



COVERAGE

AGENT REPORTS



JUNE 2020

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NEW SALES RESULTS THROUGH JUNE 30, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
NEIL JENSEN	\$67,877	156.4
STEVEN ZAMORA	\$47,198	129.2
KENDON PERRY	\$44,739	113.7
REDGE SORENSON	\$37,461	105.4
ANTHONY NICHOLS	\$27,279	96.8
VAUGHN PRICE	\$34,361	93.3
KEEFAN CARON	\$20,722	85.7
ANDREW MEYER	\$33,384	82.8
WALTER DINNING	\$26,469	80.5
WAYNE HUNGATE	\$38,467	80.5

MONTHLY LEADER



NEIL JENSEN

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$226,800	584.7
NEIL JENSEN	\$203,538	552.0
STEVEN ZAMORA	\$188,173	533.2
KEEFAN CARON	\$144,252	448.7
TRUDY CRAWFORD	\$166,847	439.3
ANDREW MEYER	\$181,043	433.5
REDGE SORENSON	\$135,272	430.2
WAYNE HUNGATE	\$176,625	422.6
VAUGHN PRICE	\$120,781	415.7
DARIN PFOST	\$143,896	375.3

YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH JUNE 30, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$33,384	82.8
JACOB ANDRUS	\$24,177	72.2
ANDREW SCOTT	\$15,435	54.9
CODY CHAVERS	\$20,405	48.4
JOLENE ZOLLINGER	\$13,346	42.8
SANDRA SPREIER	\$13,688	36.7
JACE SPARROW	\$12,212	27.2
DAKOTA STALLIONS	\$12,556	26.6
LEANN PULLMAN	\$10,166	26.1
STEVEN CLARK	\$4,237	23.7

MONTHLY ROOKIE LEADER



ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$181,043	433.5
JACOB ANDRUS	\$101,008	286.4
ANDREW SCOTT	\$89,959	249.4
JOLENE ZOLLINGER	\$80,061	217.6
LEANN PULLMAN	\$80,802	192.3
DAKOTA STALLIONS	\$62,266	165.7
STEVEN CLARK	\$48,082	144.1
JACE SPARROW	\$59,546	137.5
DANIEL NEUENFELDT	\$32,651	108.1
CODY CHAVERS	\$43,208	105.2

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH JUNE 30, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MARCY BRODINE	\$5,444	17.9
BRETT BARTON	\$7,312	17.3
PERRY SHANK	\$4,767	17.3
TAYLOR MINK	\$3,868	13.9
JOSEPH RICHARDS	\$2,684	12.7
VAUGHN PRICE	\$4,948	12.5
WALTER DINNING	\$2,994	10.5
TOM GALLUP	\$2,987	10.5
KRIS BURKE	\$2,684	10.2
ELI HANSEN	\$1,490	6.5

FARM & RANCH MONTHLY LEADER



MARCY BRODINE

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MARCY BRODINE	\$25,163	85.2
WAYNE HUNGATE	\$34,014	64.0
DARIN PFOST	\$32,164	57.2
JOLENE ZOLLINGER	\$21,153	53.7
BART CROFOOT	\$11,046	46.1
KEVIN DEGN	\$15,565	45.6
VAUGHN PRICE	\$13,858	43.9
NEIL JENSEN	\$15,239	37.7
LYNNAE GLIEGE	\$13,981	34.0
TODD BURKE	\$7,542	30.0

FARM & RANCH YTD LEADER



MARCY BRODINE

NEW SALES RESULTS THROUGH JUNE 30, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
NEIL JENSEN	\$30,995	73.5
REDGE SORENSON	\$26,823	71.8
ANTHONY NICHOLS	\$17,485	70.0
MICHAEL ASKER	\$27,239	62.2
KEEFAN CARON	\$6,830	46.8
PHIL ZEMAITIS	\$22,199	44.6
ELI HANSEN	\$15,787	43.2
BRANDT LESLIE	\$7,398	42.4
DALE ZIMNEY	\$4,322	41.8
BEA SPEAKMAN	\$10,183	40.2

BOP/CPP MONTHLY LEADER



NEIL JENSEN

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$106,671	299.1
WAYNE HUNGATE	\$95,161	250.1
REDGE SORENSON	\$58,771	233.7
NEIL JENSEN	\$72,115	222.1
ANTHONY NICHOLS	\$48,700	218.7
BRANDT LESLIE	\$127,952	217.9
PHIL ZEMAITIS	\$70,241	195.2
DARIN PFOST	\$61,922	179.3
VAUGHN PRICE	\$34,853	169.8
DALE ZIMNEY	\$29,336	169.3

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH JUNE 30, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$40,880	97.9
NEIL JENSEN	\$36,882	82.9
KENDON PERRY	\$35,795	79.8
ANDREW MEYER	\$32,728	74.7
TRUDY CRAWFORD	\$24,646	63.6
JACOB ANDRUS	\$21,655	59.7
VAUGHN PRICE	\$21,632	55.6
ROBERT ELLIS	\$19,714	48.7
CODY CHAVERS	\$20,405	48.4
NORMAN FUNK	\$19,618	47.6

PERSONAL LINES MONTHLY LEADER



STEVEN ZAMORA

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
TRUDY CRAWFORD	\$166,070	416.1
STEVEN ZAMORA	\$159,647	404.7
ANDREW MEYER	\$169,497	369.5
RYAN PEARSON	\$132,835	302.8
NEIL JENSEN	\$116,184	292.2
KEEFAN CARON	\$114,503	291.5
KENDON PERRY	\$120,014	283.0
JACOB ANDRUS	\$97,719	255.7
ZAK POPEJOY	\$111,012	252.0
RYAN BECKNER	\$86,051	217.1

PERSONAL LINES YTD LEADER



TRUDY CRAWFORD

NEW SALES RESULTS THROUGH JUNE 30, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KENDON PERRY	\$226,800	104	584.7
STEVEN ZAMORA	\$188,173	113	533.2
RYAN BECKNER	\$115,019	63	373.5
JERRY SPRAY	\$111,307	64	343.3
BEA SPEAKMAN	\$103,153	68	306.2
MICHAEL ASKER	\$96,204	50	278.2
WALTER DINNING	\$75,578	62	274.5
ANDREW SCOTT	\$89,959	47	249.4
JOSEPH RICHARDS	\$78,661	38	229.1
JOHN NISHIMOTO	\$55,042	40	204.5
JOHN MARKS	\$66,578	47	203.6
TIMOTHY KASPER	\$42,990	36	146.5
SHAWN QUINN	\$40,215	31	139.1
MARK VANDERWALL	\$48,697	28	131.7
DANIEL NEUENFELDT	\$32,651	22	108.1
DOUG WHEELLOCK	\$37,846	28	104.8
CHIP QUADE	\$35,692	20	96.7
ROBERT STOWELL	\$27,496	21	86.0
SAMUEL ROGERS	\$8,858	10	38.1



**KENDON PERRY,
YTD LEADER**

NEW SALES RESULTS THROUGH JUNE 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEEFAN CARON	\$144,252	89	448.7
TRUDY CRAWFORD	\$166,847	92	439.3
ANDREW MEYER	\$181,043	123	433.5
WAYNE HUNGATE	\$176,625	55	422.6
DARIN PFOST	\$143,896	64	375.3
ANTHONY NICHOLS	\$95,458	66	346.5
LYNNAE GLIEGE	\$99,714	57	314.2
LEE POUNDS	\$101,878	60	299.9
DALE ZIMNEY	\$74,985	56	293.0
CHRISTOPHER LARSEN	\$94,397	56	277.4
JARED HART	\$65,883	60	260.9
PAMELA RUSSOM	\$110,429	52	259.9
PHIL ZEMAITIS	\$93,438	34	259.4
SCOTT MALMSTROM	\$59,537	42	224.5
TAYLOR MINK	\$69,614	45	224.1
STUART BARRETT	\$68,457	42	206.4
ALEX SALINAS	\$74,071	38	205.5
HEATHER GROTHAUS	\$75,942	41	198.9
GILBERT TUNING	\$55,547	33	194.0
LEANN PULLMAN	\$80,802	34	192.3
JASON GARDNER	\$55,482	41	192.0
MARIO SALINAS	\$49,762	39	176.7
BRETT PAYNTER	\$55,552	29	174.8



**BRENT HUNTER,
DISTRICT MANAGER**



**KEEFAN CARON
YTD LEADER**

NEW SALES RESULTS THROUGH JUNE 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
VAN BARKUS	\$53,228	31	171.2
RICH SYKES	\$45,202	41	167.6
DAKOTA STALLIONS	\$62,266	34	165.7
KERRY BAXTER	\$44,750	31	165.2
DYLAN PEASE	\$62,437	38	158.4
RYAN PORTER	\$58,114	36	157.6
LUPE FRY	\$55,085	29	151.5
RICHARD PERCIVAL	\$47,636	30	149.6
JOHN HILL	\$47,569	31	138.5
KERRY HARRIS	\$38,206	26	136.7
RODNEY BIRD	\$30,227	26	125.7
JUSTIN PONTIUS	\$42,495	26	114.9
CODY CHAVERS	\$43,208	24	105.2
DREW LAAN	\$41,705	23	104.2
BRIAN WALTERS	\$37,752	23	100.2
GRANT ROSANDICK	\$36,679	26	95.1
MICHAEL WARWICK	\$21,457	14	92.9
ERIC WILKINS	\$19,731	17	87.3
JERRY VON BRETHORST	\$28,254	13	84.2
KELLIE MCMILLAN	\$21,925	18	74.9
SANDRA SPREIER	\$19,177	9	48.2
NORMAN LACOMBE	\$18,373	8	39.4

NEW SALES RESULTS THROUGH JUNE 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION



**SCOTT BADGER,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ROBERT ELLIS	\$126,477	54	324.4
MARCY BRODINE	\$80,521	47	297.4
ELI HANSEN	\$76,475	48	250.9
TRAVIS TERRY	\$74,824	41	249.8
BEATRIZ GUZMAN	\$81,973	55	239.4
LISA BOTHOF	\$77,269	47	226.7
STEPHEN WIDMER	\$70,944	40	224.9
BARRETT MCCLURE	\$45,606	28	177.5
CLINT VANBIEZEN	\$52,269	29	177.3
NORMAN FUNK	\$66,838	33	175.8
CHAD COX	\$58,652	29	167.6
JENNIFER COOK	\$57,643	38	163.6
PERRY SHANK	\$54,051	21	156.5
DONNA D'AMBRA	\$58,610	24	147.6
GARY BLISS	\$56,859	20	147.3
NEIL HAZELBAKER	\$47,666	38	147.2
JACE SPARROW	\$59,546	29	137.5
KRIS BURKE	\$53,220	24	137.2
GARREN TAYLOR	\$56,419	26	135.9
BRETT BARTON	\$49,875	21	124.3
JAMES POWELL	\$35,329	24	117.3



**ROB ELLIS,
YTD LEADER**



NEW SALES RESULTS THROUGH JUNE 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
PAUL JOHNSON	\$39,555	21	116.6
CINDY PACKARD	\$54,370	23	112.3
JARED HALL	\$32,390	23	106.4
PAUL DEWITT	\$28,717	19	93.7
DAVID NEVAREZ	\$34,439	17	91.9
STETZEN BAILEY	\$33,680	23	90.1
RYAN REX	\$36,931	18	89.4
RON SILVERS	\$22,382	13	79.8
CAMERON CARRICO	\$23,967	19	64.0
DEBBIE FLANDRO	\$11,981	7	56.0
KURT GEARY	\$16,153	9	46.6

NEW SALES RESULTS THROUGH JUNE 30, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$203,538	88	552.0
REDGE SORENSON	\$135,272	85	430.2
VAUGHN PRICE	\$120,781	76	415.7
RYAN PEARSON	\$145,508	85	367.9
ZAK POPEJOY	\$133,389	69	366.8
BRANDT LESLIE	\$172,703	35	349.6
BART CROFOOT	\$119,224	62	348.7
MATT ANDERSON	\$115,059	59	333.5
JACOB ANDRUS	\$101,008	57	286.4
KYLE JEPPESEN	\$84,810	52	279.2
TODD BURKE	\$108,357	47	276.8
KENT JEPPESEN	\$80,227	47	253.7
ERICA CATT	\$85,777	40	243.2
RHETT PRICE	\$67,346	57	239.8
BROOKS LATIMORE	\$90,109	44	232.6
TROY FERGUSON	\$72,686	56	223.7
JOLENE ZOLLINGER	\$80,061	36	217.6
JARED NELSON	\$66,708	47	204.1
KEVIN DEGN	\$55,345	29	200.8
DERALD ARMSTRONG	\$57,354	35	189.3
JUSTIN NICHOLS	\$40,466	40	185.4



**VANCE NIELSEN,
DISTRICT MANAGER**



**NEIL JENSEN,
YTD LEADER**

NEW SALES RESULTS THROUGH JUNE 30, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RYAN HARRIGFELD	\$63,339	38	182.3
DOUGLAS JOHNSON	\$62,328	36	182.3
BRITAIN POTTER	\$53,875	25	176.3
CHRIS AXENTY	\$61,252	34	171.7
TOM GALLUP	\$46,525	38	163.5
RANDALL PITCHFORD	\$58,519	34	159.0
DOUGLAS GUTHRIE	\$53,344	32	146.8
STEVEN CLARK	\$48,082	30	144.1
JERRY PETERSEN	\$44,138	33	134.1
TREVOR CLARK	\$41,506	24	123.5
CRAIG STEPHENSON	\$41,266	24	122.3
DAVID COLPRON	\$35,330	23	118.3
KAREN RICHARDSON	\$36,807	25	116.8
SHANE KUNZ	\$41,513	22	110.0
BROCK MERRILL	\$24,323	17	89.8
DARYL TEUSCHER	\$20,784	16	77.8
JACOB LINGARD	\$25,634	19	77.6
LENA PERMANN	\$20,952	10	61.4
GRANT MOSES	\$15,298	9	37.8