



Orlando Frasca
Trusted Insurance Advisor

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Rogers Insurance
P.O. Box 2098
San Ramon, CA 94583
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Release to Attract

"Forgiveness means that you do not hold others responsible for your experiences."

Gary Zukav

Release stress and frustration by forgiving – using **The Release Technique**

What do you have in your attic (or basement)? Old clothes that don't fit anymore? Paperwork that you'll never need? The children's old toys that they don't care about anymore, but to which you have a sentimental attachment? Maybe boxes and boxes of things that belonged to a deceased relative that you do not need?

Maybe these things are holding you back, maybe they're not. They are certainly weighing you down, if not physically, perhaps psychologically. But unless you have a problem with 'collecting' or being a pack rat, then the

stuff in your attic might not be that big a deal.

Now I'd like you to think of the things that you're storing in your mind. Sure, there are some great memories of weddings and births, successes and the pleasures of life. There are even some sad thoughts, which are absolutely necessary to create a complete life, the ups the downs, the ebb and flow, the yin and yang. There's knowledge up there, and appreciation of beauty, and ability - the ability to change the oil in your car, the ability to build a campfire or make your grandmother's secret soup recipe.

**The short answer is forgiveness...
Release It!**

The purpose of forgiveness/releasing is not to

(Continued on page 3)

My 5 Star Travel Tips at 2 Star Prices!

A handful of clients have mentioned that I seem to travel quite a bit (that's true, it's one of my passions).....and wanted to know if I could share some of my strategies with everyone thru this newsletter.

Sure...why not? My family and I often travel Business or First in the air for the same price (or less sometimes) than coach. Similarly, we stay at St. Regis, Westin, etc. for the same or less than Motel 6.

In lieu of a family update this month, here are a couple of tips.

Everyone, and I mean everyone, needs to get the Starwood-branded American Express card. Why? Because, you earn 1 point per 1 dollar spent (nothing exciting there) but you can then TRANSFER those Starwood points into almost any airline program and get a 25% bonus on that transfer. So, for example, if you spend \$20,000 on that card, you get 20,000 Starwood points which can then become 25,000 airline miles! That's better than almost any other airline-branded



Imagine yourself on this beach enjoying an *affordable* Hawaiian vacation!

(Continued on page 2)

Thank You!

Thanks to all our clients who graciously referred their family, friends and associates to our agency. We build our agency on your positive comments. We couldn't do it without your help!

Those who referred their family, friends, neighbors, co-workers and loved ones are:

Terry Ward

Susanne Tinsley

Lilly Cerna

Tom Allen

Barry Simmons

Dezi Pina

Jaime Knight

Leslie Foster

Susanna Ramos

Dennis Adriano

Alex Spencer

All the names listed above have received FREE GIFT CARDS and entries into the Grand Prize Drawing for a choice of 1. A \$1500 Shopping Spree or 2. Dinner for the winner AND 9 of their friends to the restaurant of their choice or 3. A 3day/2night trip to Las Vegas or Lake Tahoe (including airfare or gas, hotel and \$250 spending money).

My Travel Tips (Continued from page 1)

credit card that is out there.

In addition, you can use those points on hotel rooms instead of airline miles at the full rate. Most airline miles get devalued quickly when trying to convert into hotel miles.

Now, that being said, for clients in the Southern USA, you do have some things to consider. The Delta-branded American Express cards give you 2 Delta miles for every \$1 spent on certain items. Ultimately, it comes down to what you think you will use the points/miles for.

However, the most important thing I have learned is to NOT save them for a rainy day. Points and miles are devalued and have additional restrictions put upon them so often, that once you hit your goal, use them ASAP. More often than not, I find myself using miles to upgrade from coach to Biz or

First on longer-haul flights.

Of course, planning as far ahead as possible gives you the best chance to get the most out of the miles/points. Generally speaking, most airlines will allow you to book from 11-12 months in advance. And, with the various "airline alliances" you can use those miles on your preferred carrier on one of its "partner" airlines.

In one case, we are going to host some of VIP-Concierge level clients in Italy next year. I used Starwood points for hotels, Starwood points transferred to Delta airlines miles which I used to book us all on KLM Business class to Europe...and more points for the hotels we are staying in.

Oh, by the way, on page 3 of this newsletter, I'll explain the different loyalty levels we offer and the various benefits that go along with those levels.

Meet the Staff



Name: Auria Moore

Hometown: Fremont, CA

Favorite Reading Genre: U.S. history

On Your Nightstand: Jimi Hendrix records, books, MP3 player

Hobbies: Reading, playing my instruments, going to museums

What Keeps You Going: My determination to succeed

Most Paradoxical Quality: I love to dance but I just can't find a groove

Chinks in Your Armor: Patience is a virtue I lack

Personal Panacea: I stood at the doors of Abbey Road studio.

The Terrible Temptation: Peanut butter M&Ms

Unfounded Fear: Children

Secret Satisfaction: Singing in the shower

Title of Your Autobiography: Life as Me

Release to Attract (Continued from page 1)

benefit the other person that you're forgiving (though it probably will). The purpose of forgiveness is not to make you a better person (though it probably will). And the purpose of forgiveness is not to make you right with God (though if you believe that it will, it probably will help).

The purpose of forgiveness is to clear out what is holding you back from achieving your dreams.

To clear out that part in your unconscious mind that is constantly pulling and dragging that negativity from you.

You become more like what you focus on. Are you focusing on the greats of business and money creation? If you're not, what are you focusing on? Are you focusing on your day-to-day drudgery? What is that going to cause you? More day-to-day drudgery.

If we're focused on bitterness and challenges and lessons hurt, then a part of us is, all day, every day, bringing a piece of that to our lives over and over. I believe that one of the greatest reasons we are here on planet earth is to learn to understand that we're here to be able to manifest anything we want.

Let's divide up our unconscious mind into sections and let's say that we can lump all of our troubles, our problems, our bitterness, our resentments, all into one area of our unconscious. For sake of argument, let's say we've done that now.

How much of our unconscious mind is tied up with that garbage?

If we took all of this anger and bitterness and we assigned it a value in our unconscious mind... Well like, let's say that there is 5% down in there somewhere, even 1%. How would that affect you? It's like Chinese water torture. It's a drip, drip, drip, pain, pain, agony, agony, constant problems dripping, dripping, never stopping. If we could somehow root that out, get rid of it, and instead, focus on our universes, what would our life become?

Think about the fundamentals of forgiveness... How do you think they affect your ability to create a magnificent life...for you and your love ones?



RIS Client Hall of Fame



Orlando Frasca with John Clayton, ESPN Sportscaster



Orlando Frasca with Morris Bradshaw, former Raiders WR

All clients can get a FREE cap simply by calling and asking....all we ask for is a photo of you wearing the cap for our newsletter.

Our Loyalty Program

Questions from clients have popped up regarding the various loyalty levels we offer and what those mean. We offer **Silver, Gold, Platinum** and **VIP-Concierge**. The general Guidelines are as follows:

- Our VIP-Concierge level is invitation-only.
- Platinum is for clients with 4 or more policies at RIS. (As an extra bonus, our Platinum clients receive up to \$8191 of freebies throughout the year. There are perks for customers at every loyalty level — call us for more info about perks at Gold & Silver levels).
- Gold is for clients with 3 policies at RIS.
- Silver is for clients with 2 policies at RIS.

If you have questions about your specific situation, call us at (510) 690-9111.



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When you shouldn't hyphenate your name...

News and Tips to Make Your Life Easier, Safer, and Happier...

Page 4

Wisdom to Live By



"The only thing worse than being blind is having sight but no vision."

Helen Keller

Thanksgiving Quiz

- What did Plymouth Harbor pilgrims most likely eat for the first Thanksgiving?
 - Turkey
 - Pig
 - Wild rice
 - Beans and corn
- How fast can wild turkeys run?
 - 50 miles per hour
 - As fast as domestic turkeys
 - 20 miles per hour
 - 1000 mph in November
- When was the first American Thanksgiving celebration?
 - 1492
 - 1567
 - 1621
 - 1777
- What great American statesman lobbied to make the turkey the national symbol?
 - Benjamin Franklin
 - Thomas Jefferson
 - John Adams
 - Andrew Jackson
- What Native American tribe celebrated the first Thanksgiving with the colonists?
 - Wampanoag
 - Natchez
 - Blackfoot
 - Crow
- Which U.S. president specified that Thanksgiving would fall on the fourth Thursday of November?
 - Martin Van Buren
 - Andrew Jackson
 - William H. Taft
 - Abraham Lincoln
- Which president attempted to move the Thanksgiving holiday to the next to last Thursday in November to create a longer Christmas shopping season?
 - Franklin D. Roosevelt
 - Dwight D. Eisenhower
 - Harry S. Truman
 - Gerald R. Ford
- What country does NOT celebrate their own Thanksgiving day?
 - Argentina
 - England
 - Canada
 - Japan



Quiz Answers: 1 = D; 2 = C; 3 = C; 4 = A; 5 = A; 6 = A; 7 = A; 8 = B