Over the next 3 years my goal is to grow both personally and professionally by bringing my husband, Bill, on board. I already work with a strong team but I want us to expand, helping more agents thrive and more clients find the support they need."

FINAL THOUGHTS

"As I look ahead, I just want to keep sharing laughter, making great memories, and living fully in each moment. I'm in my mid-60s now and while I still work hard, I'm committed to savoring every dance, every smile, and every chance to help others do the same. In a nutshell: I'm Too Blessed to be Stressed!"



PERSONAL PROFILE

"I am a native Texan who moved to Memphis, TN in 1971 (yes I am a 70's kid and the 70's were the BEST)! I grew up in a Southern Baptist Church, where my father was the pastor, my mother the organist and I played the piano. I had 1 older brother who really loved the 70s - haha. My brother passed away 6 years ago so now it's just me and my Mom, who turned 90 this past February. Growing up as a preacher's kid, I was taught by my father, a truly remarkable man and and my hero, and my mother who was a steadfast and devoted wife, that legacy of faith and service is what drives me every day as I help my clients. I have a daughter named Loye, after bothy my mother and myself, and a son-in-law named Brian. They blessed me with 2 grandchildren - Colby, 11 and Eden, 9. I'm married to a wonderfu l man, Bill and we dated for 2 years - truly the best 2 years of dating I have ever experienced- we were married in a private ceremony on Jan. 8, 2022 atop the rooftop where I lived downtown Memphis. Bill has 2 sons, Dylan and Dawson and 1 granddaughter, Charolette, 13. Together, we ahve this blended family that continues to keep us busy and blessed every day."

Word Search

MAY

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

Spring

Stem

Mothers

Bud

Petal

Cinco

Grow

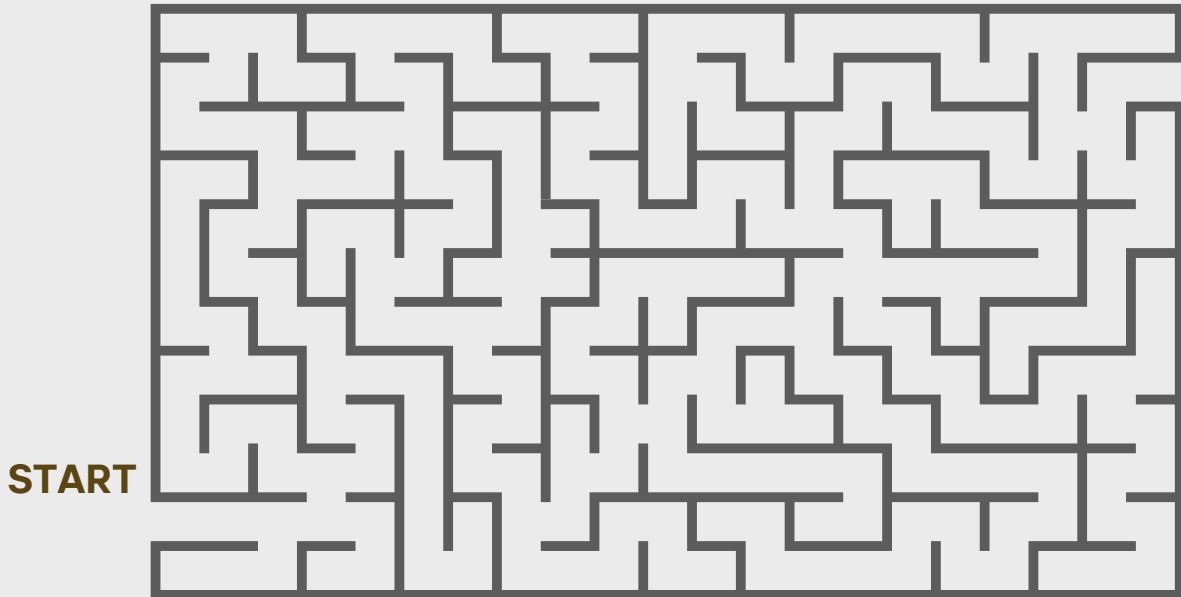
Flowers

Memorial

MAY THE FUN BEGIN

YOU MAY MAKE IT THROUGH THE MAZE...

or you may not



MAY-BE YOU CAN FIND THE KEY

Welcome to the mini escape room! Here you will need to solve 3 puzzles in order to find a key that unlocks the door. Good luck!

1

THE LOCKED DRAWER

You have entered a room that is completely empty at first glance. You look around for a bit when you notice the paint on the wall looks off. You go to investigate what it could be. You realize it is a small drawer embedded in the wall. Engraved on the outside of the drawer are 3 clues that you have to solve in order for you to open it.

Each clue gives you a number → final 3-digit code

- Clue 1: How many strikes make you out in baseball?
Clue 2: How many letters are in the word POLICIES?
Clue 3: How many times is the letter O in the first clue?

Hint: Keep track of the final code

2

AN ODD OBJECT

Congratulations! You made it to the next puzzle. When you put in the code, the drawer popped open. In the drawer you find 3 objects. Next to the objects there is a letter. The letter explains that 2 of the objects belong together, but a 3rd does not. You need to find the odd one out.

Here are your 3 objects:



Mini Globe



Mirror



Compass

On the bottom of the objects that match you find a hint.

Hint: The first object you have identified is important. What is the 4th letter in its name?

The second object you deem matches leads to answers. What is the last letter in its name?

3

A LETTER IS BETTER

You did it! You solved the second puzzle. Now onto the third! Just when you're ready to shut the drawer to find your next puzzle, you realize that the letter that was used in the last puzzle looks a little funny. It seems some of the letters stand out more than others.

Find the weird letters → rearrange → the final word

Dear Reader,
These objects in front of you may seem strange.
However, they match in different ways. Be sure to look close, as two objects may be the same. The odd one out is not here to stay.



THE FINAL ESCAPE

WOOO! You have solved all of the puzzles and are ready to leave the room! Or so you think... you quickly realize that the first puzzle only gave you numbers. How can you get out when you need 3 words? You look around the room again and notice the door has etchings in it. It reveals the alphabet and numbers 1-26. A = 1 to Z = 26. You realize each letter equals a number. Find the appropriate letter with the numbers from puzzle #1.

A	B	C	D	E	F	G	H	I	J
1	2	3	4	5	6	7	8	9	10

K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26

CONGRATULATIONS!

No more tricks! You really did solve all of the puzzles. You yelled the final 3 words from each puzzle. As you did that, a small golden key drops the ceiling. You take the key and unlock the door. You have escaped!

Did you escape? All answers are under "Eggcellent April" in Announcements



UPCOMING EVENTS

May

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4 Kickstart: Attitude is Everything	5 Kickstart: Expectations & Action Plans	6 Kickstart: Show Me the Money	7 Kickstart: Creating Your Pitch Head Start for New Agents Under 65 Products Training	8 Kickstart: How to Build Your Business	9
10	11	12 New Agent Training Tampa	13	14 Live Role Play Agency Updates Call	15 Life Insurance Bootcamp F.A.T. for New Agents Sandler Sales Training	16 Life Insurance Bootcamp
17	18 Hands on Marketing	19	20 Claim Your Goals	21 Head Start for New Agents Under 65 Products Training WOMEN'S COUNCIL	22 Ancillary Products Training	23 Dialing for Dollars
24	25	26 Team Dials with Q&A New Agent Training STL	27	28 Live Role Play Agency Updates Call	29 F.A.T. for New Agents	30

ONGOING

DAILY

Med Mutual Updates - 12pm CST

TUESDAY

Agent Support Training - 9am CST
Foundation Mental Wellness Training
 - 12pm CST
Bronze Training - 1pm CST
Team Dials with Q&A - 5pm CST

WEDNESDAY

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

THURSDAY

Weekly Life Insurance Training - 3pm CST

FRIDAY

LifeX Webinar - 11am CST

For more information, visit: www.chcagents.com



CHC WOMEN'S COUNCIL
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WOMEN'S COUNCIL

Our next meeting is May
21st