



LEADERS

eagle

1st Lifetime Eagle

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The Schneider Agency

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\$15,814 NAP

29 Apps

Coming out of Sales Academy I knew I was taught the skills on how to sell our products. To say it would be to this capacity would be a lie. It was my first full week on my own and the Monday felt like it was never going to end. But all it took was the one client to give me the 20 full minutes for a full demonstration for the ball to really get rolling. Getting the referrals from her and transitioning the momentum to the next store, next person, next demo. They say you can't feel momentum but that's only if you are on the outside looking in. Once I got to the end of Thursday, I had wrote my first Eagle. But Friday was still going to come and I've never shied away from pushing myself. I wanted to see how this momentum would continue. I attacked each business with the attitude of I haven't sold anything all week and this could

make my week. Like I was desperate. One thing that worked well for me was my approach. Just walking into every business like I was supposed to be there and having a great attitude. One saying I kept telling myself was "The worst thing people can say to me is no." And no doesn't scare me. I know I still have a long way to go in this business and in my career. But using everything I was taught and using our sales talk, I know that good things are going to continue to come!

When I found this job on Indeed I was immediately curious to find out more about it. And after my first phone call with Kyle Schneider, I knew this is what I wanted to do and I couldn't wait to get started. Being able to actually get paid what you are worth is extremely difficult to find but at Globe Life Family Heritage Division you can. Before this job I was selling cars. Selling cars was fine and all but it was missing a purpose. The empty feeling of not really helping someone out, just selling them a means for transportation. Here we protect families and can really help them

out through a life crisis. For me it has way more meaning to it.

Moving from Cleveland a few months ago was a big change, but the change I needed. I am a firm believer that changing locations can do a whole lot for a person. Not knowing anyone and being in a completely different place doesn't scare me one bit. I welcome it actually. In the future I plan on being my own Agency Owner in 10 years and having one of the most successful groups in the company. Training my team like I was trained, focusing on the sales talk and having what we call here, 2/3 days. In addition to understanding controlling the controllables.

Here's to more life and more Eagles!

