

Wendy Wallace - Sagicor Life Super Producer

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Wendy Wallace, fondly called 'Wealthy Wendy' is our Super Producer for the month of January. This 2017 Rookie of the year keeps breaking barriers with her charm and love for clients. Learn more about this charismatic powerhouse and how she seeks to make the lives of her clients better in this blog post.

How long have you been a Sagicor Life advisor?

I have been at Sagicor from September 2017 that is 2 years and 10 months

What do you enjoy the most about being an advisor?

- a. Being able to help persons become financially literate.
- b. Being able to show persons that everyone can create wealth with the right plans in place and guiding them to creating these plans.
- c. Helping my clients create generational wealth for their children.
- d. Also just sitting and being able to have a conversation with a person and show them how their decision can change an entire generation.

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

My Biggest Accomplishment in my career as an advisor is winning rookie of the year for the company in 2017 in just 4 months of joining and also qualifying for Sagicor Convention Baltic Cruise in 2020.

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

I really like the Ultra Life Line because it covers life insurance, critical illness and it also has an investment portion attached to it. I call it my ultimate all inclusive package.

How do you stay motivated as a leader?

As a leader I know the importance of being self-motivated so I ensure to motivate myself. I also listen to a lot of motivational speeches from persons such as Les Brown, Jim Rohn amongst others and I read a lot. I also follow a lot of motivational leaders on social media to feed my energy with positive distractions. I also always invest in myself and go to a lot of motivational seminars and trainings. Lastly I suffer from PMA, Positive Mental Attitude.

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

- 1. As a manager you have to be a leader that leads from the front.
- 2. As a manager you should be able to manage people and their expectations.
- 3. You just need to love people.

