

THE NEWSLETTER FOR GEM STATE FINANCIAL GROUP

# HIDDEN GEM



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### Protecting Your Clients Income

Thursday, April 18, 2019  
GSFG offered a 2 hour CE course - Protecting Your Clients Income. Nick Jasa from Ameritas conducted the CE Presentation.

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### Disability Awareness Month

We had a successful turnout for our Disability Insurance CE course. With May being Disability Awareness Month, we hope you feel like you have your toolbox ready for your clients. Preston is ready and eager to help you with your quotes.

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### Gearing up for Summer Contest

Summer is right around the corner and we are holding our Gearing up for Summer Contest. The contest period will run from April 1 - June 30<sup>th</sup> . Check out the enclosed flyer for the prizes available.

### Agency Trainings

May 6<sup>th</sup> - Ameritas Disability Income Products  
John Geier, Ameritas Sales Development

May 20<sup>th</sup> - LTC Basics & Market Outlook Training  
Kristen Burke, Jeter National Marketing

To join the agency trainings:

<https://global.gotomeeting.com/join/952783349>

Phone: 1 (646) 749-3112

Access Code: 952-783-349

## Scott's Thought:

Thanks to everyone who attended our Disability CE Training Event on the 18<sup>th</sup>! This event was a great lead into the month of May, which is "Disability Awareness Month!" Make sure you mention to your clients & prospects that you have solutions to help protect their income. Let our Team know how we can help you!

-Scott



## Congratulations

Monthly Drawing Winner...

**Tom Shores**



### Contest Standings:

- 1<sup>st</sup> – Tom Shores
- 2<sup>nd</sup> – Tracy Boster
- 3<sup>rd</sup> – Brad Louder

### WE'RE ON SOCIAL MEDIA!

Click on the logos below to follow us for content you can share with clients and for upcoming events.



## NEED HELP?

### CONTACT US:

**Scott Leavitt, General Agent**

Phone: (208) 850-7003

Email: [scott.leavitt@gemstatefg.com](mailto:scott.leavitt@gemstatefg.com)

**Preston Leavitt, Assistant to GA**

Phone: (208) 891-6901

Email: [preston.leavitt@gemstatefg.com](mailto:preston.leavitt@gemstatefg.com)

**Jon Geier, Ameritas Internal Wholesaler**

Phone: (402) 465-6128

Email: [jgeier@ameritas.com](mailto:jgeier@ameritas.com)

**Mike Patrick, V.P. Wealth Management**

Phone: (208) 377-1428

Email: [michael.patrick@gemstatefg.com](mailto:michael.patrick@gemstatefg.com)

### Gem State Financial Group's newest Team Members:

Megan Rock, Jackson Longwill and Gary Orton

# Gem State Financial Group Upcoming Events

**April 1<sup>st</sup> -  
June 30<sup>th</sup>**

**Gearing up for Summer Sales Contest**  
“Where will your Spring sales take you this Summer?”

**May IS**

**Disability Awareness Month**

**June 29<sup>th</sup>  
- July 2<sup>nd</sup>**

**NAHU Annual Convention**  
Sheraton San Diego Hotel and Marina  
San Diego

**August  
9<sup>th</sup>**

**TVAHU Annual Golf Tournament**  
Falcon Crest Golf Club  
Kuna

# DI Training Class

We would like to thank Nicholas Jasa from Ameritas for the excellent training we all received during our event last month. If you were unable to attend and you have any questions on the materials that were presented, please reach out and we can provide those materials to you.



Attendees attentively listening to the presenter, Nicholas Jasa while taking notes.

Stan Dean, April Howard, Scott Leavitt, Steve Smith & Wes Brinkman

Scott Leavitt presenting Tracy Boster with the Ready, Set, Spring Grand Prize. Thank You again Tracy for your business.



# Disability Insurance Awareness Month

## Social Media Prospecting

Copy and paste these posts onto your social media site. For infographics, once you open the link, right click on the image and save to your local drive. You can then copy and paste the saved image to your social media site.

### Post 1

It's Disability Insurance Awareness Month—time to take stock of your disability insurance needs. See why your income matters at <http://bit.ly/1SMT18j>

### Post 2



### I'll Take My Chances

More than 20% of workers under 40 say they are more likely to win the big lottery jackpot than become unable to work due to illness or injury. The real odds: 1 in 259. <http://bit.ly/1SMT18j>

### Post 3



### Insurance for Your Paycheck

You insure your home and car, why not your income? Learn how to protect your paycheck. <http://bit.ly/IncomeMatters>

## Post 4

**It Wont' Happen to Me**

No one expects to become disabled but it can happen to anyone at any time. Protect yourself.  
<http://bit.ly/1SMT18j>



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# GEARING UP FOR SUMMER CONTEST

Where will your Spring Sales take you this Summer?

Contest Dates:

April 1<sup>st</sup> - June 30<sup>th</sup>, 2019

GRAND PRIZE: \$250.00 Marriott Gift Card



2<sup>ND</sup> PRIZE: \$100.00 Gas Card

3<sup>RD</sup> PRIZE: \$50.00 Date Night



## How to earn points:

- 1 point for each submitted Life, DI, or Annuity Policy with Ameritas or Brokerage\*
- 1 point for each paid Life, DI, or Annuity Policy with Ameritas or Brokerage\*
- 1 point for every \$500 in paid Ameritas Life or DI FYC
- ¼ point for every \$500 in paid Ameritas Annuity or Brokerage\* FYC

\* Brokerage Business (Non-Ameritas Life, DI, LTC, and Final Expense Life Insurance)



Gem State Financial Group is offering an opportunity for **ALL CONTRACTED AGENTS/BROKERS** to help us grow the agency. Your recommendation of a new Career or Independent Agent to Gem State Financial Group can grow YOUR income. \*When that referral becomes part of the Gem State Financial Group Team you will receive 10% of their **Ameritas Life** {Life and DI only} FYC production for as long as they write business. Refer a producer, work with him/her, split business with him/her and earn dollars while we all benefit to make this the biggest and **best** firm in the Company.

Please complete the following and return to Scott Leavitt; General Agent

\*Referring Agent must maintain a contract (specified by Ameritas) to continue qualifying for bonus.

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Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone Number: \_\_\_\_\_

Best Time to Call: \_\_\_\_\_

Agent/Broker Name: \_\_\_\_\_ Date: \_\_\_\_\_