

# The Renaissance Region

## A Peak from the Beak (Photos of the Week)



As you all may know, this past week a few team members qualified for a trip to the Cancer Center and the Aflac Headquarters. It was truly an experience to say the least. From the special guests, the tours, the amazing dining, and so much more. Together our team donated over \$600 in toys and gift cards to the children of the Cancer Center. The Raleigh Region truly made an impact. We challenge and encourage you to work hard and do whatever it takes to be apart of the next trip. (continued on pg 4)

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## Keeping You Under Our Wings (Upcoming Events)

### Raleigh Region Office Christmas Luncheon and Celebration for Associated and Coordinators:

Monday, December 16th, 2010 from 11:00am-2:00pm. More details will follow soon. Be sure to save the date.

## New Releases: Accounts Opened This Week



**Unlimited Painting**  
Opened by Jennifer Quintero

**Carolina Lumber**  
Opened by Aaron Fogle

**Campbell Paint & Body**  
Opened by Aaron Fogle

**Enwood Structures**  
Opened by John Hull

**Torry's Tree & Landscape**  
Opened by John Orr

**Seaboard Ace Hardware**  
Opened by John Orr

**North Raleigh Hilton**  
Opened by Renita Cotton

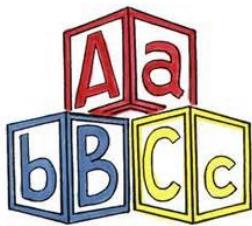
**Oam Sai Ram**  
Opened by Cassandra Anderson

**Imperial Towing & Auto**  
Opened by Mike Frisbey

**Genco Pura Inc**  
Opened by Mike Frisbey

**Six Forks Animal Hospital**  
Opened by Kevin Kaspar

## Countable Club (Countable Drive to State Convention)



### Who was COUNTABLE in Week 45?

- Steve Cooper
- Pam Leonard
- Stephanie Leonard
- Kevin Kaspar
- Cheri Olsen

- John Orr
- Mike Frisbey
- Alex Pardue
- Aaron Fogle

Will you be countable next week?

## Associate Rankings for the Week



### Top 3 Veteran AP

1. Donna Corey
2. Cheri Olsen
3. Steve Cooper

### Top 3 New Associate AP

1. John Orr
2. Kevin Kaspar
3. Alex Pardue

### Top New Accounts

1. Aaron Fogle
2. John Orr
3. Mike Frisbey

Each opening 2 accounts

## District Rankings for the Week

Top District of the

Week:

Ben Mackey

109% of MPI



**"In order to succeed,  
your desire for success  
should be greater than  
your fear of failure." -**

**Bill Cosby**

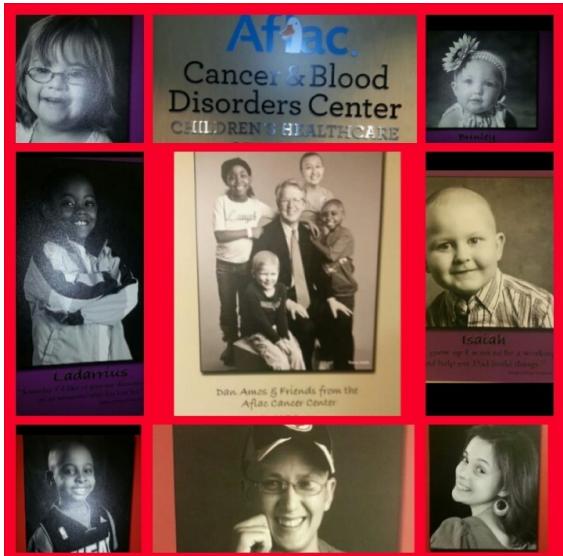
## Can We Do It? Yes We Can!!!!

Our goal is \$1,500,001. So far we have 746,377. We need 753,624 to hit our target. If we complete 125,604 per week for the next 6 weeks we will

be successful.  
Can we do it??  
Of course we can!!!



## A Peak from the Beak (Continued)



## Cathy's Corner

### Team

It is here...Our chance to go to paradise together!

Our 2014 National Convention Qualification began this week and runs through week 32 2014. Will you do what it takes each day- each week to ensure you are there with us?

New associates you can have the winning edge by opening new accounts...You earn 2 points per 1\$ in AP from new accounts.

Veteran associates you can have the winning edge by expanding the lines of business offered in your accounts.

Do you all know that about 1/3 of our existing accounts do not have even 1 cancer policy in them, about 1/2 has no life insurance and 2/3<sup>rd</sup>'s no dental or vision.

That spells OPPORTUNITY for you to not only create more profits in your book of business, it will help your clients have a better benefit package than they have now and yes it will help you get to Hawaii!

WIN WIN WIN!

Below are the details...Who's going with me?

Kulia I ka nu' u"- Strive for the summit.

- Ancient Hawaiian proverb

There is simply no other place in the world like Hawaii and there is no other trip like Aflac National Convention. An adventure of a lifetime awaits qualifiers at the Hilton Hawaiian Village Waikiki Beach Resort in the heart of Hawaii- Oahu. Set your sights high in 2014. Qualification begins week 46.

The finish line is Aug. 8, 2014 (End of Week 32).

- Qualification period: Week 46-52, 2013 through Week 32, 2014
- Length of contest: 39 weeks

Level Qualification requirement Qualification criteria No-pay rate must be below 13%

Associate Achieve 285,000 points. ...Here's how you qualify!

- Two points per \$1 in gross AP for new traditional accounts
- Two points per \$1 in gross AP for new traditional lines of business in existing accounts.
- One point per \$1 in gross AP for any additional products or riders within the existing lines of business
- One point per \$1 in gross AP for Aflac Group production.
- One point per \$1 in gross AP for all other traditional production (including direct). 13 percent or less



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***"IGNITE'... SET  
YOURSELF ON  
FIRE... 2013!"***

**Our Mission Statement:**

**We will grow our organization by helping each other achieve our goals, dreams and desires. We will have a positive influence on our customers, our community and one another by always doing the right thing. We will conduct our business the "Aflac" way...**

**We are in pursuit of service first, sales second and excellence always... We are The Raleigh Region... "Ignite". Set yourself on fire!**

## **Contest Updates & Results**

- Congratulations to Missy Rhodes and Randy Jones for beating their opponents and winning the coordinator Fill The Gap contest
- Our Fill the Gap Contest ended with Week 45. The winners will be drawn and prizes will be awarded at our 1st Quarter Kick-off meeting in January.
- Our 2014 National Convention Qualification began this week and runs through week 32 2014. Will you do what it takes each day- each week to ensure you are there with us?