

# THE COMPASS CHRONICLE

NEWSLETTER VOL 12



**HAPPY OCTOBER!**

WE **LOVE** GETTING PICTURES OF OUR AGENTS HARD AT WORK!  
SEND 📷 TO [MARKETING@CHCQUOTES.COM](mailto:MARKETING@CHCQUOTES.COM)





Compass News

Announcements

Updates

Staff & Agent  
Spotlights

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Calendar

# ADVANCED AGENT TRAINING STL





# BUSCH STADIUM SPECIAL EVENT







# NASHVILLE CARRIER BLITZ



We were so honored to be surrounded by so many incredible people at all of our September events. Thank you to everyone who traveled, it meant the world to see you! And if you weren't able to make it to Advanced Agent Training this year, we hope to welcome you next year.



# CN COMPASS NEWS

## NEW FACES AT CHC



We are so excited to welcome them to Compass!



**NATE**

Payroll Coordinator



**OWEN**

Payroll Coordinator



**WILL**

Life & Finance Coordinator



**JACOB**

Sales Manager



**JORDAN**

Agent Support Specialist

## WOMEN'S COUNCIL

*Next Meeting:*

*October 8<sup>th</sup> at 10:00 AM CST*

We have a special guest...

**KRISTIN BULLOCK**

Compass Health Consultants  
**WOMEN'S COUNCIL**

Interested in joining? Scan the QR code below!

**WOMEN SUPPORTING WOMEN**

### Details

- Monthly meetings
- Communication through Slack
- Meetings on Zoom
- Questions? Email [marketing@CHCquotes.com](mailto:marketing@CHCquotes.com)



# ANNOUNCEMENTS



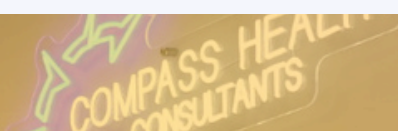
**Congratulations to Haley Malone! She won the 10-Day challenge at the Texas office. 4 apps, 2 of which were her 1<sup>st</sup> life sales! Way to go Haley!**



**Recently, 5 agents spent their Saturday volunteering for Kimberly Steven's charity, Extend the Rose. A huge thank you to them for making a difference!**



**Congratulations to Drew Johnson! He made his first sale and got to spin the 1<sup>st</sup> sale wheel. We can't wait to see how far you go!**





# UPDATES

## TRADEMARK UPDATE PLEASE READ

We are excited to share that our logo has officially been trademarked! This is HUGE news and it affects you. If you currently use our logo in any way-including in your email signature-you'll need to update it with the new version. Please check your email for the updated logo and additional details. If you need help or have questions please email [marketing@chcquotes.com](mailto:marketing@chcquotes.com).

## WHAT'S NEW?



The ® symbol on the logo is new. This means it is trademarked. It is SO important that you use the new logo and replace the old one. This ensures our trademark stays viable.

## MARKETING UPDATE

**IT'S HALLOWEEN MONTH!  
PLEASE SEND IN PHOTOS OF  
YOUR COSTUMES AND  
SPOOKTACULAR EVENTS!**



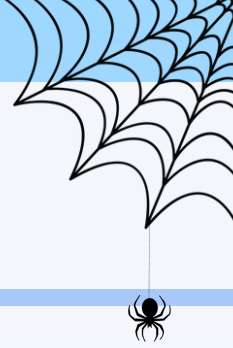
## IMPORTANT:

Please use the  
[marketing@chcquotes.com](mailto:marketing@chcquotes.com) or  
[mkrivelow@chcquotes.com](mailto:mkrivelow@chcquotes.com)  
email for ALL marketing needs.  
Mari does NOT check her  
personal email.





# UPDATES



## Humana

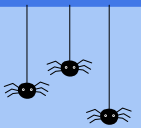
**Dental, Vision, Life Insurance through CHC! Link below.**

<https://forms.monday.com/forms/c9b1195a0128391f5827cba2d49e80a3?r=use1>



### REMINDER!

If you're not receiving CHC emails, please **email**  
**marketing@chcquotes.com**. To receive text updates:  
**Text "START" to (314) 742-7842.**





# WHAT DOES CHC OFFER?

EASILY ACCESSIBLE  
AND EXTENSIVE  
**VIDEO LIBRARY**

HOME VIDEOS JK AGENCY CALL SLIDES

Allstate > Group > OEP Blitz 2024 > United Healthcare >  
 AmeriBenefit > JK Sales Call > Philadelphia American > Vault >  
 America's Choice > Kickstart > Product Videos > Insurance 101 >  
 Annuities > Life > Sales 101 >  
 CHC Videos > Medicare > Testimonials >  
 CRM > MedMutual > TopBroker >

[HTTPS://WWW.CHCVIDEO.COM/VIDEOS](https://www.chcvideo.com/videos)

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DOWNLOAD

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- Business Cards
- Marketing Tool Kits

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**PODCAST ROOM**

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1985 Bluestone Dr St Charles MO 63303

**RECORD TODAY!**

CONTACT CINDY, HOLLY, OR AMY  
TO SECURE YOUR SLOT

HADKISON@CHCQUOTES.COM  
CBEAVER@CHCQUOTES.COM  
PROJECTMANAGER@CHCQUOTES.COM





# STAFF SPOTLIGHT

Becky Schmersahl

From CHC: Congratulations to Becky on her recent promotion! We are so proud of her accomplishments and can't wait to see the great things she'll continue to achieve in this new role.



Finance Team Lead

"Born and raised in Lake St. Louis, MO, just one minute before her much taller twin sister, she developed a competitive spirit early on--fueled by sibling rivalry and a love for sports like soccer, basketball, and golf (becoming the first girl in an all-boys golf league at age 8). Let's not forget, her almost obsessive love for the Saint Louis Blues and Cardinals. She worked at a Country Club throughout high school and college, later earning a Bachelor's in Business Administration from Lindenwood University. Her career path led her into the insurance industry, working as an Auto Claim Adjuster for 8 years. In 2018, she bought her first home in Kirkwood, MO, where she lives with her beloved 100 lb. "guard" dog, Bane.

Keeping her competitive edge, she joined the American Pool Players Association in 2019--her team placing 33<sup>rd</sup> out of 1,091 at the 2021 APA World Championships. She keeps family and friends close as top priority in her life. A proud aunt since 2016 and 2020, her niece and nephew hold a special place in her heart."

## Life motto:

"Everything will be okay when we wake up tomorrow. "

## What was your first impression of CHC?

"I was invited to interview for the position by Courtney and immediately noticed the family-like atmosphere. Morgan and Christina made me feel as though they cared to understand who I was during the interview, not as though I was being judged and graded. Everyone welcomed me in as a part of the family immediately."

## Tell me about your position and what you do daily.

"Thanks to the guidance of my bosses and everyone at Compass, I was recently promoted to Finance Team Lead. During my time at Compass as a Finance Coordinator, I have worked to set processes in place and strive to positively motivate my team daily. I work to process payrolls, manage our Finance Updates Board, correspond with carriers to resolve any issues, and correspond with Agents regarding their update requests and payroll questions. I look forward to jumping into this new role to assist my new teammates with training and help alleviate the large workload for my superiors."

## What are you most proud of?

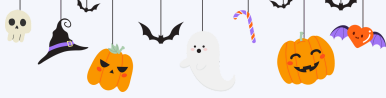
"I'm proud of my 2+ years of sobriety from alcohol. I took control of my life again in 2023, leading me to a career with CHC, which also consists of multiple motivated, strong, and sober colleagues, CHC has been a huge support system for me through this journey and I will forever be grateful for that."

TO NONIMATE SOMEONE PLEASE EMAIL: [MARKETING@CHCQUOTES.COM](mailto:MARKETING@CHCQUOTES.COM)



# AGENT SPOTLIGHT

Rick Rickert



## What got you into the insurance industry?

I was initially attracted to the insurance industry because of the flexibility. I've always enjoyed sales and talking with people, and the health insurance field has turned out to be an even better fit than I expected.

## Why are you with Compass?

What I love about Compass Health Consultants is the drive of the leadership team. Everyone is motivated to keep improving and pushing things forward. The energy here makes Compass feel like a rocket ship! I'm excited to be part of the journey.

## What do you like about CHC?

I really like the people and the family-like atmosphere here. Everyone is supportive and willing to help! Also, being a leader has been great!

## What are your goals in the next three years?

Over the next three years, my goals are to focus on constant improvement, grow my group business, and build a strong team that includes some of the top producers here at Compass.

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# Word Search



## Spooky Insurance Fears

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

**Copay**

**Owed**

**Denied**

**High Cost**

**Gap**

**Fee**

**Debt**

**Bills**

**Wait**

# UPCOMING EVENTS

## OCTOBER



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1 Medicare Minute Wed LifeX Webinar MedMutual Training BHPI Webinar	2 CHC Training: Group Insurance	3 LifeX Webinar	4
5	6 Monday Madness: Flex Benefits	7 Agent Support Training Weekly TB Training Team Dials with Q&A <b>New Agent Training Tampa</b>	8 Medicare Minute Wed LifeX Webinar MedMutual Training BHPI Webinar	9 Kickstart: Attitude is Everything + Roleplay JK Agency Updates Call	10 Kickstart: Foundations LifeX Webinar	11
12	13 Kickstart: Show Me the Money Monday Madness: Foundation Mental Wellness	14 Kickstart: Expectations & Action Plans Agent Support Training Weekly TopBroker Training Team Dials with Q&A	15 Medicare Minute Wed Kickstart: How to Build your Business LifeX Webinar MedMutual Training BHPI Webinar	16 Kickstart: Handling Objections JK Agency Updates Call	17 Kickstart: Elevator Speech & First 5 Seconds LifeX Webinar	18 Dialing for Dollars
19	20 Monday Madness: UHC	21 Agent Support Training Weekly TopBroker Training Team Dials with Q&A	22 Medicare Minute Wednesday LifeX Webinar MedMutual Training BHPI Webinar	23 CHC Training: Life Insurance	24 LifeX Webinar	25
26	27 Monday Madness: LifeX	28 Agent Support Training Weekly TopBroker Training Team Dials with Q&A <b>New Agent Training STL</b>	29 Medicare Minute Wednesday BHPI Webinar	30 Kickstart: Attitude is Everything + Roleplay CHC Training: Agency Call	31 Kickstart: Foundations LifeX Webinar <b>HAPPY HALLOWEEN</b>	

*\*\*MedMutual Trainings EVERY workday! Find the link on chcagents*

*\*\*Life Insurance Trainings Every Thursday at 5pm CST*

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

