



COVERAGE

AGENT REPORTS



NOVEMBER 2020

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NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
REDGE SORENSON	\$51,406	12	120.4
ZAK POPEJOY	\$37,403	18	108.9
STEVEN ZAMORA	\$42,420	25	101.9
KENDON PERRY	\$27,123	15	85.1
CHAD COX	\$26,762	7	82.7
KYLE JEPPESEN	\$24,288	9	80.3
MATT ANDERSON	\$24,001	15	71.4
BEA SPEAKMAN	\$22,509	13	70.9
TODD BURKE	\$24,286	7	70.7
ANTHONY NICHOLS	\$20,323	10	68.8

MONTHLY LEADER



REDGE SORENSON

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
KENDON PERRY	\$421,484	198	1,105.4
STEVEN ZAMORA	\$387,684	236	1,095.7
NEIL JENSEN	\$339,934	163	936.8
ANDREW MEYER	\$343,518	237	901.0
KEEFAN CARON	\$232,800	165	820.2
REDGE SORENSON	\$265,243	153	808.7
WAYNE HUNGATE	\$315,458	100	755.5
ZAK POPEJOY	\$285,846	133	738.8
VAUGHN PRICE	\$202,257	124	711.7
JERRY SPRAY	\$228,257	133	690.8

YTD LEADER



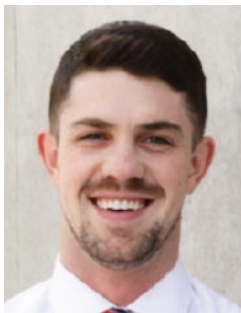
KENDON PERRY

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
ANDREW MEYER	\$16,206	19	60.2
JOLENE ZOLLINGER	\$35,459	5	54.1
ANDREW SCOTT	\$17,592	7	41.0
JACOB ANDRUS	\$17,275	6	38.3
STETZEN BAILEY	\$18,559	7	31.5
SARAH ROBIE	\$10,846	6	28.8
JACE SPARROW	\$14,186	4	27.7
JANEL HOLMES	\$10,144	8	27.1
DAKOTA STALLIONS	\$7,853	5	22.8
CODY CHAVERS	\$9,793	3	22.8

MONTHLY ROOKIE LEADER



ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
ANDREW MEYER	\$343,519	237	901.0
ANDREW SCOTT	\$164,736	93	454.7
JACOB ANDRUS	\$167,899	91	454.4
JOLENE ZOLLINGER	\$138,028	63	354.0
JACE SPARROW	\$145,143	69	343.6
STEVEN CLARK	\$117,225	65	329.2
DAKOTA STALLIONS	\$110,586	64	310.5
CODY CHAVERS	\$94,770	46	219.2
BRIAN WALTERS	\$73,601	49	206.5
DANIEL NEUENFELDT	\$59,519	43	190.0

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
CHAD COX	\$14,580	NA	44.6
JOLENE ZOLLINGER	\$30,494	1	40.5
SHANE KUNZ	\$15,841	1	25.8
TODD BURKE	\$10,168	1	20.2
VAUGHN PRICE	\$6,004	1	16.0
BRETT BARTON	\$2,337	1	7.3
WAYNE HUNGATE	\$2,537	NA	5.0
DANIEL NEUENFELDT	\$2,219	NA	4.7
TRAVIS TERRY	\$410	NA	2.9
KAREN RICHARDSON	\$213	NA	2.7

FARM & RANCH MONTHLY LEADER



CHAD COX

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
WAYNE HUNGATE	\$91,965	5	147
MARCY BRODINE	\$30,910	5	110.9
JOLENE ZOLLINGER	\$47,991	4	90.5
BART CROFOOT	\$38,018	4	83.0
VAUGHN PRICE	\$22,267	5	69.8
LEE POUNDS	\$45,917	2	68.4
DARIN PFOST	\$34,679	1	67.2
NEIL JENSEN	\$24,840	4	64.8
PERRY SHANK	\$41,299	2	63.8
KEVIN DEGN	\$19,712	3	62.2

FARM & RANCH YTD LEADER



WAYNE HUNGATE

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
REDGE SORENSON	\$27,166	8	82.1
STEVEN ZAMORA	\$19,650	8	62.1
DOUGLAS GUTHRIE	\$20,072	6	50.1
LYNNAE GLIEGE	\$17,635	5	47.6
ZAK POPEJOY	\$10,058	9	47.6
ANTHONY NICHOLS	\$9,649	8	47.1
WAYNE HUNGATE	\$12,590	5	45.0
RODNEY BIRD	\$7,736	7	40.2
TODD BURKE	\$7,147	3	34.6
MARCY BRODINE	\$21,539	1	34.0

BOP/CPP MONTHLY LEADER



REDGE SORENSON

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
KENDON PERRY	\$186,417	68	566.4
REDGE SORENSON	\$111,479	63	448.9
ANTHONY NICHOLS	\$92,233	68	434.7
WAYNE HUNGATE	\$138,278	45	400.8
ELI HANSEN	\$175,402	42	397.9
PHIL ZEMAITIS	\$114,485	47	366.9
LYNNAE GLIEGE	\$71,818	44	334.3
STEVEN ZAMORA	\$78,340	61	333.3
MATT ANDERSON	\$80,233	50	330.2
DALE ZIMNEY	\$57,911	50	315.4

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
ANDREW MEYER	\$18,718	17	62.7
KENDON PERRY	\$24,059	12	62.1
ZAK POPEJOY	\$27,345	9	61.4
BEA SPEAKMAN	\$18,372	15	49.4
RYAN PEARSON	\$19,653	10	48.7
KYLE JEPPESEN	\$16,383	5	47.4
TROY FERGUSON	\$21,055	5	45.1
MATT ANDERSON	\$19,514	10	44.5
SCOTT MALMSTROM	\$19,140	9	44.1
NEIL JENSEN	\$15,396	11	43.4

PERSONAL LINES MONTHLY LEADER



ANDREW MEYER

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POLICIES	TOTAL POINTS
ANDREW MEYER	\$353,283	206	860.3
STEVEN ZAMORA	\$324,294	168	816.3
NEIL JENSEN	\$241,038	95	620.5
KEEFAN CARON	\$207,708	109	583.7
KENDON PERRY	\$250,897	111	574.9
ZAK POPEJOY	\$244,699	85	528.7
TRUDY CRAWFORD	\$191,149	115	524.2
RYAN PEARSON	\$212,868	117	520.9
JERRY SPRAY	\$197,105	98	520.6
TROY FERGUSON	\$181,063	76	445.1

PERSONAL LINES YTD LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW POLICIES	TOTAL POINTS
KENDON PERRY	\$421,484	198	1105.4
STEVEN ZAMORA	\$387,684	236	1095.7
JERRY SPRAY	\$228,257	133	690.8
RYAN BECKNER	\$172,980	118	639.4
BEA SPEAKMAN	\$191,006	141	610.0
WALTER DINNING	\$172,235	118	541.7
MICHAEL ASKER	\$168,974	95	522.4
JOSEPH RICHARDS	\$165,147	91	499.1
ANDREW SCOTT	\$164,736	93	454.7
JOHN MARKS	\$137,194	83	410.7
JOHN NISHIMOTO	\$120,219	73	395.7
SHAWN QUINN	\$117,580	74	376.5
MARK VANDERWALL	\$120,360	61	329.8
TIMOTHY KASPER	\$75,046	54	247.5
DOUG WHELOCK	\$69,272	51	196.2
ROBERT STOWELL	\$60,238	41	192.2
DANIEL NEUENFELDT	\$59,519	43	190.0
CHIP QUADE	\$45,497	27	140.9
SARAH ROBIE	\$44,525	24	125.5
SAMUEL ROGERS	\$38,120	27	114.1
KYLE CASEY	\$28,582	19	93.5
JANEL HOLMES	\$19,627	13	46.6



**KENDON PERRY,
YTD LEADER**

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION



ALLAN GLIEGE
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW POLICIES	TOTAL POINTS
ANDREW MEYER	\$343,519	237	901.0
KEEFAN CARON	\$232,800	165	820.2
WAYNE HUNGATE	\$315,458	100	755.5
ANTHONY NICHOLS	\$185,336	126	679.3
LYNNAE GLIEGE	\$190,024	120	649.5
DARIN PFOST	\$202,585	107	596.5
LEE POUNDS	\$209,322	106	584.8
DALE ZIMNEY	\$153,317	107	565.3
TRUDY CRAWFORD	\$192,636	132	557.6
PHIL ZEMAITIS	\$161,096	78	493.5
JARED HART	\$121,269	110	473.7
SCOTT MALMSTROM	\$143,210	86	471.2
ALEX SALINAS	\$145,938	88	458.4
CHRISTOPHER LARSEN	\$156,149	85	452.6
KERRY BAXTER	\$113,098	85	415.1
JASON GARDNER	\$115,349	82	408.3
STUART BARRETT	\$133,129	80	403.1
PAMELA RUSSOM	\$137,313	81	371.8
TAYLOR MINK	\$92,882	76	365.3
RICH SYKES	\$104,148	78	355.1
GILBERT TUNING	\$124,000	65	353.4



ANDREW MEYER
YTD LEADER

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW POLICIES	TOTAL POINTS
MARIO SALINAS	\$91,984	71	348.0
ERIC WILKINS	\$108,069	63	329.6
HEATHER GROTHAUS	\$132,325	65	325.8
LEANN PULLMAN	\$115,920	60	325.4
RYAN PORTER	\$109,531	64	314.0
VAN BARKUS	\$92,461	60	312.9
DAKOTA STALLIONS	\$110,586	64	310.5
RICHARD PERCIVAL	\$93,609	63	301.6
JOHN HILL	\$108,619	58	299.1
RODNEY BIRD	\$65,394	55	275.4
BRETT PAYNTER	\$94,793	45	270.7
GRANT ROSANDICK	\$85,569	55	245.5
KERRY HARRIS	\$66,831	46	240.8
CODY CHAVERS	\$94,770	46	219.2
BRIAN WALTERS	\$73,601	49	206.5
DREW LAAN	\$66,159	45	205.1
LUPE FRY	\$68,460	40	182.9
DUSTY BRYANT	\$58,400	36	177.9
MICHAEL WARWICK	\$30,322	27	172.7
NORMAN LACOMBE	\$46,778	28	114.2
SANDRA SPREIER	\$37,653	19	88.7

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW POLICIES	TOTAL POINTS
ELI HANSEN	\$264,084	96	634.1
MARCY BRODINE	\$172,881	86	550.9
ROBERT ELLIS	\$185,263	91	535.2
TRAVIS TERRY	\$124,735	76	428.2
STEPHEN WIDMER	\$141,577	80	424.0
CLINT VANBIEZEN	\$137,216	73	420.7
LISA BOTHOF	\$120,996	76	379.0
NORMAN FUNK	\$120,023	71	352.0
JACE SPARROW	\$145,143	69	343.6
CHAD COX	\$109,131	56	343.6
BEATRIZ GUZMAN	\$82,383	74	323.4
JENNIFER COOK	\$112,682	70	316.1
KRIS BURKE	\$116,947	53	301.9
PERRY SHANK	\$130,484	42	300.4
GARY BLISS	\$106,049	41	290.0
GARREN TAYLOR	\$126,087	45	278.0
BARRETT MCCLURE	\$75,710	42	269.2
JAMES POWELL	\$79,487	56	261.9
JARED HALL	\$72,677	46	253.1
CINDY PACKARD	\$106,567	44	245.5
NEIL HAZELBAKER	\$73,286	56	235.3



SCOTT BADGER,
DISTRICT MANAGER



ELI HANSEN
YTD LEADER

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW POLICIES	TOTAL POINTS
PAUL DEWITT	\$75,167	34	221.7
CAMERON CARRICO	\$87,622	43	212.0
DONNA D'AMBRA	\$73,544	40	209.5
DAVID NEVAREZ	\$74,371	38	209.3
STETZEN BAILEY	\$75,293	45	179.7
BRETT BARTON	\$71,792	33	177.8
RYAN REX	\$58,505	31	176.9
PAUL JOHNSON	\$55,406	31	170.4
KURT GEARY	\$71,847	26	160.3
RON SILVERS	\$34,674	23	118.1
KEVIN MAW	\$2,800	2	6.8

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

EAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW POLICIES	TOTAL POINTS
NEIL JENSEN	\$339,934	163	936.8
REDGE SORENSON	\$265,243	153	808.7
ZAK POPEJOY	\$285,846	133	738.8
VAUGHN PRICE	\$202,257	140	711.7
BART CROFOOT	\$237,723	122	630.6
MATT ANDERSON	\$199,748	116	621.7
KYLE JEPPESEN	\$191,899	106	596.8
RYAN PEARSON	\$220,926	142	584.8
BRANDT LESLIE	\$234,861	64	517.8
TODD BURKE	\$188,454	79	502.4
RHETT PRICE	\$139,195	97	480.7
TROY FERGUSON	\$172,921	102	459.4
KENT JEPPESEN	\$146,487	92	455.4
JACOB ANDRUS	\$167,899	91	454.4
JARED NELSON	\$140,198	96	432.1
RYAN HARRIGFELD	\$138,454	80	420.9
DOUGLAS JOHNSON	\$138,784	100	417.2
DERALD ARMSTRONG	\$130,624	73	392.6
KEVIN DEGN	\$119,285	58	382.3
ERICA CATT	\$128,268	75	372.7
JUSTIN NICHOLS	\$114,417	77	370.4



NEIL JENSEN,
YTD LEADER

NEW SALES RESULTS THROUGH NOVEMBER 30, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW POLICIES	TOTAL POINTS
JOLENE ZOLLINGER	\$138,028	63	354.0
STEVEN CLARK	\$117,225	65	329.2
BROOKS LATIMORE	\$110,515	71	328.5
DOUGLAS GUTHRIE	\$108,986	65	326.9
CHRIS AXENTY	\$108,997	61	307.0
RANDALL PITCHFORD	\$107,788	62	301.2
BRITAIN POTTER	\$78,402	36	259.8
TREVOR CLARK	\$90,867	53	255.8
JERRY PETERSEN	\$85,181	59	254.6
CRAIG STEPHENSON	\$86,054	53	244.5
DAVID COLPRON	\$75,080	44	241.6
TOM GALLUP	\$64,348	52	231.3
SHANE KUNZ	\$92,156	40	224.6
KAREN RICHARDSON	\$64,104	47	222.0
JACOB LINGARD	\$43,421	32	136.9
DARYL TEUSCHER	\$38,574	25	131.5
LENA PERMANN	\$40,493	19	115.4
KOLTER JEPPESEN	\$28,568	15	74.0
GRANT MOSES	\$22,850	14	62.3
BRITTNEY SMITH	\$24,000	13	60.0
JAKE JOHNSTON	\$2,431	2	4.4