



"If we learn nothing from this tragedy we learn that life is short and there is no time for hate"

-Sandy Dahl  
(Widow of flight 93)

# Informed & Insured

## Floridians & Council-2018

Hey guys, its already September and my 3<sup>rd</sup> Newsletter! Thank you for all of the ongoing support and kind words about my topics so far.

Excting news! This past year I have been able to grow my business to a level that is recognized within our company. Because of that reason, I was able to attend our annual New York Life "Executive Council" celebration. This year Council was held in Orlando. It was a great experience meeting other successful people in the company from all over the U.S. During my time I learned 2 very important lessons.....

1) People really aren't prepared for our brutal heat. Because I was born and raised here I tend to forget that some people literally can't handle it. Don't forget to drink water!

2) Others say Floridians (If there is such a thing) are known to be a little "out there". I had no idea we had such a reputation! Go us!



## Hunting season has arrived!

Speaking of cooler months guess what time it is? Time to finish our preparations for hunting season! Now I know some of you reading this may prefer not to read about hunting. I've been debating on whether I should write about this topic or not... At the end of the day our family truly loves hunting. We take it very seriously (though we have so much fun). We know what to do to prevent any animal from suffering and we **do not** waste...anything.

Ok, now that "the talk" is taken care of our 1st stop is...*Claxton Georgia*. \*Home of the fruit cake and the 1st place Luke Bryan ever had a concert. It's not glamorous but we love it. I'll let you know next month how things are going. Wish us luck!



## Women In Business

*A couple weeks back I was browsing LinkedIn and came across an awesome story I wanted to share...*

Meet Lauren Simmons. She is 23 years old and the only full-time female trader on the New York Stock Exchange (Which is a secret dream of mine). When I read the headline it instantly caught my eye. Not only that but the President and Vice Chair of the NYSE are also females.

Now, let me make one point clear. Yes, women in male dominant industries (such as mine) are awesome. But... one common belief I don't agree with is that we are at a "disadvantage" because we are women. If anything, WE have the "advantage".

Think about it. Whether your starting your own company... trying out for a new position... in competition to be the best \_\_\_\_\_...and so on. We all have the same question. How are we going to stand out & how are we different from the competition? Well, if you are a female in a male dominant industry and your great at what you do guess what? *Your mission is complete.*

*Note: I am now providing complementary educational workshops on a numbers of topics for groups of employees. If you would like me to host a workshop for your employees please reach out. My contact information is below.*



*Compliments of:*  
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## SMARTER INVESTING

Now that its September I'd assume the back to school nerves are gone and everyone is in their school week

routine. That being said I'm curious about something for those parents reading this.

The other morning I was at a stoplight and when I looked to my right I saw a fast food restaurant. It had a line around the building and kids with their parents rushing to their cars to get to school in time. It reminded me of when I was young and my parents would constantly grab breakfast on the way the school.

Now I also meet with parents who cant picture budgeting for a \$25 life insurance policy, saving for a home, their retirement or their child's college. When I hear this I usually have them jot down their daily routines and where they spend money.

Let's say parents buy their child (1 child) breakfast 4 x week. Lets also say they buy themselves a coffee and the total is \$7. So 36 weeks (based on Google) x 4= 144 days. 144 x 7= \$1,008 a year. That's a lot of cash we could be saving. **Is this something you have trouble with as well?**

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