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Submit your articles, pictures or suggestions to:
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Easter Egg Scramble!
By Wendy Manzon

It was that time of year again when we got to see the Easter Bunny with his basket full of sweets going around and inviting everyone to join the festivity. (Thank you, Keane!) As people were coming in the lunchroom, there were three that were already preparing to go on a little friendly showdown of our first ever Egg Scramble! Brennan Velasco, (Sales) Steven Lam, (Operations) and Frank Valenti (Org Management/Admin) went head to head and “scrambled” through dozens of cracked eggs to put the matching pieces back together. In the end, Frank won it for the Organizational Management/Admin Department.

After the game, there was also some delicious food for everyone to share. A big thanks to the HEART Committee for partnering with the OAC, people were able to enjoy a healthy option of fruits and green salad to go with the yummy pizza!
Easter Egg Scramble!, Cont.
The Beached Lemons!

Lemonade Alley 2017 was another great success! Most of you already know about it, but for those that don’t, it’s much more than your ordinary lemonade stand. The event allows Hawaii’s children from grades K-12 to be a “kid-preneur” by developing their very own business plan to help raise money for a local charity of their choice. Our team, The Beached Lemons’, charity of choice this year, was one of our clients, Parents and Children Together. (PACT)

A big MAHALO to Lemonade Alley’s Team The Beached Lemons that includes Darlene Blas’ daughter, Ysabella, Tina Leger’s son, Micah, Sharilyn Tanaka’s son, Cameron, Michael Madix’s grandson, Syrus, and we had our BOSS Advisor, a Veteran of Lemonade Alley, Rylen Nasu, Kim Li’s son. This year, we went for a “beachy” theme and had a surfboard store front, with shark mouth for a photo op, (thank you, Samantha!), filled up with Atlas Lifeguards. The contest also requires the participants to use their creativity to build and design a stand in addition to creating and selling a recipe. This year, our lemonade paid homage to the old plantation days, fresh with the tropical taste of lemonade, pineapple juice and 7-up and a little added bonus of those small cocktail umbrellas. Other items sold were beach balls, laffy taffy, and small toys.

For the first time, we broke the $1K mark and that included the office pre-sale and the day of event sales, however, after taxes we made approx. $806! That is amazing…and to top it off, the Beached Lemons did receive the award for the BEST CUSTOMER SERVICE and were also the 1ST RUNNER UP overall in our division! Our kids were awesome!

A big thank you to all of those additional staff & family/friends besides the parents of the kid-preneurs—Allison Horimoto, Bonnie Pang, Daun Watanabe, Devin Fukunaga, Francis Tagawa, Frank Valenti, Janet Ng, Julie Dang, Matt Arine, Myles Murakami, Ken Fujiwara, Kevin Wong, Samantha Ranit, Steven Lam, and Vivian Haitsuka. They all helped and participated in different ways, whether it was to help the day of or prior, or bringing in those gallon of containers. We appreciate the staff who came to support and donate at our pre-sale as well to make it a great experience for our kids! ONE ATLAS!
In Chinese philosophy, **yin and yang** describe how seemingly opposite or contrary forces may actually be complementary, interconnected, and interdependent in the natural world, and how they may give rise to each other as they interrelate to one another.

A great example of this was the Easter event at Atlas that was held on Thursday, April 13th. The OAC allowed the HEART committee to piggy back on their event and crash it with garden salad and assorted fruit. When you think of Easter this is what comes to my mind - chocolate marshmallow bunnies, chocolate eggs, peeps and hard boiled eggs.

Getting healthy is a balancing act. The good versus the evil. For Atlas that day, the menu consisted of pizza, garden salad and assorted fruit. Did you know that the average number of slices of pizza a person will consume during a meal is 2.5. A slice of cheese pizza is estimated at 272 calories so 2.5 slices equals a whopping 680 calories. We know that you probably won’t give up pizza. What a crazy thought! But the HEART committee hopes that we can bring you some balance. Vivian will show you how to balance it out. This is a picture of her pizza that day.

Hopefully everyone had a little less pizza that day so they could enjoy the salad and fruit. Regardless of what you decided to do, the fact that you may have even considered eating less pizza is a start to a healthier you!
Congrats, Richard!
By Vince Miyoi

We are pleased to announce that Richard Fukeda has been promoted from Vice President to Senior Vice President! Richard has been employed with Atlas since 1995. Over the years, he has served in various leadership roles such as Special Account Unit Supervisor, Operations Director and finally Corporate Training/Large Account Support. Recently, he stepped out of his current role to assist Operations in servicing some of their large commercial clients as an Account Manager. Richard has been a mentor, role model and Technical Trainer for many of our employees over the years.

Congratulations, Richard!

Congrats, Kari!
By Sharon Hodson

We are happy to announce that Kari Yamada has been promoted from Assistant Vice President to Vice President! Kari has been employed with Atlas since 2004. She began her career at Atlas as an Account Administrator, then quickly moved into the Account Manager position and finally as the Unit Manager in our Support Unit. She has always been a team player and played a critical role in the development of our Operational Procedural Manual (Playbook), training of entry level staff & interns, Patra services and many other key Atlas initiatives. Kari has always displayed her leadership skills by being flexible with changes, working as a team and inspiring others to accept change.

Congratulations, Kari!
Congress, Irlene!
By Dana Tokioka

We are pleased to announce that Irlene Torres has been promoted from Assistant VP to Vice President! Irlene has been employed with Atlas since 2002. She has made a strong contribution to our company and has become a true role model. Over the years, she has served as an Account Manager, Account Manager Supervisor and IT Unit Manager during her tenure at Atlas. She also led critical IT initiatives which has had a positive impact on our agency operations. It's because of Irlene we have been able to keep abreast of current IT trends and continuous technology support for our staff & clients. Congratulations, Irlene!

Congress, Dan!
By Carol Davis

We are happy to announce that Daniel Gick has been promoted from Account Executive to Assistant Vice President! Dan has been employed with Atlas since 2013. He has led our Construction Unit and has become a valuable resource for both clients and internal team members as the construction specialist. He has been a true professional, team player and has built strong relationships with developers, contractors, underwriters & wholesalers. Dan continues to keep Atlas abreast with industry best practices and coverage issues. Congratulations, Dan!

Congress, Steve!
By Vince Miyoi

We are pleased to announce that Steven Pang has been promoted from Client Consulting Services Manager to Assistant Vice President! Steve has been employed with Atlas since 2006. Since joining Atlas, he has made strong contributions to our company and its employees. He was recently promoted to the Client Consulting Manager which oversees our successful Risk & Claims Consulting unit. His commitment to our clients is evident and has supported Atlas initiatives for many years. Steve continues to make a positive impact to our overall retention of clients. Congratulations, Steve!
A O A O in K O N A!

Hawaiiana Management Company, Ltd. presented a Seminar for Community Association Board Members and our very own Ron Tsukamaki was asked to speak about the Topic of Insurance in Kona.

The seminar was sponsored by Hawaiiana Management for their clients and prospects. This was focused on Major projects at Condominium Associations and the seminar had around 100 attendees.

Attending from Atlas was Eugene Tagawa (Kona office), Elaine Panlilio and Sharilyn Tanaka

New Business—Agents
Top Producers
of The Month!

Commercial

Gerald Takeuchi

March Winners

Personal

Matthew Arine

Dongbu’s Agent of the Year!

Randy Millare, the small town boy from Kukuihale on the Big Island, was chosen as Agent of the Year by Dongbu for Atlas for his second year! Randy was surprised but happy that he has had much success with Dongbu and the condos he has written.

Let’s all congratulate Randy on the work well done!
Tips on Giving a Presentation Everybody listens To

By Elaine Panlilio

Have you ever watched a presentation where after a few minutes of the speaker coming on stage your mind starts wandering about other things not related to the presentation? Suddenly you find yourself thinking how many emails are sitting in my inbox right now, or what am I going to do for the rest of the day and more importantly, what’s for dinner?

As a presenter, this situation where the audience is unengaged and not interested is one of the most awkward situations. However, this can be avoided and the key is to give your audience a reason to listen.

1. **Start with gratitude.** An attitude of gratitude is a great mindset and always the best place to begin. Thank your host and thank your audience for taking the time out of their day to listen to your presentation.

2. **Be prepared and practice, practice, practice!** Know your material and as you get closer to the day of the presentation, find the time to practice your speech or presentation. Even for busy on-the-go people you’ll be surprised where you can find free time to practice your presentation, be it in the shower or as you are driving to work or on your way home. A polished and well rehearsed speech is a sign of respect for your audience.

3. **Know your audience.** Share a personal experience that can make you more relatable to your audience. Don’t be afraid to offer a humorous observation or anecdote. You can also explain your own interest in the topic and make the connection as to what the topic has to do with them. And always give your listeners something to take home, like a specific suggestion and a call to action on what they can do almost immediately. No matter how inspiring your message is, every audience appreciates learning a tangible and concrete thing that they can apply in their own lives.

4. **Know the room and how your voice travels through.** Would there be equipment like microphones to ensure the audience all the way in the back can still hear you? If there are none, adjust accordingly, maybe closing the door would help keep the outside noise out and situating yourself closer to your audience would make the difference in making sure they hear you.

5. **Visualize yourself giving a great speech.** It’s amazing what you can train your mind to do. It is all about intention and visualization can make your intention a reality by creating that mental image of what you want to happen or feel in reality.
Tips on Giving a Presentation Everybody Listens To, Cont./Toastmasters

Still think that visualization is all hokey? Olympic athletes and top performers use it all the time and they credit their success to it! Athletes like beach volleyball duo Kerri Walsh and Misty May-Treanor who won three Olympic gold medals rely on meditation, yoga and visualization to stay focused. One of the most successful female skiers and Olympic gold medalist Lindsey Vonn also claims that her mental practice gives her a competitive advantage on the course. Even celebrities like Will Smith, Jim Carrey, Arnold Schwarzenegger and Oprah all talked about creating a vision to reach their dreams. So why not give visualization a try the next time you are preparing to give a presentation. You might just be amazed at the results!

At Toastmasters we offer a safe and fun learning environment with your peers and coworkers. You go at your own pace as you build your public speaking and leadership skills. Stop by and see what it’s all about. We meet on the 1st and 3rd Thursdays of each month at 12noon in the Atlas Boardroom. We hope to see you there!

Tina Leger
Speech: “His Love Language”
April 2017 Best Speaker

Debra Chong (Island Insurance) has achieved the designation of Distinguished Toastmaster (DTM) and Advanced Communicator Gold! Debra will be Atlas Olelo Hui’s first DTM. Please congratulate Debra on her hard work!