Oral Heaven- Outstanding Advisor

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Oral Heaven is an Outstanding Advisor for December.

Learn more about Oral in this blog post.

How long have you been a Sagicor Life advisor?

I was contracted December 01, 2020.

What do you enjoy the most about being an advisor?

I get great satisfaction from using my financial and customer service skills and experiences in assisting my clients to realize their financial needs and providing that tailored suite of financial solutions based on those needs.

What is your biggest/most fond accomplishment in your career as an advisor?

Being qualified for MDRT in my first contract month and also achieving the highest API in my branch in December 2020.

Which Sagicor Life product do you like the most and why?

I really do not sell products to my clients so I cannot say I like any product over another. I fully assess my clients situations through fact finding after which I make my recommendations based on what I believe will satisfy their financial and life's needs. At that time I select the relevant product. The great thing is that at Sagicor Life we have a product that can satisfy any financial or family need.

How do you stay motivated as a leader?

I am high on life. My family inspire me to do what I do to the best of my ability. I also get a sense of satisfaction from providing comfort to my clients from the services that I provide for them.

Your top 3 things to share with other managers/leaders?

1. Have coaching conversations with those you lead. I benefit from that and it is also a method I use. It is during these conversations that you are able to arrive at some importation decisions that can change your life and that of your clients.

2. See each member of the team as playing an important role. Not all players are strikers, some will will assist in getting the goals scored.

3. Talk to your people, have those one-on-one sessions with each member of your team. You can only successfully lead a team when you know each and every one idiosyncrasies and this you will learn by talking to them.