

Sagicor Life - Leading Quarter Branch Manager Patrick Sinclair

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Learn more about Errol in this blog post.

How long have you been a Sagicor Life advisor?

For over 20 years as a leader.

What do you enjoy the most about being an advisor?

I enjoy helping people literally from both side of the spectrum. Developing advisors holistically and taking care of client needs. The people elements brings total satisfaction.

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

As an advisor my greatest accomplishment was to take care of a family where the main bread winner died and if it wasn't for Insurance they would have suffered literally. That to me is my greatest accomplishment as an advisor.

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

It is not one product because we take care of a plethora of needs I like the living benefit products. The Ultra Life Line, The Triple protector and the Maximum Protector, because people don't always die and there is a state worse than dying. That is being ill and because you don't have what it takes to get better you die, so I like those product the living benefit products far more than any other product that Sagicor has to offer.

How do you stay motivated as a leader?

To see people who you are leading grow and become even better than you, to see families benefit from the growth of somebody you have responsibility to and for.

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

1. One of the tip is to put people first above yourself, think about other peoples need first.
2. Genuinely listen to your subordinates, genuinely listen to your team.
3. Don't tell them how much you care, not only about them but their family too it is a package deal.

The highlight for me as a leader is when all of my advisors achieve their targets, I had that for 2020. Every advisor from my branch achieved MDRT status.

