

Life Agent Finds Family Fun Through the Chart Your Own Course Program

For Lucas Hart of Judd Insurance, a Michigan agency, family is everything. As a life agent, he makes it a priority to have frank conversations with families and business owners about their life insurance needs. As a family man, he and his wife make it a priority to spend time with their children. Through the Chart Your Own Course program, Hart has been able to do both – offer the value and protection of life insurance to his clients and earn travel allowances to create special memories with his family.

“My wife and I make spending time with our children our number one priority. We were able to create so many family memories that we will never forget because of Chart Your Own Course,” said Hart. “When they were younger, we took them to Disney World and on a Disney Cruise. Now as they are older, we’ve been able to do some ski trips or traveling to the islands. The best part about CYOC is we can choose where and when we go!”

Having the flexibility to choose how, when and where to use his travel allowances has been key for Hart, who has been a long-time participant in the Chart Your Own Course program. He encourages other life agents to take advantage of the value and freedom that the program has to offer. “Chart Your Own Course has been a great incentive program. It is truly a great reward for all the agent’s work. The opportunity to plan your own trip anytime, anywhere, with friends or family is unbelievable.”

We look forward to continuing to share these stories with you each month as we also share our program standings. If you have a story of your own that you’d like to share, please feel free to contact Darcy Wellman at (800) 234-1133 extension 2415.

Here are the top standings for this month:

Angela Hatto of River Valley Insurance remains in first place at the third tier of the gold level. She has sold nearly \$36,600 in life insurance premium and issued 16 life policies.

Chad Brogan of Martin & Lark Insurance continues to hold second place at the third tier of the gold level. He has sold nearly \$27,000 in life insurance premium and issued 16 life policies.

Dean Raven of Smith & Eddy Insurance remains in third place at the second tier of the gold level. Dean has sold more than \$13,100 in life insurance premium and issued 17 life policies.

This month, we’re pleased to welcome Kelly Hudson from the Mt. Pleasant Agency to the standings. Kelly qualified for the first tier of the gold level after selling more than \$6,600 in life insurance premium and issuing 15 life policies.

To view the complete August standings, please [click here](#).

Congratulations to all of our agency partners for their excellent work and achievements thus far while bringing the value and protection of life insurance to policyholders. Keep up the great work!