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**The Davenport Agency**

**December 14-20, 2020**

**\$11,105 GAP**

**13 Apps**

My very first day in the field was December 2, 2020 just a week-and-a-half before my first Eagle. I was hired in late October, however, due to unfortunate timing of schedules, vacations, and the Thanksgiving holiday falling right after I passed my state exam, I had to wait a couple of weeks before I could go to Sales Academy.

In those weeks, I was on every 8am Zoom meeting and taking notes. I was also talking with my manager Bryan and my Agency Owner Van regularly, doing everything they encouraged me to do, following agents in the field and following all the agents on Voxer and watching all their success. All the while, I was paying close attention to a new agent named Kaitlyn Roberts who at the time was just a few weeks in and she was absolutely killing it! I wanted to have that kind of success. I NEEDED to have that kind of financial success. So, naturally I wanted to know what she was doing so I reached out to her on Voxer and then we connected by phone. It was an instant connection, almost as if we had known each other for quite some time.

Backing up even further, I hadn't worked my last job (as a bartender for 10 years) since March 15, due to the shutdown from Covid-19. Between bills and the home renovation that HAD to be done in order for us to move in our new home, my savings was GONE! In fact, the week entering Sales Academy I borrowed \$500 from my Mom to make sure my bills would be covered. Plus, the week following this was Christmas and I had yet to even get my daughter's Christmas present, so not being successful was NOT an option for me.

Interesting side note: since starting I've done some basic recruiting (which is SUPER EASY and FUN) simply telling others how excited I am about my new career. Then I just introduce them to my manager or

# FLIGHT of the eagle

## 1st Lifetime Eagle

AO and let them do the heavy lifting. A few of the people I've approached have shared that they are equally as tight on cash as I was when I started. The interesting thing is that most of them have used that as their reason to NOT jump in and do this and create a better life for themselves. Van says that's F.E.A.R. or "False Evidence Appearing Real". I experienced some fear when I decided to do this too, but I used that fear to make myself work really hard so ensure success. The folks I mentioned above have used that fear to paralyze them and keep them from trying.....and that's sad. Oh, well... NEXT!

Fast forward... Compiling all of that on top of being extremely competitive and for lack of a better word, an "overachiever" who never backs down from a challenge, we get into the week I made my 1<sup>st</sup> EAGLE! To start that week Kaitlyn and I (yes the agent who is killing it) planned for her to come visit and work in my territory with me the latter part of the week. I was super pumped about it!

So, I start my week just working on getting 1% better every day, getting better at my sales talk, more comfortable cold calling, controlling the controllables, and of course listening to episodes of "Sharpening The Saw" every second I'm in the car, which can be a lot because one of my "away territories" is an hour from home where I used to tend bar. Monday: no sales and was seriously let down by someone I just "knew" was going to sign up and I spent more time demoing them than I probably should have. Tuesday no sales, a cancelation, and starting to get overwhelmed by everything on my plate. So much was new to me at this point (and still is), especially, being a single mom in a brand-new career and working full-time which I hadn't done since before my daughter was born 6 ½ years ago.

Wednesday I had two rude business owners back-to-back... and both were people I knew! Crazy! An appointment where the person ended up procrastinating on signing up, it was freezing cold/sleeting that day, and I felt completely defeated. Thank GOODNESS that was the day Kaitlyn was coming! Her timing couldn't have been better because and I would be lying if I didn't say I considered just going home for the day. But, with her coming from 3 ½ hours away and it being my late day in the field, I stuck it out. Man, am I glad I did!

I was nervous at first in the field

with Kaitlyn because I looked up to her and, if I'm being honest, still felt clueless. But we carried on and worked late into the evening taking turns with who would do the next approach. That was fun!

Thursday we were kind of all over the place and approaching areas that I lacked confidence in and just bouncing off one another. Friday, just before she left, I had an appointment with friends who are local business owners and between the two of them I wrote 9 policies totaling \$7,760.40 in GAP!! The two sayings I had heard countless times just kept playing over and over in my head... "your whole week can be made in a day" and "the system owes you". Not to mention someone I looked up to was right there to witness the best day of my career and she was so happy for me!

Of course, in my nature hitting a Globe Week (\$7500+) in that one setting pushed me to want that Eagle even more. So, I worked late that Friday night and then Saturday woke up feeling terrible, so I stayed in bed knowing it was likely from exhaustion. So, I didn't hit the field as I had planned. Sunday rolled around and I called on my Aunt that had already seemed interested and I asked her if we could do a zoom meeting. Protecting her and my Uncle along with another from a zoom from Thursday night I hit my VERY 1<sup>st</sup> EAGLE!!!

Looking back, I had my worst week, to date, turn into my best week. Remember "Rome wasn't built in a day". At our Monday Morning Meetings, we jokingly yell out "NGUOAW!!" which stands for "Never Give Up On A Week!" When we focus on getting 1% better every day and control the controllables the rest just works itself out. And when it does...I promise it will be worth it!!!

I want to take a quick minute to thank Van Davenport for allowing me this opportunity, supporting and coaching me all the way; Bryan Glowzinski for all the time and effort you've put into making sure I succeed; and Kaitlyn Roberts for just being the Thelma to my Louise.

I want to close this by saying to God be ALL the Glory for all my success for the past, present, and future years to come. I look forward to seeing what 2021 has in store!

 **Globe Life**  
Family Heritage Division