



AGENT REPORTS



MAY 2020



NEW SALES RESULTS THROUGH MAY 31, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$32,287	107.7
TRUDY CRAWFORD	\$37,865	92.3
ANDREW MEYER	\$39,066	89.0
RYAN PEARSON	\$32,206	85.1
WAYNE HUNGATE	\$45,651	85.1
JOLENE ZOLLINGER	\$31,356	83.8
VAUGHN PRICE	\$21,523	79.5
MARCY BRODINE	\$15,660	67.2
ZAK POPEJOY	\$19,038	63.0
STEVEN ZAMORA	\$20,446	62.4

MONTHLY LEADER



KENDON PERRY

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$182,061	470.2
STEVEN ZAMORA	\$140,975	404.3
NEIL JENSEN	\$135,504	393.8
TRUDY CRAWFORD	\$142,225	370.7
KEEFAN CARON	\$123,529	365.3
ANDREW MEYER	\$147,659	350.2
WAYNE HUNGATE	\$138,158	341.3
REDGE SORENSON	\$97,812	325.5
VAUGHN PRICE	\$86,420	321.5
ZAK POPEJOY	\$116,930	320.0

YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH MAY 31, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$39,066	89.0
JACE SPARROW	\$20,210	53.2
LEANN PULLMAN	\$15,236	44.6
ANDREW SCOTT	\$10,975	38.4
DAKOTA STALLIONS	\$5,052	25.1
JACOB ANDRUS	\$4,841	24.9
STETZEN BAILEY	\$8,316	23.8
KELLIE MCMILLAN	\$5,780	23.8
CODY CHAVERS	\$6,597	17.6
STEVEN CLARK	\$7,878	16.9

MONTHLY ROOKIE LEADER



ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$147,659	350.2
JACOB ANDRUS	\$76,830	213.9
ANDREW SCOTT	\$74,524	196.4
LEANN PULLMAN	\$70,637	165.9
DAKOTA STALLIONS	\$49,709	139.5
STEVEN CLARK	\$43,845	119.9
JACE SPARROW	\$47,334	110.3
DAN NEUENFELDT	\$25,813	86.1
BRIAN WALTERS	\$32,889	82.4
CHIP QUADE	\$27,504	74.4

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH MAY 31, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MARCY BRODINE	\$8,417	23.4
CLINT VANBIEZEN	\$12,094	22.1
LYNNAE GLIEGE	\$7,058	17.1
BEATRIZ GUZMAN	\$8,130	15.6
JOLENE ZOLLINGER	\$5,459	15.5
VAUGHN PRICE	\$2,920	12.9
RHETT PRICE	\$1,507	11.5
KEVIN DEGN	\$898	8.4
LEE POUNDS	\$2,609	7.6
DOUG WHEELLOCK	\$463	3.0

FARM & RANCH MONTHLY LEADER



MARCY BRODINE

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MARCY BRODINE	\$19,719	67.2
WAYNE HUNGATE	\$34,014	64.0
DARIN PFOST	\$32,082	54.6
JOLENE ZOLLINGER	\$20,540	50.5
BART CROFOOT	\$11,046	46.0
KEVIN DEGN	\$15,565	45.6
NEIL JENSEN	\$15,239	37.7
LYNNAE GLIEGE	\$13,981	34.0
VAUGHN PRICE	\$8,910	31.4
MIKE ASKER	\$5,761	28.3

FARM & RANCH YTD LEADER



MARCY BRODINE

NEW SALES RESULTS THROUGH MAY 31, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$36,886	66.8
KENDON PERRY	\$18,460	65.9
JOLENE ZOLLINGER	\$22,229	54.7
DARIN PFOST	\$13,422	45.9
JOSEPH RICHARDS	\$5,577	33.1
DALE ZIMNEY	\$4,401	31.9
ZAK POPEJOY	\$6,182	31.1
RYAN BECKNER	\$6,063	31.0
MATT ANDERSON	\$9,591	29.6
KERRY BAXTER	\$12,046	29.5

BOP/CPP MONTHLY LEADER



WAYNE HUNGATE

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$97,727	265.2
WAYNE HUNGATE	\$81,250	216.2
BRANDT LESLIE	\$120,554	175.5
REDGE SORENSON	\$31,949	161.9
DARIN PFOST	\$62,926	157.9
PHIL ZEMAITIS	\$48,043	150.5
TONY NICHOLS	\$31,215	148.6
NEIL JENSEN	\$41,120	148.6
ROB ELLIS	\$58,839	146.3
VAUGHN PRICE	\$27,072	144.5

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH MAY 31, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
TRUDY CRAWFORD	\$37,719	89.7
RYAN PEARSON	\$29,325	77.3
ANDREW MEYER	\$35,591	75.6
KYLE JEPPESEN	\$17,957	51.0
STEVEN ZAMORA	\$18,385	50.4
KENDON PERRY	\$13,827	41.8
VAUGHN PRICE	\$13,130	41.1
JACE SPARROW	\$18,106	41.1
BART CROFOOT	\$16,810	40.8
DERALD ARMSTRONG	\$13,619	39.6

PERSONAL LINES MONTHLY LEADER



TRUDY CRAWFORD

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
TRUDY CRAWFORD	\$141,454	352.5
STEVE ZAMORA	\$118,767	306.8
ANDREW MEYER	\$136,769	294.8
RYAN PEARSON	\$116,871	265.9
KEEFAN CARON	\$100,611	252.6
ZAK POPEJOY	\$99,871	218.9
NEIL JENSEN	\$79,302	209.3
KENDON PERRY	\$84,219	203.2
JACOB ANDRUS	\$79,064	196.1
JERRY SPRAY	\$71,110	186.1

PERSONAL LINES YTD LEADER



TRUDY CRAWFORD

NEW SALES RESULTS THROUGH MAY 31, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

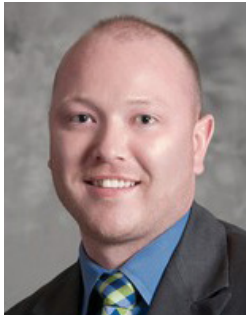
AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KENDON PERRY	\$182,061	78	470.2
STEVEN ZAMORA	\$140,975	86	404.3
RYAN BECKNER	\$98,234	53	311.8
JERRY SPRAY	\$100,355	53	297.1
BEA SPEAKMAN	\$85,585	56	245.4
MIKE ASKER	\$66,125	37	199.7
ANDREW SCOTT	\$74,524	39	196.4
WALT DINNING	\$49,108	47	193.9
JOSEPH RICHARDS	\$66,496	31	184.7
JOHN MARKS	\$59,008	39	169.4
JOHN NISHIMOTO	\$39,012	26	140.6
TIM KASPER	\$34,336	28	110.8
SHAWN QUINN	\$31,097	23	109.2
MARK VANDERWALL	\$38,978	21	95.5
DOUG WHEELLOCK	\$33,037	21	90.9
DAN NEUENFELDT	\$25,813	16	86.1
BOB STOWELL	\$15,818	17	74.9
CHIP QUADE	\$27,504	14	74.4
SAM ROGERS	\$8,123	10	34.5



**KENDON PERRY,
YTD LEADER**

NEW SALES RESULTS THROUGH MAY 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION



**BRENT HUNTER,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
TRUDY CRAWFORD	\$142,225	79	370.7
KEEFAN CARON	\$123,529	71	365.3
ANDREW MEYER	\$147,659	99	350.2
WAYNE HUNGATE	\$138,158	45	341.3
DARIN PFOST	\$131,471	52	318.5
LEE POUNDS	\$93,488	53	275.7
LYNNAE GLIEGE	\$84,206	49	265.4
DALE ZIMNEY	\$68,693	51	247.9
TONY NICHOLS	\$67,879	47	245.2
CHRIS LARSEN	\$82,643	45	233.3
PAM RUSSOM	\$99,287	41	228.1
JARED HART	\$59,971	51	216.1
PHIL ZEMAITIS	\$66,109	28	199.7
SCOTT MALMSTROM	\$50,826	36	181.1
STU BARRETT	\$59,546	34	175.0
TAYLOR MINK	\$54,740	35	172.4
HEATHER GROTHAUS	\$67,472	38	172.1
ALEX SALINAS	\$59,369	33	166.6
LEANN PULLMAN	\$70,637	27	165.9
JASON GARDNER	\$43,049	35	157.8
BRETT PAYNTER	\$53,738	26	157.1
VAN BARKUS	\$47,355	27	149.4
GILBERT TUNING	\$40,548	23	147.0



**TRUDY CRAWFORD,
YTD LEADER**

NEW SALES RESULTS THROUGH MAY 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RICH SYKES	\$37,734	35	140.5
DAKOTA STALLIONS	\$49,709	31	139.5
KERRY BAXTER	\$39,442	24	135.5
LUPE FRY	\$47,952	27	133.6
MARIO SALINAS	\$37,990	31	131.0
RYAN PORTER	\$45,541	27	124.8
RICHARD PERCIVAL	\$38,376	27	123.1
JOHN HILL	\$43,050	27	121.7
DYLAN PEASE	\$44,043	29	116.9
KERRY HARRIS	\$32,778	19	111.1
RODNEY BIRD	\$26,463	22	106.6
JUSTIN PONTIUS	\$31,368	26	106.2
DREW LAAN	\$34,417	18	93.1
MICHAEL WARWICK	\$19,326	13	87.0
BRIAN WALTERS	\$32,889	20	82.4
GRANT ROSANDICK	\$31,042	24	82.0
JERRY VON BRETHORST	\$27,981	13	76.7
KELLIE MCMILLAN	\$21,754	18	72.8
ERIC WILKINS	\$10,710	14	70.2
CODY CHAVERS	\$22,803	15	56.8
NORMAN LACOMBE	\$6,690	3	15.7
SANDRA SPREIER	\$5,489	1	11.5

NEW SALES RESULTS THROUGH MAY 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION



**SCOTT BADGER,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ROB ELLIS	\$103,186	41	256.8
MARCY BRODINE	\$57,243	34	221.0
TRAVIS TERRY	\$60,325	35	204.0
BEATRIZ GUZMAN	\$68,819	45	201.8
ELI HANSEN	\$53,210	40	188.5
LISA BOTHOF	\$63,769	39	180.5
STEPHEN WIDMER	\$45,532	30	157.5
BARRETT MCCLURE	\$37,376	20	142.4
JENNIFER COOK	\$48,837	33	139.5
DONNA D'AMBRA	\$57,223	19	138.1
CLINT VANBIEZEN	\$39,975	22	135.9
GARY BLISS	\$54,031	18	134.9
NEIL HAZELBAKER	\$41,932	33	131.4
CHAD COX	\$39,836	22	121.7
PERRY SHANK	\$44,902	20	118.6
GARREN TAYLOR	\$44,260	20	111.0
KRIS BURKE	\$44,481	22	110.8
JACE SPARROW	\$47,334	22	110.3
NORMAN FUNK	\$39,285	23	109.3
JAMES POWELL	\$32,439	22	98.8
BRETT BARTON	\$38,150	18	95.3



**ROB ELLIS,
YTD LEADER**



NEW SALES RESULTS THROUGH MAY 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
PAUL JOHNSON	\$28,838	18	92.5
RYAN REX	\$34,028	15	80.1
DAVID NEVAREZ	\$31,465	16	79.4
PAUL DEWITT	\$26,361	15	73.6
RON SILVERS	\$22,044	13	73.2
JARED HALL	\$23,585	17	71.1
CINDY PACKARD	\$32,563	14	69.9
STETZEN BAILEY	\$24,721	18	67.7
DEBBIE FLANDRO	\$11,625	7	52.3
CAMERON CARRICO	\$14,623	13	44.9
KURT GEARY	\$5,948	6	18.9

NEW SALES RESULTS THROUGH MAY 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$135,504	66	393.8
REDGE SORENSON	\$97,812	72	325.5
VAUGHN PRICE	\$86,420	62	321.5
ZAK POPEJOY	\$116,930	61	320.0
RYAN PEARSON	\$125,413	71	316.2
BART CROFOOT	\$103,372	59	313.5
BRANDT LESLIE	\$161,991	28	290.7
MATT ANDERSON	\$97,069	51	273.8
TODD BURKE	\$92,185	34	221.2
ERICA CATT	\$78,046	35	215.6
JACOB ANDRUS	\$76,830	45	213.9
KYLE JEPPESEN	\$62,361	40	212.5
RHETT PRICE	\$55,813	50	209.0
BROOKS LATIMORE	\$73,964	39	201.9
KENT JEPPESEN	\$62,435	35	196.3
TROY FERGUSON	\$63,163	49	195.8
JOLENE ZOLLINGER	\$66,715	28	175.7
DOUGLAS JOHNSON	\$57,389	31	169.2
KEVIN DEGN	\$50,802	25	167.9
DERALD ARMSTRONG	\$46,542	29	162.4
JARED NELSON	\$54,758	39	161.7



**VANCE NIELSEN,
DISTRICT MANAGER**



**NEIL JENSEN,
YTD LEADER**

NEW SALES RESULTS THROUGH MAY 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
CHRIS AXENTY	\$49,098	26	149.2
JUSTIN NICHOLS	\$29,999	31	143.3
BRITAIN POTTER	\$42,309	19	141.4
RYAN HARRIGFELD	\$50,254	29	140.6
RANDALL PITCHFORD	\$47,928	27	132.6
TOM GALLUP	\$25,857	31	129.5
DOUGLAS GUTHRIE	\$48,412	29	127.3
STEVEN CLARK	\$43,845	24	119.9
DAVID COLPRON	\$31,953	18	106.7
SHANE KUNZ	\$40,249	19	103.3
KAREN RICHARDSON	\$33,356	22	101.8
TREVOR CLARK	\$34,493	21	99.8
JERRY PETERSEN	\$32,885	26	93.9
CRAIG STEPHENSON	\$23,090	18	73.5
DARYL TEUSCHER	\$19,429	14	73.5
BROCK MERRILL	\$19,728	13	70.1
LENA PERMANN	\$20,604	9	58.5
JACOB LINGARD	\$18,581	15	55.2
GRANT MOSES	\$9,791	8	26.9