

MIDWEST MATTERS



General Manager Notes

“ADAPTABILITY AND KNOWLEDGE”

When asked, “what inherent qualities must a kid from a small rural town in Iowa possess, in order to have achieved such a long and successful career in Insurance”? ...I’ve actually never personally been asked this, but maybe there is a chance, so I’ll be prepared if it does! ...When asked I would say **“adaptability” and “knowledge”**.

You see you can never move forward if you do not allow yourself to adapt to the changes that will be imposed upon you. Seriously, most change does not originate of your own choice... It is the circumstances evolving in your environment that enact change and you will need to adapt. If you fail to adapt, you will be left behind! You need to have the ability to be agile and not just quickly adapt to change, but recognize it, embrace it and own it to your own advantage! That’s a valuable skill and characteristic of successful people! Knowledge is the other quality. We are not born with it...we must acquire it. Yes, some people can retain more information, and some are more wise to the ways of the world, just as some people think in black and white, while others in color. But having a quality to thirst for knowledge that is of value to you and your profession will help drive your success. Only fools or the inept will follow one who is a fool or who is inept. To repeat a philosophical phrase, “Knowledge is power”. The more you educate yourself about yourself, your environment, your industry, people in general and leadership, the more likely you are to attain success!

This will be my last Midwest Matters Newsletter Article. It’s been my honor and greatest achievement to be affiliated with all of you! Thank you for supporting me and working with me to our mutual success! **I sincerely believe that it’s a great time to be a Midwest Agent... Thank you for all you do!**

Jeff



**Farmers
Union
Midwest
Agency**

January Birthdays

Kevin Herrold February 13
Yvonne Guy February 16
Brad Mendenhall February 16

February Anniversaries

We would like to recognize the following agents who began their career with FUMA in February

Roger Blanken began his career on February 4, 2000...26 years Service
Nicole Johnson began her career on February 2, 2009...17 years Service
Amber Conway began her career on February 1, 2018...8 years Service
Dan Conway began his career on February 1, 2018...8 years Service
Andy Hopper began his career on February 1, 2019...7 years Service