

# Toni Ann Lawrence- Outstanding Advisor

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**Toni Ann Lawrence is an Outstanding Advisor for February 2021.**

**Learn more about Toni Ann in this blog post.**

## How long have you been a Sagicor Life advisor?

I was contracted February 1, 2008.

## What do you enjoy the most about being an advisor?

I have been around the industry for so long, the ability to assist a client with his/her financial needs is gratifying. I have a passion to serve and I will deliver with my expertise and knowledge, always looking out for my clients' best interest.

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

After being in the business for some time, I qualified for MDRT in 2017 and I have been qualifying since, 2017-present. I also had the highest API and FYC for my branch February 2021 which placed me 2nd in the company currently.

## 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 believe that everyone has a purpose in life. I love seeing people happy and helping them achieve their financial goals is what I aim to do. My family also motivates me to keep at it and keep going no matter what 'obstacles' I might face during my journey. 'Tough times' don't last, tough people do. I pray to God and thank him daily for the health, strength and peace of mind.

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

1. Have personal conversations and talks with those you lead/ work with, because you genuinely don't know what someone is going through. A little pep talk can help a fellow coworker. Diamonds are made under pressure.
2. See each member of the team as playing an important role and help them also to see themselves that way. Some can 'assist' while some can play 'defense'. All will work together to achieve the goal because Team work makes the dream work.
3. Be accessible to your team. From time to time there will be a need for expert information, so the need for your

manager/leader to be there available & able to assist.