

CPS is On Its Way!

We are proud to announce that the most exciting and valuable addition to our Public Relations team will be released in the coming weeks. CPS, short for Centralized Processing System, is a web-based application, which means it will be available to you anywhere you have web access. It will serve as a powerful extension of ESCATON, allowing you to submit groups and related paperwork to Home Office and track the progress of your TGs and Print Packs through the system, always providing you with an up-to-the-minute status.

CPS is a powerful tool that will prove to be invaluable on our road to 2.5 million leads. It is currently being perfected through system testing in order to best serve our PR force, and it has already received rave reviews from field staff helping us test. Stay tuned for the launch date!

“CPS will be awesome! Once training is complete and we all have time to get comfortable with the



Summit attendees learned about the many great changes that CPS will bring.

system, I believe it will save time, paper, and money. What I think is most exciting will show up next year when we go to submit a renewal and the paperwork is all there! How cool is that! I did not grow up in the computer generation like my kids have, so you might say I am computer-challenged. I found the software so easy to use and understand. If I can do it, anybody can!”

-Cynthia Layton, Manager, KS and St. Louis

“I think the work that has been done to develop CPS is wonderful. It allows the PR Reps the ability to have more control over their contracts and mailings. It also enables the mailing process to be completed in a much timelier fashion. It’s amazing that the PR Rep could sign a contract today, input the information, and literally have it sent off to the printer the same day. No more down time with the U.S. Postal Service. The input process is simple and easy to follow. It’s a great way to start the new year!”

-Brenda Stipanovich, Manager, PA

“A lot of thought went into the design process, and it shows. I found the new system quite easy to follow, as it followed a logical progression from the submission of a group to the ordering of the print job. If reps are used to assembling together their new business (the TG/CH, signature, letterhead, envelope, etc.) and getting that information to the SGA or Home Office, then they will not have any trouble learning how to use this system. Once the user becomes familiar with it, he or she will be able to send new business within just a few minutes...all electronically!”

-Jay Bentley, Manager, TX/OK

“I am so excited about CPS and can’t wait for the rest of the team to start using it! I was amazed at how easy the process was to complete and, most importantly, how much time and money it is going to save! It’s great to know that the next time we renew a group all of the previous information will be right at our fingertips How nice it that!

Don’t worry, if you are not computer-savvy, Angie and Ashley are pros, and they will be able to teach anyone this system!”

-Denise Gilbert, Manager, Illinois



I am excited for the future of our company and the PR Dept. There is so much raw talent in the Reps attending this year’s Summit. If we can rein in this talent and steer these Reps in the right direction, I know we will be well on our way to our goal of 2.5 million leads.”



Jacqueline deVooght
Public Relations Director



I have to say that this was the best Summit ever. Guest Speakers were from the top of this league. The competition and entertainment were, by far, very fun and exciting. But most importantly, YOU were there to witness and respond. YOU were there rolling up your sleeves and getting involved. YOU made it a success. YOU made it exciting. YOU give me the energy and willpower to do more.”



Laurie Onasch
Public Relations Director



Director of the Quarter



Tim Farr

Indiana, Kentucky,
Ohio, Pennsylvania and
West Virginia

Tim increased his overall leads in the areas he currently directs by 32% last quarter. Tim’s belief that his “talents are best used in the field working directly with the PR Representatives” has proven to be true. His leadership skills, combined with his easy going personality, makes him easy to work with. Congratulations on a great quarter!

Congratulations

Do you have an upcoming wedding or birth announcement? Let us highlight your next milestone. Send event details with your contact information to kramsey@aillife.com.

Promotions



Erica Dalager
PR Manager

Minnesota and Iowa



Denise Gilbert
PR Manager

Illinois



Beth Farm
PR Manager

Louisiana and Arkansas



Laura Mackin
PR Manager

Manitoba, Alberta,
Saskatchewan, Montana,
North and South Dakota

Share Your Field Experiences

Contact Kristin Ramsey at kramsey@aillife.com.