



COVERAGE

AGENT REPORTS



AUGUST 2020

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NEW SALES RESULTS THROUGH AUGUST 31, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$44,976	138.4
NEIL JENSEN	\$51,607	133.5
KEEFAN CARON	\$38,393	102.9
WAYNE HUNGATE	\$44,479	90.4
ROBERT ELLIS	\$28,087	86.1
ANDREW MEYER	\$33,011	84.5
JERRY SPRAY	\$29,156	82.1
DUSTY BRYANT	\$23,714	77.2
PERRY SHANK	\$48,606	76.6
JOHN MARKS	\$26,471	76.4

MONTHLY LEADER



STEVEN ZAMORA

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$265,164	759.6
KENDON PERRY	\$275,971	743.5
NEIL JENSEN	\$273,226	738.7
WAYNE HUNGATE	\$286,894	630.8
KEEFAN CARON	\$177,461	618.9
ANDREW MEYER	\$244,711	611.6
REDGE SORENSON	\$176,744	554.7
VAUGHN PRICE	\$151,227	525.7
ZAK POPEJOY	\$201,412	507.9
RYAN BECKNER	\$142,421	503.3

YTD LEADER



STEVEN ZAMORA

NEW SALES RESULTS THROUGH AUGUST 31, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$33,011	84.5
DUSTY BRYANT	\$23,714	77.2
JACE SPARROW	\$20,419	44.9
ANDREW SCOTT	\$10,671	42.7
STEVEN CLARK	\$15,380	41.3
DAKOTA STALLIONS	\$12,954	35.9
LEANN PULLMAN	\$11,368	34.3
JACOB ANDRUS	\$10,383	32.9
SARAH ROBIE	\$4,074	19.1
JOLENE ZOLLINGER	\$6,549	18.7

MONTHLY ROOKIE LEADER



ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$244,711	611.6
JACOB ANDRUS	\$138,399	374.8
ANDREW SCOTT	\$116,747	327.2
JOLENE ZOLLINGER	\$88,531	252.0
LEANN PULLMAN	\$97,990	251.5
DAKOTA STALLIONS	\$85,415	239.4
STEVEN CLARK	\$78,842	226.8
JACE SPARROW	\$97,935	223.9
CODY CHAVERS	\$68,738	157.7
DANIEL NEUENFELDT	\$42,968	147.9

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH AUGUST 31, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
PERRY SHANK	\$35,714	45.7
NEIL JENSEN	\$5,980	16.0
DUSTY BRYANT	\$5,767	15.8
ROBERT STOWELL	\$645	15.7
ELI HANSEN	\$5,625	15.6
STEVEN CLARK	\$8,055	15.6
ROBERT ELLIS	\$4,581	14.6
REDGE SORENSON	\$1,995	12.0
MICHAEL ASKER	\$3,299	8.3
LEE POUNDS	\$2,024	7.0

FARM & RANCH MONTHLY LEADER



PERRY SHANK

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$94,006	146.5
MARCY BRODINE	\$30,725	100.7
BART CROFOOT	\$35,215	80.2
DARIN PFOST	\$34,537	64.5
PERRY SHANK	\$40,489	63.0
NEIL JENSEN	\$21,629	54.1
JOLENE ZOLLINGER	\$19,277	51.8
KEVIN DEGN	\$16,203	48.7
VAUGHN PRICE	\$14,158	44.2
MICHAEL ASKER	\$9,060	36.6

FARM & RANCH YTD LEADER



WAYNE HUNGATE

NEW SALES RESULTS THROUGH AUGUST 31, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$14,834	62.2
JOHN MARKS	\$12,070	47.0
LYNNAE GLIEGE	\$7,178	42.1
WAYNE HUNGATE	\$6,637	39.1
REDGE SORENSON	\$6,927	36.8
VAUGHN PRICE	\$13,185	35.6
KERRY BAXTER	\$3,099	35.5
NEIL JENSEN	\$9,712	34.6
RYAN BECKNER	\$5,902	33.4
MATT ANDERSON	\$5,347	32.8

BOP/CPP MONTHLY LEADER



STEVEN ZAMORA

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$126,393	386.3
WAYNE HUNGATE	\$106,233	306.2
REDGE SORENSON	\$68,378	283.3
ANTHONY NICHOLS	\$56,935	281.9
PHIL ZEMAITIS	\$91,654	281.6
BRANDT LESLIE	\$139,408	279.4
NEIL JENSEN	\$86,636	269.0
MATT ANDERSON	\$62,285	254.7
DALE ZIMNEY	\$44,325	251.8
DARIN PFOST	\$76,137	233.6

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH AUGUST 31, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
NEIL JENSEN	\$35,915	82.9
KEEFAN CARON	\$35,193	82.2
ANDREW MEYER	\$33,132	82.1
STEVEN ZAMORA	\$30,142	76.1
JERRY SPRAY	\$26,671	64.7
WAYNE HUNGATE	\$39,488	53.0
ROBERT ELLIS	\$20,470	51.0
KYLE JEPPESEN	\$20,907	49.9
ZAK POPEJOY	\$23,909	43.9
DERALD ARMSTRONG	\$20,508	42.5

PERSONAL LINES MONTHLY LEADER



NEIL JENSEN

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$218,749	555.8
ANDREW MEYER	\$229,341	531.3
TRUDY CRAWFORD	\$174,693	462.7
NEIL JENSEN	\$164,961	415.5
KEEFAN CARON	\$139,712	398.7
RYAN PEARSON	\$154,605	365.6
KENDON PERRY	\$149,463	354.5
ZAK POPEJOY	\$165,544	349.5
JACOB ANDRUS	\$133,134	337.1
JERRY SPRAY	\$122,731	319.2

PERSONAL LINES YTD LEADER



STEVEN ZAMORA

NEW SALES RESULTS THROUGH AUGUST 31, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
STEVEN ZAMORA	\$265,164	167	759.6
KENDON PERRY	\$275,971	134	743.5
RYAN BECKNER	\$142,421	87	503.3
JERRY SPRAY	\$159,313	93	488.3
BEA SPEAKMAN	\$137,066	101	434.0
MICHAEL ASKER	\$137,809	70	400.3
JOSEPH RICHARDS	\$118,325	63	353.8
WALTER DINNING	\$102,289	84	353.8
ANDREW SCOTT	\$116,747	64	327.2
JOHN MARKS	\$108,703	66	322.2
JOHN NISHIMOTO	\$80,386	51	273.8
SHAWN QUINN	\$63,995	50	227.9
TIMOTHY KASPER	\$61,554	46	197.0
MARK VANDERWALL	\$67,762	40	195.8
ROBERT STOWELL	\$48,019	32	149.5
DANIEL NEUENFELDT	\$42,968	34	147.9
DOUG WHEELLOCK	\$49,260	35	142.7
CHIP QUADE	\$39,747	23	118.2
SAMUEL ROGERS	\$16,936	17	69.9
SARAH ROBIE	\$5,863	6	26.4
KYLE CASEY	\$5,471	3	12.5
JANEL HOLMES	\$0	0	0.0



**STEVEN ZAMORA
YTD LEADER**

NEW SALES RESULTS THROUGH AUGUST 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
WAYNE HUNGATE	\$286,894	76	630.8
KEEFAN CARON	\$177,461	126	618.9
ANDREW MEYER	\$244,711	168	611.6
TRUDY CRAWFORD	\$179,417	113	499.8
DARIN PFOST	\$176,766	83	485.7
ANTHONY NICHOLS	\$110,055	85	439.5
DALE ZIMNEY	\$114,104	80	433.1
LYNNAE GLIEGE	\$119,340	78	411.8
PHIL ZEMAITIS	\$125,698	55	377.6
LEE POUNDS	\$118,432	71	365.9
CHRISTOPHER LARSEN	\$124,533	67	350.0
JARED HART	\$81,499	82	348.4
STUART BARRETT	\$98,925	64	312.4
PAMELA RUSSOM	\$115,145	62	303.1
SCOTT MALMSTROM	\$77,464	56	297.9
TAYLOR MINK	\$71,527	58	282.5
ALEX SALINAS	\$91,603	50	268.1
KERRY BAXTER	\$65,201	52	263.1
HEATHER GROTHAUS	\$102,862	53	261.3
JASON GARDNER	\$74,421	60	257.9
MARIO SALINAS	\$70,009	53	254.4
LEANN PULLMAN	\$97,990	44	251.5
VAN BARKUS	\$74,275	45	245.8



**ALLAN GLIEGE,
DISTRICT MANAGER**



**WAYNE HUNGATE
YTD LEADER**

NEW SALES RESULTS THROUGH AUGUST 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
GILBERT TUNING	\$73,399	47	245.3
RICH SYKES	\$65,982	55	242.9
DAKOTA STALLIONS	\$85,415	49	239.4
BRETT PAYNTER	\$75,006	38	235.0
RICHARD PERCIVAL	\$73,433	48	218.4
RYAN PORTER	\$80,836	49	217.8
JOHN HILL	\$69,965	42	210.4
DYLAN PEASE	\$62,556	44	183.5
RODNEY BIRD	\$44,632	37	180.1
LUPE FRY	\$57,597	34	162.1
CODY CHAVERS	\$68,738	36	157.7
KERRY HARRIS	\$35,893	32	156.9
ERIC WILKINS	\$38,358	30	151.4
DREW LAAN	\$42,920	32	136.3
GRANT ROSANDICK	\$51,695	32	131.7
BRIAN WALTERS	\$44,556	33	128.0
JUSTIN PONTIUS	\$43,396	28	125.9
DUSTY BRYANT	\$33,016	21	110.0
MICHAEL WARWICK	\$18,049	16	109.5
KELLIE MCMILLAN	\$25,911	21	82.9
SANDRA SPREIER	\$26,677	14	67.6
NORMAN LACOMBE	\$29,655	13	65.2

NEW SALES RESULTS THROUGH AUGUST 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ROBERT ELLIS	\$164,780	73	439.8
MARCY BRODINE	\$104,941	62	376.4
ELI HANSEN	\$98,896	63	330.9
TRAVIS TERRY	\$92,073	56	310.5
STEPHEN WIDMER	\$93,911	56	298.3
LISA BOTHOF	\$91,387	54	270.3
BEATRIZ GUZMAN	\$75,243	61	263.2
CLINT VANBIEZEN	\$77,026	42	255.0
PERRY SHANK	\$102,878	28	244.8
NORMAN FUNK	\$79,283	47	240.7
JACE SPARROW	\$97,935	46	223.9
JENNIFER COOK	\$73,568	50	222.0
KRIS BURKE	\$83,407	37	221.9
BARRETT MCCLURE	\$56,584	32	215.6
GARY BLISS	\$71,656	28	195.6
CHAD COX	\$68,180	33	194.6
GARREN TAYLOR	\$83,574	34	193.6
CINDY PACKARD	\$81,695	34	180.2
DONNA D'AMBRA	\$61,267	29	171.3
JARED HALL	\$48,561	32	167.6



**SCOTT BADGER,
DISTRICT MANAGER**



**ROB ELLIS
YTD LEADER**



NEW SALES RESULTS THROUGH AUGUST 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
JAMES POWELL	\$41,532	36	163.4
NEIL HAZELBAKER	\$51,676	45	163.2
PAUL DEWITT	\$52,809	25	153.7
BRETT BARTON	\$59,126	25	143.6
CAMERON CARRICO	\$59,958	29	135.4
PAUL JOHNSON	\$45,341	25	134.3
DAVID NEVAREZ	\$42,326	23	133.8
STETZEN BAILEY	\$49,620	31	123.5
RON SILVERS	\$29,334	19	100.8
RYAN REX	\$36,524	22	100.5
DEBBIE FLANDRO	\$15,377	10	72.3
KURT GEARY	\$21,650	14	70.6

NEW SALES RESULTS THROUGH AUGUST 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$273,226	122	738.7
REDGE SORENSON	\$176,744	108	554.7
VAUGHN PRICE	\$151,227	106	525.7
ZAK POPEJOY	\$201,412	94	507.9
BART CROFOOT	\$175,393	82	473.3
BRANDT LESLIE	\$213,019	55	465.5
MATT ANDERSON	\$148,287	81	458.7
RYAN PEARSON	\$169,853	108	445.8
KYLE JEPPESEN	\$128,399	71	397.9
JACOB ANDRUS	\$138,399	73	374.8
TODD BURKE	\$142,101	60	373.1
KENT JEPPESEN	\$113,059	66	345.5
RHETT PRICE	\$89,926	76	338.4
JARED NELSON	\$109,561	77	331.6
TROY FERGUSON	\$106,641	71	305.1
ERICA CATT	\$98,305	55	293.3
RYAN HARRIGFELD	\$95,190	58	290.7
DERALD ARMSTRONG	\$89,691	53	274.6
DOUGLAS JOHNSON	\$85,694	56	268.6
BROOKS LATIMORE	\$96,804	57	264.8
KEVIN DEGN	\$79,897	41	264.3



**VANCE NIELSEN,
DISTRICT MANAGER**



**NEIL JENSEN,
YTD LEADER**

NEW SALES RESULTS THROUGH AUGUST 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
JUSTIN NICHOLS	\$70,530	53	257.0
JOLENE ZOLLINGER	\$88,531	49	252.0
CHRIS AXENTY	\$76,514	50	227.0
STEVEN CLARK	\$78,842	43	226.8
BRITAIN POTTER	\$65,519	30	216.0
RANDALL PITCHFORD	\$76,149	43	215.1
DOUGLAS GUTHRIE	\$61,344	42	193.8
TREVOR CLARK	\$66,796	39	187.7
TOM GALLUP	\$50,077	43	187.5
JERRY PETERSEN	\$61,334	42	180.3
DAVID COLPRON	\$51,218	36	176.7
KAREN RICHARDSON	\$47,886	33	165.9
CRAIG STEPHENSON	\$49,663	33	149.2
SHANE KUNZ	\$57,666	28	148.1
JACOB LINGARD	\$34,163	28	115.6
BROCK MERRILL	\$31,917	20	106.8
DARYL TEUSCHER	\$22,364	19	86.8
LENA PERMANN	\$27,799	13	77.3
GRANT MOSES	\$22,709	20	61.1
KOLTER JEPPESEN	\$0	0	0.0
CHAD CHRISTENSEN	\$0	0	0.0