

# Sagicor Life 4th Quarter Super Producer- Nicholene Taylor

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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. Nicholene Taylor had to say:**

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

6 Years from January 1st 2014.

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

Interacting with a wide cross section of people on a daily basis. Helping to make my clients dreams reality.

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

Achieving Court of the Table the last 5 years in a row. The next step for me is achieving Top of the Table.

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

The Ultra Lifeline plan. This plan allows clients to realize 3 vitals areas of their portfolio- life insurance, critical illness protection in the event of a diagnosis of a major illness and investment to secure themselves financially for retirement.

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

My goals and dreams keep me motivated and inspired. Right now my goal of achieving Top of the Table keeps me inspired, motivated and excited for 2020.

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

All advisors should have a written business plan to start each year.

Discipline, Desire and Persistence are the blueprint to realizing all our goals and dreams.

A vision board is one of the most powerful tools to help make dreams a reality.