



COVERAGE

AGENT REPORTS



MARCH 2021

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NEW SALES RESULTS THROUGH MARCH 31, 2021

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BEA SPEAKMAN	\$60,560	123.0
BART CROFOOT	\$47,376	117.3
RYAN HARRIGFELD	\$57,720	114.6
NEIL JENSEN	\$44,202	103.6
ANDREW MEYER	\$44,157	97.6
ELI HANSEN	\$34,880	90.9
JOHN NISHIMOTO	\$26,166	84.1
MICHAEL ASKER	\$33,506	82.5
ROBERT ELLIS	\$30,682	80.2
JARED HART	\$27,071	78.5

MONTHLY LEADER



BEA SPEAKMAN

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BEA SPEAKMAN	\$129,771	286.8
ANDREW MEYER	\$129,393	271.9
MICHAEL ASKER	\$111,099	242.5
STEVEN ZAMORA	\$91,979	222.0
KEEFAN CARON	\$52,482	220.0
NEIL JENSEN	\$98,763	218.7
ZAK POPEJOY	\$80,844	216.8
JERRY SPRAY	\$99,103	209.1
JARED HART	\$76,540	206.5
RYAN HARRIGFELD	\$94,405	199.3

YTD LEADER



BEA SPEAKMAN

NEW SALES RESULTS THROUGH MARCH 31, 2021

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
SARAH ROBIE	\$28,458	54.4
ANDREW SCOTT	\$13,554	45.5
RILEY JEPPESEN	\$20,266	45.2
JOLENE ZOLLINGER	\$16,851	44.3
DUSTY BRYANT	\$12,286	42.2
JACE SPARROW	\$16,649	41.1
BRITTNEY SMITH	\$20,025	38.5
JANEL HOLMES	\$22,785	33.8
JAKE JOHNSTON	\$14,334	28.3
KYLE CASEY	\$15,978	27.4

MONTHLY ROOKIE LEADER



SARAH ROBIE

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW SCOTT	\$52,004	131.0
JACE SPARROW	\$50,692	125.6
DUSTY BRYANT	\$35,492	108.9
SARAH ROBIE	\$49,155	108.1
JANEL HOLMES	\$54,051	105.5
KYLE CASEY	\$41,135	94.6
TAGG JEPPESEN	\$32,321	91.8
RILEY JEPPESEN	\$35,782	82.7
BRITTNEY SMITH	\$39,956	80.5
JOLENE ZOLLINGER	\$22,731	66.1

YTD ROOKIE LEADER



ANDREW SCOTT

NEW SALES RESULTS THROUGH MARCH 31, 2021

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$20,546	38.1
KRIS BURKE	\$17,292	24.8
RYAN HARRIGFELD	\$11,766	19.3
RILEY JEPPESEN	\$4,998	12.5
DOUGLAS JOHNSON	\$4,454	12.0
JACOB LINGARD	\$3,598	11.1
DREW LAAN	\$4,631	9.6
ANDREW SCOTT	\$1,663	9.2
ELI HANSEN	\$3,061	8.1
BRANDT LESLIE	\$57	7.6

FARM & RANCH MONTHLY LEADER



MIKE ASKER

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$29,624	57.1
DARIN PFOST	\$20,102	30.1
ANDREW SCOTT	\$14,970	30.0
RYAN HARRIGFELD	\$16,393	28.9
MARK VANDERWALL	\$20,578	28.1
KRIS BURKE	\$17,292	24.8
DREW LAAN	\$13,765	23.8
DOUGLAS GUTHRIE	\$10,045	22.6
PAUL JOHNSON	\$14,905	22.4
ELI HANSEN	\$4,775	17.3

FARM & RANCH YTD LEADER



MIKE ASKER

NEW SALES RESULTS THROUGH MARCH 31, 2021

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BEA SPEAKMAN	\$46,743	94.2
BART CROFOOT	\$18,569	63.5
JOHN NISHIMOTO	\$12,097	59.6
REDGE SORENSON	\$23,707	56.1
ROBERT ELLIS	\$16,130	53.6
STEPHEN WIDMER	\$10,919	53.4
ALEX SALINAS	\$17,174	49.6
JASON GARDNER	\$31,327	48.8
DARIN PFOST	\$15,887	48.4
GARY BLISS	\$20,803	48.3

BOP/CPP MONTHLY LEADER



BEA SPEAKMAN

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BEA SPEAKMAN	\$87,451	195.0
KEEFAN CARON	\$17,500	125.0
MICHAEL ASKER	\$45,469	117.9
JARED HART	\$26,050	111.0
ROBERT ELLIS	\$42,163	106.6
REDGE SORENSON	\$36,508	103.9
STEPHEN WIDMER	\$22,853	102.8
DALE ZIMNEY	\$19,669	102.1
CHRISTOPHER LARSEN	\$53,931	101.4
RYAN BECKNER	\$34,580	99.5

BOP/CPP YTD LEADER



BEA SPEAKMAN

NEW SALES RESULTS THROUGH MARCH 31, 2021

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
NEIL JENSEN	\$40,722	77.7
ANDREW MEYER	\$38,416	74.4
ANDREW SCOTT	\$38,416	74.4
JACOB ANDRUS	\$32,637	65.6
RYAN PEARSON	\$39,864	60.9
RYAN HARRIGFELD	\$25,569	55.1
BART CROFOOT	\$28,807	53.8
ELI HANSEN	\$28,105	51.6
ZAK POPEJOY	\$23,280	51.3
JERRY SPRAY	\$27,630	50.6

PERSONAL LINES MONTHLY LEADER



NEIL JENSEN

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$110,881	210.9
NEIL JENSEN	\$84,648	164.7
JERRY SPRAY	\$89,389	164.4
RYAN PEARSON	\$75,825	127.8
STEVEN ZAMORA	\$70,008	125.0
JACOB ANDRUS	\$58,373	119.4
ZAK POPEJOY	\$57,644	118.6
RYAN HARRIGFELD	\$54,142	116.6
RHETT PRICE	\$46,543	104.5
TROY FERGUSON	\$43,587	98.6

PERSONAL LINES YTD LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH MARCH 31, 2021

NORTH IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
BEA SPEAKMAN	\$129,771	49	286.8
MICHAEL ASKER	\$111,099	39	242.5
STEVEN ZAMORA	\$91,979	43	222.0
JERRY SPRAY	\$99,103	48	209.1
JOHN NISHIMOTO	\$63,921	37	181.8
RYAN BECKNER	\$68,261	36	176.2
KENDON PERRY	\$59,610	42	173.1
JOSEPH RICHARDS	\$44,742	33	147.7
WALTER DINNING	\$58,112	33	137.1
ANDREW SCOTT	\$52,004	29	131.0
JOHN MARKS	\$44,592	26	117.0
MARK VANDERWALL	\$62,851	20	111.8
SARAH ROBIE	\$49,155	20	108.1
JANEL HOLMES	\$54,051	22	105.5
KYLE CASEY	\$41,135	23	94.6
SHAWN QUINN	\$36,875	24	92.4
TIMOTHY KASPER	\$20,946	13	67.9
KYLE PERRY	\$27,479	14	65.9
DOUG WHEELOCK	\$16,201	10	46.2
CHIP QUADE	\$19,340	8	37.3
DANIEL NEUENFELDT	\$5,602	3	15.0



BEN RAE,
DISTRICT MANAGER



BEA SPEAKMAN
YTD LEADER

NEW SALES RESULTS THROUGH MARCH 31, 2021



TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ANDREW MEYER	\$129,393	74	271.9
KEEFAN CARON	\$52,482	50	220.0
JARED HART	\$76,540	40	206.5
DARIN PFOST	\$67,984	25	169.9
CHRISTOPHER LARSEN	\$85,756	24	162.2
JASON GARDNER	\$71,933	26	153.3
ERIC WILKINS	\$50,387	38	138.8
JOHN HILL	\$61,507	21	138.0
DALE ZIMNEY	\$31,700	30	137.2
LYNNAE GLIEGE	\$50,138	24	131.1
ALEX SALINAS	\$53,966	28	130.9
LEE POUNDS	\$50,689	30	120.1
ANTHONY NICHOLS	\$36,690	20	118.1
LEANN PULLMAN	\$39,924	24	114.9
DUSTY BRYANT	\$35,492	23	108.9
HEATHER GROTHAUS	\$49,504	26	107.9
TAYLOR MINK	\$34,835	20	102.3
SCOTT MALMSTROM	\$30,496	20	99.9
GILBERT TUNING	\$36,635	25	91.6
VAN BARKUS	\$29,645	19	90.6
TRUDY CRAWFORD	\$38,633	25	88.1



ANDREW MEYER,
YTD LEADER

NEW SALES RESULTS THROUGH MARCH 31, 2021



TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RICH SYKES	\$31,276	26	86.7
KERRY BAXTER	\$30,603	17	84.6
PAMELA RUSSOM	\$32,351	21	80.8
DREW LAAN	\$34,686	18	77.7
WAYNE HUNGATE	\$32,013	16	76.9
RICHARD PERCIVAL	\$25,634	19	75.1
RYAN PORTER	\$19,645	10	71.6
RODNEY BIRD	\$22,129	12	68.6
MARIO SALINAS	\$17,318	17	67.3
STUART BARRETT	\$18,449	17	65.9
BRETT PAYNTER	\$21,493	14	65.4
PHIL ZEMAITIS	\$9,114	13	64.4
CODY CHAVERS	\$21,640	12	61.6
BRIAN WALTERS	\$28,845	13	60.3
LUPE FRY	\$23,455	8	52.9
DAKOTA STALLIONS	\$13,844	9	43.3
GRANT ROSANDICK	\$10,658	11	39.6
DAVE CEREGHINO	\$10,102	5	30.5
KERRY HARRIS	\$5,817	8	28.7
NORMAN LACOMBE	\$10,437	6	21.9
SANDRA SPREIER	\$3,408	2	7.8

NEW SALES RESULTS THROUGH MARCH 31, 2021



MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ELI HANSEN	\$71,555.8	35	197.0
ROBERT ELLIS	\$74,047.0	26	177.5
STEPHEN WIDMER	\$35,957.9	29	131.9
JACE SPARROW	\$50,692.2	26	125.6
GARREN TAYLOR	\$46,907.9	24	120.9
JENNIFER COOK	\$48,858.0	19	118.8
CAMERON CARRICO	\$44,995.4	20	117.0
PERRY SHANK	\$70,151.4	9	113.1
MARCY BRODINE	\$37,862.6	26	112.8
GARY BLISS	\$44,960.5	16	112.4
TRAVIS TERRY	\$34,067.1	21	104.1
JAMES POWELL	\$34,714.3	17	101.1
KRIS BURKE	\$37,141.9	16	98.1
CLINT VANBIEZEN	\$29,049.4	19	92.5
DONNA D'AMBRA	\$34,732.1	18	92.2
NORMAN FUNK	\$46,187.7	17	92.2
PAUL JOHNSON	\$33,774.9	13	77.7
CHAD COX	\$23,395.6	14	75.4
CINDY PACKARD	\$24,138.8	11	67.1
RYAN REX	\$27,807.8	17	65.8
LISA BOTHOF	\$17,838.5	18	65.3



SCOTT BADGER,
DISTRICT MANAGER



ELI HANSEN,
YTD LEADER

NEW SALES RESULTS THROUGH MARCH 31, 2021



MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
BARRETT MCCLURE	\$12,916.4	12	58.4
JARED HALL	\$16,964.8	15	48.9
RON SILVERS	\$31,333.7	4	48.3
NEIL HAZELBAKER	\$15,794.4	11	44.3
STETZEN BAILEY	\$18,266.6	11	44.2
BRETT BARTON	\$16,984.3	11	42.1
KEVIN MAW	\$16,849.0	11	37.8
DAVID NEVAREZ	\$10,993.2	9	30.5
PAUL DEWITT	\$10,771.5	6	29.2
KURT GEARY	\$6,394.2	8	25.8

NEW SALES RESULTS THROUGH MARCH 31, 2021



EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$98,763	47	218.7
ZAK POPEJOY	\$80,844	43	216.8
RYAN HARRIGFELD	\$94,405	38	199.3
TODD BURKE	\$78,746	30	181.2
BART CROFOOT	\$65,004	32	169.0
REDGE SORENSON	\$61,183	25	161.6
RYAN PEARSON	\$90,559	36	160.1
KYLE JEPPESEN	\$62,874	28	156.3
JACOB ANDRUS	\$64,490	39	150.5
MATT ANDERSON	\$54,808	29	138.3
RHETT PRICE	\$50,722	31	126.2
VAUGHN PRICE	\$39,511	34	126.0
JARED NELSON	\$46,045	27	115.5
TROY FERGUSON	\$47,646	31	115.1
DOUGLAS JOHNSON	\$40,977	28	114.5
JUSTIN NICHOLS	\$39,217	21	103.2
JACOB LINGARD	\$40,280	22	96.2
BRANDT LESLIE	\$38,025	16	94.0
TAGG JEPPESEN	\$32,321	17	91.8
KEVIN DEGN	\$41,340	17	88.8
ERICA CATT	\$30,037	18	85.0



VANCE NIELSEN,
DISTRICT MANAGER



NEIL JENSEN,
YTD LEADER

NEW SALES RESULTS THROUGH MARCH 31, 2021



EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
CHRIS AXENTY	\$31,875	22	83.8
RILEY JEPPESEN	\$35,782	16	82.7
BRITTNEY SMITH	\$39,956	23	80.5
DOUGLAS GUTHRIE	\$21,974	10	71.6
RANDALL PITCHFORD	\$20,270	17	71.2
JERRY PETERSEN	\$25,578	17	71.0
KAREN RICHARDSON	\$25,833	12	67.3
JOLENE ZOLLINGER	\$22,731	12	66.1
TREVOR CLARK	\$21,999	15	64.8
KOLTER JEPPESEN	\$20,240	17	58.7
DERALD ARMSTRONG	\$20,045	18	58.5
CRAIG STEPHENSON	\$20,201	13	48.2
DAVID COLPRON	\$17,490	19	47.0
TOM GALLUP	\$9,280	9	36.7
JAKE JOHNSTON	\$17,883	9	34.9
BROOKS LATIMORE	\$5,611	9	26.1
SHANE KUNZ	-\$5,627	11	16.8
KENT JEPPESEN	\$4,649	2	13.2
DARYL TEUSCHER	\$1,554	0	5.0
LENA PERMANN	\$450	2	2.5
GRANT MOSES	-\$4,034	0	1.0