

# Sagicor Life 4th Quarter Super Producer- Meila McKitty Plummer

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**These Sagicor Life branch managers are at the top of their class, coming in as outstanding managers for the fourth quarter of 2019. We interviewed them to find out their secrets to success. Here's what Meila McKitty-Plummer had to say:**

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

I have been a Sagicor Life advisor since 2005, 15 wonderful years!

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

I truly enjoy building and maintaining relationships with some really cool ambitious clients. It is extremely satisfying to understand my clients financial goals and then help them to make it a reality. When dem seh tanks, it warms mi heart!

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

Winning the company's conservation trophy for 4 of the last 5 years. This represents the highest percentage of business retained by an advisor. Wah mi like...is what it means! It means that my clients value the solutions provided and it represents a promise kept to each client and the people that depend on them.

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

I believe our Ultra Lifeline is the most comprehensive plan. The combination of critical illness coverage, life insurance for family protection and investment benefits provides three key solutions in one package.

## **How do you stay motivated as a leader?**

My WHY keeps me motivated! Coming from very humble beginnings, it is extremely important to me to break the cycle and leave a lasting legacy for generations to come. Our profession allows me to help others realize their goals and protect their future while achieving my dream. That is all the motivation I need.

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

My golden rule...always do the right thing

Know your value, own and hone your craft

Be conscious of each person's perspective especially when assessing difficult situations. Write the number 6 on a table, place two people to sit across from each other at the table then ask them what number they see, 6 or 9?

Vantage point matters. Because you are sure you are right does not necessarily mean that the other person is wrong.

