



Halló

2024
Sagicor Convention
Newsletter

Reykjavík is the natural starting point for any visit to Iceland, and not undeservedly so. The capital is world-renowned for its culture, history, and natural beauty on all fronts.

A CITY OF BOLD CONTRASTS

Downtown Reykjavík is Iceland's nucleus of Iceland's culture and arts scene. By day, the café culture rules supreme, with the lively hum of conversations. As evening arrives, people start filling into the city's excellent restaurants, where local ingredients are served with fresh delicious lamb, seafood, or wild game.

Reykjavík is a city of bold contrasts: it is both cosmopolitan and small-town; vibrant and sophisticated; young-at-heart and yet full of history. Many monuments, new and old, are also worth a peek, including the newly built oceanfront music and conference centre, Harpa. Luckily, everything in Reykjavík is close by, museums, galleries, theatres, cafés, and swimming pools for example. As such, the city is perhaps best explored by foot or bike.

THE PERFECT PLACE TO TAKE A BREAK

The pulsing beat of energy and lively events keeps Reykjavík alive and exciting, and people are often surprised and impressed at how much culture, art and activities thrive in the city. But besides being world-renowned for its vibrant culture, Reykjavík is truly the gateway to Iceland. The capital area has enough natural wonders at its doorstep to serve as a convenient base for exploring a great deal of spectacular landscape in several directions.

Source: visiticeland.com



Barbados

BDS \$

PACESETTER'S CLUB

	Total	Cases	Persistency 88%
Corey Watson	172,844	154	97%
Pamela Johnson-Cave	143,745	145	90%
Sophia Howard	124,929	167	92%
Erin Waldron	113,467	76	96%

ON TARGET / CASES BELOW THE QUALIFYING LEVEL

	Total	Cases	Persistency 88%
Lana Butcher	139,447	51	96%

ON TARGET PRO-RATED (90%)

	Total	Cases	Persistency 88%
Samantha Browne	106,600	97	96%

75% OF TARGET

	Total	Cases	Persistency 88%
Shari Phillips	107,835	117	81%
Shontelle Reifer	101,471	74	93%
Shernell Wilkinson	100,776	81	93%
Rodney Brathwaite	99,520	62	96%
Akeisha Davis	97,267	109	96%
Akindele Licorish	94,788	76	87%
Patrick Moore	89,433	85	88%
Louis Lynch	85,634	51	92%

MANAGERS

75% OF TARGET

	Target as at February	Total Settled	% of Ytd Target Met	Persistency 88%
Suleman Nana	1,439,790	1,124,089	78%	93%
Robert Headley	1,716,330	1,328,640	77%	86%

Belize

BZ \$

PACESETTER'S CLUB

ON TARGET

	Total	Cases	Persistence 88%
Simpson Insurance Agency	179,991	74	99%

75% OF TARGET

	Total	Cases	Persistence 88%
Marsha Gill	112,113	83	96%

50% OF TARGET

	Total	Cases	Persistence 88%
Amy Forte	77,049	50	95%

Carol Panton	57,303	52	95%
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CASES BELOW QUALIFYING LEVEL

	Total	Cases	Persistence 88%
Olga Herrera	64,560	30	90%

MANAGERS

75% OF TARGET

	Total	Cases	Persistence 88%
Dawn Henry	794,479	79%	87%

Dutch Islands

f

PRESIDENT'S CLUB

ON TARGET

3 YEAR, 88%

	Total	Cases	Persistence 88%
Gregory Lyder ARUBA	161,172	138	98%

ON TARGET - PERSISTENCY BELOW QUALIFYING LEVEL

	Total	Cases	Persistence 88%
Christopher Guillen CURACAO	126,868	43	78%

PACESETTER'S CLUB

ON TARGET

	Total	Cases	Persistence 88%
Fransje Lambertinar CURACAO	114,317	66	94%
Leila Faustin ARUBA	109,007	92	95%
Bibi Van Loo Kadir ARUBA	102,901	105	89%

75% OF TARGET

	Total	Cases	Persistence 88%
Natalia Marquez-Hidalgo ARUBA	84,836	99	91%
Fernando Martina ARUBA	80,533	39	89%

50% OF TARGET

	Total	Cases	Persistence 88%
Badien Lapez CURACAO	75,323	88	94%
Fatima Bernier ARUBA	70,176	78	93%
Debbie Dormoy ARUBA	60,492	68	82%

Eastern Caribbean

EC \$

PRESIDENT'S CLUB

ON TARGET

	Total	Cases	Persistence 88%
Willcher Services DOMINICA	349,311	124	94%
S.V. Browne Agency Ltd. ST. VINCENT	321,856	124	92%
Joel Greenidge GRENADA	191,514	122	93%

PERSISTENCY BELOW QUALIFYING LEVEL

	Total	Cases	Persistence 88%
KPK Jacobs Ltd. ST. VINCENT	225,144	108	86%
Jeden Samuel ANTIGUA	197,341	163	87%

PACESETTER'S CLUB

ON TARGET

	Total	Cases	Persistence 88%
Eural Baptiste ANTIGUA	168,754	71	89%

75% OF TARGET

	Total	Cases	Persistence 88%
Shaneal Gibbs GRENADA	152,557	76	93%
Sandra Cadore-Connaught GRENADA	138,691	110	92%
Raymond Bacchus ST. VINCENT	129,140	107	91%
Patrick Simon ANTIGUA	128,876	80	89%
Marvin Herbert ST. KITTS - NEVIS	128,050	97	92%
Minerva Charles-David ST. LUCIA	127,683	82	92%
Andres Simon GRENADA	117,272	88	96%

75% OF TARGET - PERSISTENCY BELOW QUALIFYING LEVEL

	Total	Cases	Persistence 88%
Pius Auguste ST. LUCIA	144,640	132	86%
Tatyana Proctor ST. KITTS - NEVIS	118,893	66	87%

50% OF TARGET

	Total	Cases	Persistency 88%
Dawn Peters GRENADA	112,707	70	96%
Lisa Grappy-James GRENADA	111,085	96	93%
Glendale Jones ST. KITTS - NEVIS	108,301	69	93%
Jennifer Tross-Clarke GRENADA	107,460	80	96%
Arnold Cumberbatch ANTIGUA	106,641	60	97%
Thieria Livingston GRENADA	102,144	89	92%
Camisha Casimir-Powell ST. KITTS-NEVIS	98,718	76	92%
Terrencia Gumbs-Williams ST. KITTS-NEVIS	96,289	72	91%
Brenton Hilaire DOMINICA	90,931	60	88%
Lauriston Joseph GRENADA	88,966	65	94%
Solange Magloire DOMINICA	88,527	50	94%
Sherman Casey ST. KITTS - NEVIS	84,901	70	88%
Quinn Martin ST. KITTS - NEVIS	84,312	58	94%
Dorret Alexander GRENADA	83,874	61	89%
Anne-Marie Fisher ANTIGUA	80,594	52	95%
Ruth Augustine DOMINICA	79,863	54	89%
Dretszel Nisbett ST. KITTS - NEVIS	78,280	66	94%

50% OF TARGET - CASES BELOW QUALIFYING LEVEL

	Total	Cases	Persistency 88%
Leon George ANTIGUA	91,539	32	94%

50% OF TARGET - PERSISTENCY BELOW QUALIFYING LEVEL

	Total	Cases	Persistency 88%
Joseph Abraham ST. LUCIA	102,806	60	87%
Samuel Bennett ANTIGUA	92,831	98	85%
Eustace Maynard ST. KITTS - NEVIS	87,745	56	85%
Lenny Dover DOMINICA	84,141	84	88%
Orvis Tyson ST. KITTS - NEVIS	83,326	64	83%
Darren Henry ANTIGUA	81,194	71	82%
Renson Roderiques ST. VINCENT	80,765	41	87%
Mindy Alexander ST. LUCIA	79,199	49	86%
Robert Whyte GRENADA	78,821	41	88%

50% OF TARGET- PRO-RATED (90%)

	Total	Cases	Persistency 88%
Janal Casimir ST. KITTS-NEVIS	73,216	50	97%

50% OF TARGET- PRO-RATED (80%)

	Total	Cases	Persistency 88%
Lorenzo Williams ANTIGUA	62,000	85	100%

MANAGER'S

ON TARGET

	Total	Cases	Persistency 88%
Berry James GRENADA	1,322,607	120%	92%

75% OF TARGET - PERSISTENCY BELOW THE QUALIFYING LEVEL

	Total	Cases	Persistency 88%
M. Herbert ST. KITTS	624,951	99%	87%
M. Lionel ST. LUCIA	712,854	93%	85%
D. Connor ST. KITTS	688,616	92%	87%



Trinidad & Tobago

TT \$

PRESIDENT'S CLUB

ON TARGET

	Total	Cases	Persistency 88%
Allan Kercelus	488,271	97	99%

ON TARGET - PERSISTENCY BELOW QUALIFYING LEVEL

	Total	Cases	Persistency 88%
Richard Banfield	543,393	110	81%

PACESETTER'S CLUB

ON TARGET - PERSISTENCY BELOW QUALIFYING LEVEL

	Total	Cases	Persistency 88%
Marlon De Leon	442,291	48	82%

75% OF TARGET MET

	Total	Cases	Persistency 88%
Lindon Russell	328,183	65	89%
David Lawrence	317,983	87	88%
Auturo Rauseo	309,356	72	99%
Joel Martinez	298,421	51	92%

50% OF TARGET MET

	Total	Cases	Persistency 90%
Ian Stone	283,568	66	100%
Danica Paul-Chase	275,421	87	93%
Debra Nancoo	273,127	89	97%
Gershorn Maurice	271,806	94	89%
Nichole Chaitan-Kissoon	262,872	88	90%
Dyal Ramcharan	253,195	78	88%
Jhavon Felmine	242,551	142	99%
Joan Carr	240,564	132	99%
Kevin Rampersad	230,128	55	92%
Beatrice Bridglal	221,372	18	100%
Kayode Mc Shine	216,717	53	97%
Marc Aanensen	213,750	61	97%
Justin Rampersad	206,292	47	91%
Gregory Farfan	203,931	46	100%
Jessie Peters	203,747	47	89%
Lecia Chang-Wai	203,622	107	96%
Rachael Kangalee	194,686	86	90%
Sergio Marques-Pita	194,328	36	97%
Nigel Deosaran	191,390	61	99%

50% OF TARGET MET - PERSISTENCY BELOW QUALIFYING LEVEL

	Total	Cases	Persistency 88%
Hema Singh-Balfour	239,986	87	85%
Kadel St.Louis	210,845	65	87%
Gary Persad	205,255	31	79%



Jamaica & Cayman

JA \$

JAMAICA

PRESIDENT'S CLUB

ON TIME

	Total	Cases	Persistency 90%
Shamar Clarke	13,963,308	259	93%
Maurice McLeod	12,387,041	324	99%

ON TIME - LOW PERSISTENCY

	Total	Cases	Persistency 90%
Vernon O'Sullivan	16,983,320	172	73%
Nicholene Taylor	15,378,483	578	87%
Peter Townsend	12,106,862	126	88%

PACESETTER'S CLUB

ON TIME

	Total	Cases	Persistency 90%
Loeri Robinson	21,203,515	102	100%
Lena Ottar	11,713,805	119	96%
Karen Phillips-Thomspon	11,441,049	111	98%
Nneka Alveranga	11,461,705	494	100%
Krystle Thorpe	10,190,004	268	94%
Tiffany Lawson	10,003,011	170	93%
Shasha Byfield	10,115,560	296	95%
Rudolph Kelly	10,138,271	622	95%
Clayton Latham	10,145,505	330	90%
Dean Miller	9,813,106	343	97%
Jeffrey Jarrett	9,566,623	201	95%

Andrew Powell	9,401,191	449	94%
Carla Ashley-Grant	8,829,897	219	99%
Maxwell Pike	8,589,356	167	96%
Davina Decordova	8,344,886	307	94%
Amalee Lewin	8,073,896	280	92%
Katherine Becker	8,053,678	170	95%
George Corrodus	8,056,425	204	94%
Jermaine Lewis	7,959,359	193	93%

ROOKIE ON TIME

	Total	Cases	Persistency 90%
Jheanel Dixon	8,441,303	214	99%

ON TIME - LOW PERSISTENCY

	Total	Cases	Persistency 90%
Cleon Walchie	19,453,811	185	86%
Oneil Brown	9,611,251	213	84%
Frank Stern	8,629,711	215	86%

ON TIME - LOW CASES

	Total	Cases	Persistency 90%
C Heather Robinson	9,498,953	0	100%

75% OF TARGET - LOW PERSISTENCY

	Total	Cases	Persistency 90%
Jody James	7,657,362	168	72%
Granville Knight	7,184,194	284	84%
Melissa Brown	7,427,303	249	86%
Rhon Jones	6,771,628	255	83%
Curlene Cousins	5,951,229	255	88%

75% OF TARGET - LOW CASES

	Total	Cases	Persistency 90%
Judith Gentles	6,918,019	15	100%

ON TIME - LOW PERSISTENCY

	Total	Cases	Persistency 90%
Wendy Wallace	7,784,711	241	91%
Arlene Hewitt	7,784,711	339	94%
Daidrea Frazer	7,624,123	242	96%
Kedine Matthews-Smith	7,890,568	202	92%
Darlene Rennalls	6,036,553	108	90%
Oshane Black	7,506,066	254	95%
Jermaine Tomlinson	7,242,724	202	97%
Norma Jackson-Kerr	6,022,491	277	90%
Jennifer Philp	7,673,244	286	91%
Shenique McDonald	6,729,583	228	96%
Charmaine Lake	6,982,099	216	91%
Jacqueline Smith	6,912,781	190	94%
Matthew Fisher	6,535,299	273	94%
Tiffany Nebar	6,328,387	206	92%
Christal Robinson-Williams	6,306,725	355	92%
Sasha Darby	6,326,599	106	98%
Quevia Duncan	6,643,307	212	92%

75% OF ROOKIE - ON TIME TARGET

	Total	Cases	Persistency 90%
Nelisha Burrell	6,404,888	272	97%

50% OF TARGET - LOW PERSISTENCY

	Total	Cases	Persistency 90%
Jemelia Williams-Francis	5,765,003	261	87%
Oran Williams	5,401,751	116	87%
Lynette Chin-McDaniel	5,539,459	151	81%
Kay Grant	5,587,699	169	88%
Oral Heaven	5,505,399	213	83%
Michelle Forbes	5,160,859	265	87%
Rudolph Jackson	4,933,861	377	87%
Diana Chotan	5,108,169	318	80%
Tracian Phillips-Thomas	4,899,986	175	89%
Amelia Savage	5,137,143	144	85%
Cion Shaw	4,762,883	228	83%
Garnette Small	4,157,910	158	69%
Colette Thomas	4,242,083	170	64%
Claujia Clarke	4,729,977	240	82%
Irene Graham Kerr	5,114,215	218	83%
Elesia Romans	4,182,647	221	71%
Denise Ebanks Lee	4,314,822	177	88%
Maurice Morgan	4,377,932	167	88%
Glenroy Castle	4,480,502	218	77%
Kimberley McInnis-Nish	4,126,351	203	89%
Donnet Walker	4,041,320	121	0%

Michael Thompson	3,975,533	65	79%
Kebbain King	4,150,536	169	78%
Ancella Brown Hardware	4,091,224	232	80%
Dexter Blackwood	4,091,342	224	87%
Sheldon Traille	4,159,711	189	87%
Darren Hall	4,010,204	103	83%
Chioma Dinnall-Forbes	4,243,172	186	88%
Jennifer Richards	3,989,571	203	85%
Soshana Adlam	4,004,797	161	88%

50% OF TARGET - LOW CASES

	Total	Cases	Persistency 90%
David Robinson	4,985,159	13	94%
Ian Bourne	4,930,562	67	93%
Krishna Turner	4,689,257	73	93%
Bruce Lyn	4,689,257	68	100%

50% OF TARGET

	Total	Cases	Persistency 90%
Junielle Owens	5,822,041	295	92%
Roberto Smith	5,711,553	189	93%
Sandra Clarke-Francis	5,750,553	404	90%
Aldria Grant	5,918,271	226	100%
Natalee Walters	5,629,861	243	96%
Yvonne Scott	5,670,716	259	94%
Janet Spence	5,759,366	374	91%
Fernando White	5,905,361	207	91%

Marcia Wright	5,419,172	141	99%
Nobi Robinson	5,208,068	164	99%
Leony Scott	5,461,187	233	92%
Michelle McIntyre	5,404,081	317	90%
Lunette Slater	5,656,815	155	97%
Malaika Beckford-Cook	5,595,586	145	92%
Stacy Wilson	5,139,265	179	94%
Hugh Brown	5,163,932	202	91%
Selena Chin	5,031,709	231	91%
Brittany Quallo	4,948,758	116	96%
Patrine Joseph	5,002,831	125	96%
Hubert Cornwall	4,736,098	260	91%
Herbert Garriques	4,597,738	84	90%
Delano Miller	4,774,826	219	90%
Ashley Waugh	4,517,509	121	94%
Arlene Jarrett	4,405,750	111	100%
Oneil Meredith	4,787,304	186	91%
Caroyln Hibbert	4,582,501	286	90%
Marcia Richards	4,312,701	102	99%
Oral Thompson	4,523,493	179	91%
Sanchia Adamson	4,677,633	183	90%
Juliet Hill-Brown	4,571,971	179	94%
Patrice Lawrence	4,685,586	231	94%

Kevoy Hall	4,570,619	163	98%
Janet Bailey	4,274,845	187	94%
Andraye Gordon	4,685,770	142	98%
Isha Sommerville	4,286,417	301	96%
John Tulloch	4,182,559	105	95%
Nadine Thompson	4,516,937	263	90%
Dane McLean	4,241,454	119	99%
Candies Campbell	4,139,348	145	90%
Gwendolyn Wallace	4,284,506	147	97%
Bridgette Knight	4,231,136	179	96%
Jasnieth Harvey	4,388,871	171	93%
Rosemarie Parkes	4,056,638	192	95%
Dionne Lyon	4,148,528	204	93%
Phiona Forbes	4,147,916	161	98%
Colleen Wallace	4,048,314	130	99%
Matthew Hepburn	4,026,462	195	93%
Diana Tomlinson	4,348,095	110	92%

50% OF ROOKIE - ON TIME TARGET

	Total	Cases	Persistency 90%
Paul-Anthony Cunningham	4,553,020	153	95%
Candice Hamilton	4,410,573	201	93%
Stacey-Ann Anderson	4,495,096	169	98%
Gifton Brown	3,471,747	130	94%

CAYMAN

PACESETTER'S CLUB

ON TIME

	Total	Cases	Persistency 90%
Juliet Osbourne	184,850	228	96%
Marcia Robinson	179,153	131	94%
Floriza Miller	133,037	362	92%

ON TIME - LOW PERSISTENCY

	Total	Cases	Persistency 90%
Mark Hull	120,856	156	74%
Margaret Powell	93,949	149	83%

ON TIME - LOW CASES

	Total	Cases	Persistency 90%
Paul Nelson	67,657	47	91%

75% OF TARGET - LOW CASES

	Total	Cases	Persistency 90%
Julia Swanson	52,719	39	92%
Michel Trumbach	44,338	14	100%
Dionne Mais	44,453	66	75%

50% OF TARGET - LOW PERSISTENCY

	Total	Cases	Persistency 90%
Claudette Bell-White	42,015	76	64%



BRANCH MANAGERS

ON TARGET

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Patrick Sinclair	169%	93%	138%	90%	153%
Christopher Lawe	147%	93%	93%	89%	120%
Melia McKitty-Plummer	115%	90%	111%	89%	133%

ON TARGET - LOW PERSISTENCY

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Maurice McDonald	125%	90%	123%	85%	124%
Odine Dacosta	139%	89%	99%	84%	119%
Dale Geaves-Smith	134%	89%	100%	84%	117%
Michael Forbes	128%	92%	91%	87%	110%

75% OF TARGET

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Dalton Thompson	106%	91%	105%	91%	105%
Leslie George Francis	109%	91%	72%	88%	91%

75% OF TARGET - LOW PERSISTENCY

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Norman Wilson	108%	89%	97%	87%	103%
Mark Lindsay	107%	88%	82%	83%	94%

AGENCY MANAGERS

ON TARGET

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Errol Moss	121%	93%	103%	91%	112%

75% OF TARGET

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Ian Bourne	134%	94%	71%	88%	102%
Leighton Morgan	129%	93%	54%	90%	91%

UNIT MANAGERS

ON TARGET

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Loeri Robinson	238%	97%	118%	92%	178%
Jermaine Tomlinson	143%	97%	120%	95%	132%

ON TARGET - LOW PERSISTENCY

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Maxwell Pike	128%	89%	97%	82%	113%

75% OF TARGET

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Denton Atkins	109%	95%	98%	90%	109%

75% OF TARGET - LOW PERSISTENCY

	Quota Dec - 2022	Persistency 2022	Quota Feb-23	Persistency 2023	Avg. Quota
Aliecia Morgan-Rhooms	112%	89%	84%	87%	98%
Samantha Johnson	114%	87%	80%	81%	97%

Otis Hamilton	129%	86%	72%	78%	100%
Darla Brown	113%	91%	68%	85%	91%
Sasha Darby	93%	88%	90%	86%	91%



Administrative Qualifiers

PRESIDENT'S CLUB

GROUP SAGICORIAN MANAGER

Michelle Higgins
JAMAICA

GROUP SAGICORIAN EMPLOYEE OF THE YEAR

Christine Grant
JAMAICA

Rabindranath 'Robin' Ramrattan
TRINIDAD & TOBAGO

GROUP PIONEER OF THE YEAR

David Ramsaran
TRINIDAD & TOBAGO

GROUP CONTRIBUTOR OF THE YEAR

Tracey Yearwood
BARBADOS

Sandra Bonnett-Thomas
ST. LUCIA

PACESETTERS

MANAGERS OF THE YEAR

Hema Ramdeo
TRINIDAD & TOBAGO

Annabel Bird
UNITED STATES AMERICA

Kelly Marshall
BARBADOS

Janelle Chandler
EASTERN CARIBBEAN

Gemma Howell
BARBADOS

LOCAL EMPLOYEES OF THE YEAR

Shaddin Mitchell
EASTERN CARIBBEAN

Ammie Sardinas
UNITED STATES OF AMERICA

Faith McGeary
BARBADOS

Katrina Harris
EASTERN CARIBBEAN

Shelly-Ann Smith
BARBADOS






Sagikor