

THE COMPASS CHRONICLE



THE COMPASS POINTS TO "ALMOST SUMMER" — HANG IN THERE!

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OUR AMAZING TEAM!

Our St. Charles team got cozy for a fun-filled PJ Day, complete with a surprise Easter egg hunt and a delicious breakfast-themed potluck. What a great way to celebrate together!

NEW! NEW! NEW!

**JUST launched: BHPI Group -
Presented by LifeX!**

Visit bhpigroup.com for more info!



Staff Spotlight



COURTNEY LAWSON

What made you accept this job over others?

The other company that I was in correspondence with missed one of my emails. They called me when I was a few weeks in, but I was already happy here and could tell that this was a place worth staying. I honestly just could not have been luckier than to find a company that has purpose behind it, and so much passion.

What are you most proud of?

My Team! I am so thankful, and proud of the Agent Support Team that we're building at CHC. They continue to flourish into their roles for the company, and it honestly warms my heart to see the dedication that they show towards their job.

If you could wish for three things, what would they be?

A vacation, another vacation that is magically a work trip with some of the expenses paid and my student loans paid off.



Agent Spotlight



JOEL ZIMMERLE

WHAT GOT YOU INTO THE INSURANCE INDUSTRY?

I actually used to work in the healthcare industry but after an injury knocked me out of that profession in late 2021, I was looking for alternatives. With my uncle being Bill Pauley, I thought it was worth the time to chat about insurance since I knew he has been in it for a while but truth be told I never had any interest in getting into the insurance business. After speaking with him further about it, I fell in love with the opportunity to control my own destiny and be able to take it however far I wanted to take it so I decided to take the plunge in early 2022 and have never looked back. It was a choppy start like most agents, but once I found my footing and figured out my process it all kind of snowballed from there.

WHY ARE YOU WITH COMPASS? WHAT DO YOU LIKE ABOUT IT?

I'm with Compass because, being that Bill Pauley is my uncle and is one of the masterminds behind the origination of Compass as a company, it was kind of my default. I'm very thankful I started here though as there are so many scam companies in the insurance industry but this isn't one of them. What I like about Compass is they are on top of all the changes in the health insurance space and give us first access to alternative plans that can at times be a better fit for prospects as opposed to the ACA marketplace plans. Also, the Compass commission department is incredible. I don't think they have missed a payment in 3 years which is very rare in this space so kudos to them for that.

WHAT ARE YOUR GOALS IN THE NEXT THREE YEARS?

Right now, it's just me producing and an assistant to help me with the load. In the next 3 years I'd like to have 2 LOA producing agents that I employ and teach to produce the way I do. I will have a small local health insurance and Medicare agency that will be over 7 figures in revenue per year.

Family and Life Lessons

I have a beautiful wife and two kids. I have a son named Joshua who is 6, and a daughter named Julianna who is 3. They are my heart and soul and why I work so hard to build a business to pass on to them one day. I enjoy spending time together with them playing on the playground, swimming in our pool, riding four wheelers, coaching my son's baseball team and just anything we do to spend quality time together. In terms of lessons here I would say when you first start out in insurance, there is no work life balance and it just is what it is, but once you start doing well you have to start making rules for yourself because money is just a means it's not the end. The ultimate wealth is spending time with those you love so don't neglect that on your journey because you will regret that one day.

Final Thoughts

This career is what you make it. If you have a good mentor and upline like Compass, you really have all the tools at your disposal to succeed. The only question is whether you're going to do the day to day hard work to turn your dreams into reality. See you at the top!



WHAT'S COMING UP?

May

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				Kickstart: Handling Objections 8:30am CST MedMutual Training 12pm CST CHC Training: BHPI Group 1pm CST	Kickstart: How to Build Your Business 8:30am CST	Dialing for Dollars 10am CST
4	5 Monday Madness: Medicare 101 5pm CST	6 Agent Support Training 9am CST MedMutual Training 12pm CST Weekly TB Training 1pm CST Team Dials with Q&A 5pm CST	7 Medicare Minute Wednesday 7:30am CST	8 MedMutual Training 12pm CST CHC Training: Life Insurance 1pm CST	9	10
11	12 Monday Madness: OneShare 5pm CST	13 Agent Support Training 9am CST MedMutual Training 12pm CST Weekly TopBroker Training 1pm CST Team Dials with Q&A 5pm CST New Agent Training Tampa	14 Medicare Minute Wednesday 7:30am CST	15 Kickstart: Attitude is Everything + Roleplay 8:30am CST MedMutual Training 12pm CST JK Agency Updates Call 1pm CST	16 Kickstart: Foundations 8:30am CST Sandler's Sales System Training 1pm CST	17
18	19 Kickstart: Elevator Speech & First 5 Seconds 8:30am CST Monday Madness: LifeX 5pm CST	20 Kickstart: Expectations & Action Plans 8:30am CST Agent Support Training 9am CST MedMutual Training 12pm CST Weekly TopBroker Training 1pm CST Team Dials with Q&A 5pm CST	21 Medicare Minute Wednesday 7:30am CST Kickstart: Show Me the Money	22 Kickstart: Handling Objections 8:30am CST MedMutual Training 12pm CST CHC Training: Under 65 Products 1pm CST	23 Kickstart: How to Build Your Business 8:30am CST	24 Dialing for Dollars 10am CST
25	26 MEMORIAL DAY!	27 Agent Support Weekly Training 9am CST MedMutual Training 12pm CST Weekly TopBroker Training 1pm CST Team Dials with Q&A 5pm CST New Agent Training STL	28 Medicare Minute Wednesday 7:30am CST	29 Kickstart: Attitude is Everything + Roleplay 8:30am CST MedMutual Training 12pm CST JK Agency Updates Call 1pm CST	30 Kickstart: Foundations 8:30am CST Sandler's Sales System Training 1pm CST	31

For more information, visit: www.chcagents.com/calendar