

JULY 2, 2025

NEWSLETTER VOL 09



THE MPASS CHRONICLE

WELCOME TO MISSOURI, CALEB

CALEB THE COMPASS IS OUT AND ABOUT! IF YOU SEE HIM, HE LOVES PAPARAZZI.

UPDATES



So many bonuses!

FOURTH OF JULY BONUS: All CHC agents with 3+ LifeX apps between June 30 and July 4 will be entered into a drawing for 1 of 3 \$1,500 bonuses! Good luck selling!

AGENT RECRUITING BONUS: Shown below.
*For LifeX MM and HSA Plans ONLY



Agent Recruiting Bonus

APPS	PAYOUT
10	\$250
25	\$1,000
50	\$2,000
75	\$3,500
100	\$5,000
250	\$10,000
400	\$15,000
500+	\$20,000

BONUS DATES:
6/23/25 - 11/22/25

**All business must be paid for and active for a minimum of 1 month.
Payout in Mid February 2026
***Bonus is for recruiting Research Associates to LifeX MM and HSA Plans ONLY



Benefit Health Plan, Inc
ADMINISTRATORS

Anthem network added!

VL SOBs available on
www.bhpgroup.com

Tuesday

July 2

2025



TOP NEWS

01

Medicare

AHIP for 2026 is available! The module information is posted on www.chcagents.com.

02

Upcoming Trainings

Advanced Agent Training: September 18 & 19
Mastermind: September 20
**Both events are by invitation only

03

Corporate Office CLOSED 4th of July

Enjoy your holiday!
We will be back to our normal hours on Monday, July 7th at 9am.



Innovation at Work:

MARK YOUR CALENDARS!

Tampa, FL Office Open House: July 10, 2025

NEW OFFICE COMING!!!

Jacksonville is getting their very own office, coming in August 2025!

AWARD TRIP

► Rules

- Each application submitted and paid June 1 - Dec 22 2025 you'll get the amount listed below of Compass Cash towards cost of the trip
- All policies written from Jan 1 - May 31 2025 (Previously written) will be given 50% credit
- Top 15 agents and top 3 leaders (by Compass Cash points) will attend the trip for free** (Free hotel accommodation + \$750 towards flights per couple**)
- Leaders credit is 1/3 of their agents credit
- FOR THOSE THAT ARE NEW AGENTS WHO'VE SUBMITTED THEIR FIRST APP AFTER JUNE 1 2025, ALL POINTS ARE DOUBLED!

**Based on ACTUAL BUSINESS, not TopBroker sales

Carrier	Compass Cash Per Policy Sold
LifeX	\$15
Enroll Prime Iron Health OneShare	\$10
AmeriBenefit Flex Benefits MedMutual NCD	\$5
Group Health Policies	\$5 per employee



Where: Planet Hollywood, Costa Mujeres, Mexico

When: March 19-22, 2026

Contest Dates: 1/1/25 - 12/22/25



Staff Spotlight



AMANDA HAZEN

What's your favorite part about working at CHC?

The team! Everyone here is wonderful and our get-togethers are always super fun.

What made you accept this job over others?

I didn't love my prior job and was looking for a change. After four interviews, I got a good feel for the environment and fell in love with the energy that CHC brings!

What's your favorite vacation? Where did you go and with whom?

My favorite trip was to Indonesia last summer. I spent the first couple of weeks travelling alone before meeting up with my boyfriend in Bali for the rest of the trip.

What is the most challenging part of your job?

There are not always enough hours in the day!

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

\$10M, a summer haouse in Switzerland, and to stop aging.



TO NONIMATE SOMEONE PLEASE EMAIL: MARKETING@CHCQUOTES.COM



COMPASS HEALTH CONSULTANTS
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Agent Spotlight



LAUREN MURPHY

WHAT GOT YOU INTO THE INSURANCE INDUSTRY?

I think it was divine intervention. I was ready to pivot but needed to find my direction and purpose in life. One year ago, right now I was facing simultaneous divorce and job loss situations that left me uninsured and insecure - Worst feeling ever, do not recommend - Prayer and manifesting my intentions, (plus, an Indeed search) led me to a recruitment Zoom call with Joe and about 75 other people. I'll never forget that evening. He showed me how I truly had the power to control my life, how much money I make, and how I can help people do something they can't do for themselves. I was sold on the lifestyle, but the latter was priceless.

I practically jumped to start studying for the Producers test, and cried 2 weeks later when I passed it on the first time! I've always known my life-purpose is in service, and I find immense happiness helping people find their security and solving their health insurance problems.

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

Compass provided me with structure and a roadmap to start building a career and book of business to be proud of. There is so much support and encouragement to be found around every corner, you just gotta do what they tell you to do!

I couldn't have asked for a smarter, stronger or more patient mentor and leader, than Suzanne O'Connor. She has been my North Star and is the most encouraging person in my life. When I'm not sure what to do about something at work, and in life, I ask myself "What would Suzanne do?" Last, but absolutely positively not last, Joe's love for his family and the people around him is tangible, and special. I feel like we are all his "why". That is why Compass is family, it's as simple as that!

WHAT ARE YOUR GOALS IN THE NEXT THREE YEARS?

To keep growing and learning about being an effective salesperson, insurance agent and build that book of business!

To grow my network of influence so I can transition my business into a referral-based brand, that works with other women-owned small businesses. To have a flexible schedule that affords me that ability to spend my time with my family and also follow my favorite bands on tour.

Family and Life Lessons

Don't force situations that I am not meant for.
Instead, trust the process, be patient and keep moving forward.

Push yourself into your "discomfort zone", and build from there.

There are no mistakes, just lessons.

All things done with love, authenticity and accountability.

Final Thoughts

Gratitude for guidance from Joe and Suzanne, especially when it gets a little overwhelming.

Thankful for the amazing Compass connections, support and the friendships formed with the agents and staff members, making it truly a family.

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WHAT'S COMING UP?

JULY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 Kickstart: Expectations and Action Plans Agent Support Training MedMutual Training Weekly TB Training Team Dials with Q&A	2 Medicare Minute Wednesdays Kickstart: Show Me the Money LifeX Webinar BHPI Webinar	3 Kickstart: Handling Objections MedMutual Training CHC Training: Under 65 Products	4 	5
6	7 Monday Madness: Flex Benefits	8 Agent Support Training MedMutual Training Weekly TB Training Team Dials with Q&A New Agent Training Tampa	9 Medicare Minute Wednesday LifeX Webinar BHPI Webinar	10 Kickstart: Attitude is Everything + Roleplay MedMutual Training JK Agency Updates Call	11 Kickstart: Foundations LifeX Webinar Sandler Sales System Training	12
13	14 Kickstart: Elevator Speech & First 5 Seconds Monday Madness: Keeping Clients Happy	15 Kickstart: Expectations & Action Plans Agent Support Training MedMutual Training Weekly TopBroker Training Team Dials with Q&A	16 Medicare Minute Wednesday Kickstart: Show Me the Money LifeX Webinar BHPI Webinar	17 Kickstart: Handling Objections MedMutual Training CHC Training: Group Insurance	18 Kickstart: How to Build Your Business LifeX Webinar	19 Dialing for Dollars
20	21 Monday Madness: Medicare Updates	22 Agent Support Training MedMutual Training Weekly TopBroker Training New Agent Training STL	23 Medicare Minute Wednesday LifeX Webinar BHPI Webinar	24 Kickstart: Attitude is Everything + Roleplay MedMutual Training JK Agency Updates Call	25 Kickstart: Foundations LifeX Webinar Sandler Sales System Training	26
27	28 Kickstart: Elevator Speech & First 5 Seconds Monday Madness: LifeX	29 Kickstart: Expectations & Action Plans Agent Support Training MedMutual Training Weekly TopBroker Training Team Dials with Q&A	30 Medicare Minute Wednesday Kickstart: Show Me the Money LifeX Webinar BHPI Webinar	31 Kickstart: Handling Objections MedMutual Training CHC Training: Life Insurance		

For more information, visit: www.chcagents.com