



RON COLLIEN
FICE, LUTCE, CFFM
Fox River Valley Agency
Years with NMB: 29



DAVID YOST
Great Plains Agency
Years with NMB: 1



TOM BJERKE
FICE, CFFM
Great Rivers Agency
Years with NMB: 25



CHRISTOPHER SCHIEFER
FICE, CSA, CFFM
Illinois North Agency
Years with NMB: 4

Getting to know NMB ...

The success of an organization is a direct result of the people who work for it. Our district representatives and managers are a huge part of who we are and we are very fortunate to have such a high caliber of field staff. We sat down with our district managers to get a sense of what makes their agencies work, their individual philosophies, and how fraternalism plays a role in their job.

What unique benefits does National Mutual Benefit offer to its members and staff?

TIM SCHULTZ: “National Mutual Benefit is a fine example of ‘bigger isn’t necessarily better.’ When you are a member with NMB, you are always a name and never a number.”

DAVID YOST: “What makes NMB unique is something that shouldn’t be unique; it’s our desire to be *people helping people*. From members helping each other and communities pulling together, to agents in the field, and Home Office staff, we all have and share the common bond of humanity.”

TOM BJERKE: “My favorite thing about NMB is the people. First and foremost are our members. I have had the pleasure to meet some wonderful people, many of whom have become close friends. The agency staff would be next. We have a very cohesive, family-oriented agency operation where people care about each other—it’s very gratifying. Last but not least, are the dedicated people at our NMB Home Office. The people at our NMB Home Office are committed to our members and dedicated to doing their best. It makes NMB a great place to be.”

What values do you instill in your representatives and how does it affect what you do?

PAUL SCHIEFER: “The Milwaukee Agency is committed to meeting the financial and protection needs of our members. By providing outstanding service and developing a financial portfolio to fit each member’s individual need, we believe we will put each member in a better place today and in the future.”

CHRIS SCHIEFER: “The Illinois Agency is dedicated to building careers and assisting members by educating them about their current life insurance program and how it can be used.”

CURT JOHANNSEN: “In the end, it is all about passion and purpose. You must have a passion for what you are doing, for the products you have to present, and the purpose you are going to serve.”

Why is life insurance so important?

RON COLLIEN: “There is no greater feeling than being able to deliver a death claim check to a family, which allows them to continue on in life without major financial hardship.”



a Manager's Perspective

CURT JOHANNSEN: “Life insurance can provide many things to so many people for so many different reasons. It can provide protection against an untimely death, along with the possibility for the accumulation of cash for emergencies, education, and retirement. I remind all of our staff and members that the most important feature of life insurance is the peace of mind it gives, knowing that their responsibilities to their family are going to be taken care of whether death, disability, or retirement occurs.”

KENT STADLER: “It is very rewarding knowing that we truly made a difference for a family.”

How does fraternalism and its benefits play a part in your agency?

DAVID YOST: “I have been in this business for 25 years and have seen other companies help people with good products and services as well. But as a fraternal organization, NMB provides that and so much more. We help people from a level that I had not experienced before. At NMB, it truly is about giving back to the members and communities.”

TOM BJERKE: “Fraternalism is a valuable tool in our business and an even more valuable asset to our members. I truly believe that a fraternalist leaves a deeper footprint behind when leaving this earth.”

TIM SCHULTZ: “Fraternalism also plays a big part in our agency, not only because we are a fraternal organization, but because we, as individuals, enjoy

helping others. The fraternal benefits we offer at no charge are what set us apart from the competition. They are a nice added bonus to our great lineup of products.”

What do you like most about working in this industry? For NMB? About your job?

CHRIS SCHIEFER: “I feel very fortunate to have chosen this industry for a career. It’s very gratifying and fulfilling to know you are helping people, saving families’ ways of life, and helping others save for retirement. By working hard, we are helping others make a great life for themselves and their families.”

KENT STADLER: “It’s refreshing and motivating to work within a group of people who truly believe in National Mutual Benefit’s motto of *people helping people in time of need*. In addition, we realize how hard our branch volunteers work to make a difference, without asking for anything in return.”

PAUL SCHIEFER: “I’m proud of the solid mix of representatives who all bring different levels of experience to our team. Mentoring new representatives in this business is a rewarding experience for me. It gives you the chance to help them with case development and advice in general.”

RON COLLIEN: “One of my favorite things about working here is that after all this time (29 years) I am very humbled to know we have contributed to helping people—both through fraternal events and life insurance programs.” ♦



TIM SCHULTZ
FICF
Madison Agency
Years with NMB: 15



PAUL SCHIEFER
FICF
Milwaukee Agency
Years with NMB: 4



CURT JOHANNSEN
FICF, LUTCF, MSM, CFEM
N.C. Minnesota Agency
Years with NMB: 14



KENT STADLER
FICF
Wisconsin River Agency
Years with NMB: 4

