



# HIDDEN GEM

THE NEWSLETTER FOR GEM STATE FINANCIAL GROUP



Page 3

## NEW PARTNERSHIP

Gem State Financial Group has partnered with Tall Grass Benefits to be able to offer you additional products & services regarding Health & Employee Benefits.

Page 4

## 2018 NAIFA IDAHO STATE CONVENTION

The Idaho State NAIFA Convention is coming up this month! Ameritas will be sponsoring a booth. Come by and say “Hi!”

Page 5

## SUMMER OF APPS SALES CONTEST

Be sure to check out our Summer of Apps Contest! The winner gets a projector! This would be great for office, home, or recreational use. We will also be doing monthly drawings for submitted business as well.

### Agency Trainings

June 4<sup>th</sup> - Scott Leavitt, General Agent

June 18<sup>th</sup> - Jon Geier, Ameritas Sales Consultant

To join agency trainings:  
<https://global.gotomeeting.com/join/9527349>

Phone: 1 (646) 749-3112

Access Code: 952-783-349

## Scott's Thought:

I want to thank everyone of you for being a part of the Gem State Financial Group Team. We keep seeing a lot of great things happening. As Summer is approaching I know that many of you are busy traveling but, we want to make sure you are rewarded for taking care of your client's. So please make sure to view the details of our Summer of Apps Sales Contest.



### **FINAL SALES CONTEST** **STANDINGS**

Congratulations to Tracy Boster for Winning our Spring Sales Contest and an iPad Mini 4!

#### WE'RE ON SOCIAL MEDIA!

Did you know Gem State Financial Group is now on LinkedIn and Facebook? Click on the logos bellow to follow us for content you can share with clients and for upcoming events.



"3% say their cell phone is most important and 20% have cell phone insurance. 80% say their family is most important, and yet only 55% have life insurance."

(Source: Insure Your Love Study 2017, Life Happens)

## NEED HELP?

#### CONTACT US:

**Scott Leavitt, General Agent**

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

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**Jon Geier, Ameritas Internal Wholesaler**

Phone: (402) 465-6128

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

**Gem State Financial Group's Newest Team Members:**

**ID: Jacob Wood**

**WA: Dessaly Lesmeister**



Gem State Financial Group is pleased to announce that we have partnered with Tall Grass Benefits to offer you additional products & services regarding Health, Medicare & Employee Benefits. The products and services that they can provide are listed below:

### Employee Benefits:

- Level-Funded (6 Programs)
- MEC Plans with GI MVP option
- Limited Benefit Plans
- HR Services and Systems
- ACA Testing and Reporting
- Gap Plans - indemnity and comprehensive
- Admin Services - FSA, HRA, Wrap Docs
- Worksite and Supplemental plans
- Tele-Medicine featuring TeleDoc
- Identity Theft featuring LifeLock

For More Information contact

Scott or:

Michael Stephens RHU, CBC

Email: [mike@tallgrassbenefits.com](mailto:mike@tallgrassbenefits.com)

Phone: 918-960-9785



### Individual:

- Limited Medical Plans
- Short Term Medical Plans
- International and Travel Med
- Hospital Indemnity Plans
- Tele-Medicine featuring TeleDoc
- Identity Theft featuring LifeLock



**benefit solutions**

### Senior Coverage FMO:

- Medicare Advantage Plans
- Prescription Drug Plans
- Medicare Supplements

# 2018 NAIFA Idaho State Convention

Sunday-Wednesday, June 17-20, 2018 - Courtyard Marriott - Meridian, ID

[REGISTER ONLINE NOW](#)

[PRINT REGISTRATION FORM](#)

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Thanks to our 2017 Sponsors!



## Keynote Speakers



### **Eszylfie Taylor** // Taylor Insurance & Financial Services

Eszylfie Taylor is the president and founder of Taylor Insurance and Financial Services located in the financial district of Pasadena, California, and serves as financial advisor to individuals, business owners, and high net worth families.

Mr. Taylor has been recognized as an accomplished insurance producer in the industry, receiving the National Association of Insurance and Financial Advisors (NAIFA), "Agent of the Year award: Los Angeles" in 2010 - 2012. Additionally, Mr. Taylor is a life and qualifying member of "Million Dollar Round Table," and has been a Top of the Table producer since 2011, ranking him in the top 1% of all producers, worldwide. Most recently, he was selected to win NAIFA's Top 4 Under 40 Advisors award for 2015. [FULL BIO HERE >>](#)

Sponsored by:  
**MassMutual**  
Idaho



### **Tom Ziglar** // Ziglar, Inc.

Tom Ziglar has had the rare privilege of spending his entire life surrounded by world-class leaders, innovators, and motivators. Family dinner included the presence of the world's TOP motivator, his father, Zig Ziglar. As a result, Tom's arsenal of experience and information is absolutely unparalleled. As CEO of Ziglar, Inc., Tom Ziglar carries on the Ziglar philosophy: "You can have everything in life you want if you will just help enough other people get what they want."

Tom Ziglar was a key collaborator with his father on Zig Ziglar's 30th book, *Born to Win*. The *Born to Win* philosophy is both "profoundly simple" and "simply profound." You must plan to win and prepare to win, then and ONLY then can you expect to win! Tom's greatest business triumphs are the result of bringing people to this elementary realization: "You are Born To Win, so go ahead and Live To Win: You can have a life of Success and Significance and you can leave a Legacy that will ripple through eternity."

Tom speaks around the world to billion-dollar companies, small business owners, and prestigious academic institutions, including Cambridge and Harvard. Leadership, business, and performance are among Tom's favored topics.

His unique education, life experience, and innate gifts perfectly position Tom to serve top executives. His ability to hone in on the crux of a business issue and provide premium-level coaching allows his clients to take their business further than they ever dreamed possible.

The Ziglar brand is more relevant today than ever. Ziglar has exceeded four million likes on Facebook, and The Ziglar Show has become one of the top-ranked business podcasts. The world is hungry for inspiration, motivation, and hope. With Tom's innovation, Ziglar has become the go-to resource! [MORE ABOUT TOM ZIGLAR >>](#)



# Summer of Apps

Contest will run from June 1, 2018- August 31, 2018

\*Ameritas Life & Disability Business only




**Grand Prize:** Video Projector (Great for Office or Home Use)

**Runner Up:** \$75 Amazon Gift Card

**Participation Prize (15 Points):** \$25 Amazon Gift Card

## How to earn points:

- 1 point for each submitted unbound Life or Disability policy
- ½ point for each bound Life or Disability policy
- 1 point for every paid Life or Disability policy

How to win: You must earn 15 points to qualify for a prize 

**MONTHLY DRAWINGS:** Every app written in a month gets a ticket into a raffle for a \$50 Gift Card to a Restaurant of the winner's choosing. We will draw one name at the end of each month.



**Gem State  
Financial Group**

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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: \_\_\_\_\_