



AGENT LIFE PRODUCTION

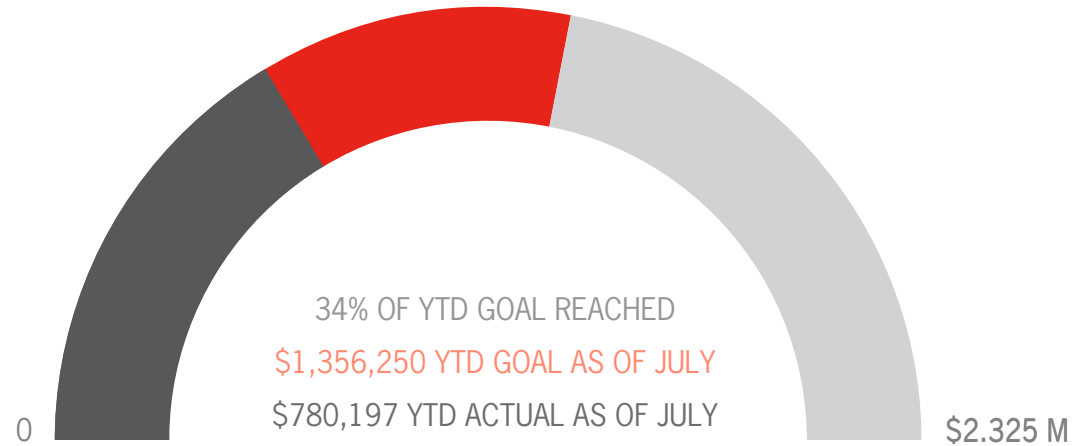


JULY 2020



NEW SALES RESULTS THROUGH JULY 31, 2020

LIFE CONTEST CREDIT: JULY ACTUAL, JULY GOAL, AND 2020 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
MAGIC VALLEY	10	\$57,956
NORTH IDAHO	15	\$25,228
EAST IDAHO	26	\$24,927
TREASURE VALLEY	14	\$21,573



**LIFE PRODUCTION DISTRICT OF THE MONTH
MAGIC VALLEY, SCOTT BADGER, DISTRICT MANAGER**

DISTRICT YTD LIFE PRODUCTION



DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	209	\$263,415
MAGIC VALLEY	103	\$192,490
TREASURE VALLEY	134	\$188,939
NORTH IDAHO	99	\$135,353

**LIFE PRODUCTION DISTRICT OF THE MONTH
EAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER**

NEW SALES RESULTS THROUGH JULY 31, 2020

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
KRIS BURKE	5	\$18,996
PERRY SHANK	0	\$18,475
KENDON PERRY	5	\$14,869
DONNA D'AMBRA	1	\$11,540
DARYL TEUSCHER	1	\$7,014
KEEFAN CARON	4	\$4,876
JOSEPH RICHARDS	4	\$4,676
PAUL DEWITT	1	\$4,006
TOM GALLUP	2	\$3,821
STUART BARRETT	1	\$3,810

LIFE LINES LEADER OF THE MONTH



KRIS BURKE

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	33	\$56,257
KENT JEPPESEN	36	\$50,220
PERRY SHANK	14	\$48,258
KRIS BURKE	16	\$44,364
NEIL JENSEN	11	\$34,409
TODD BURKE	18	\$29,238
DONNA D'AMBRA	6	\$28,674
GILBERT TUNING	3	\$22,797
DARIN PFOST	16	\$19,666
KERRY BAXTER	5	\$18,115

LIFE LINES AGENT YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH JULY 31, 2020

NORTH IDAHO YTD LIFE PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

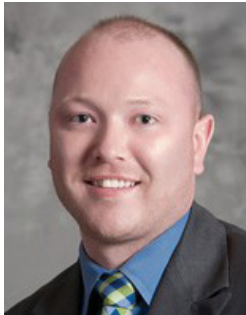
AGENT	APPS	CONTEST CREDIT
KENDON PERRY	33	\$56,257
JOHN NISHIMOTO	15	\$15,015
JOSEPH RICHARDS	11	\$12,594
STEVEN ZAMORA	7	\$9,317
JOHN MARKS	10	\$7,950
JERRY SPRAY	5	\$7,718
DANIEL NEUENFELDT	2	\$5,637
TIMOTHY KASPER	2	\$4,607
MICHAEL ASKER	2	\$3,593
SHAWN QUINN	1	\$3,314
RYAN BECKNER	2	\$2,826
ANDREW SCOTT	2	\$2,398
WALTER DINNING	3	\$2,034
DOUG WHEELLOCK	1	\$1,087
ROBERT STOWELL	2	\$511
SAMUEL ROGERS	0	\$281
MARK VANDERWALL	0	\$139
CHIP QUADE	1	\$67
BEA SPEAKMAN	0	\$0



**KENDON PERRY,
LIFE LINES
YTD LEADER**

NEW SALES RESULTS THROUGH JULY 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION



**BRENT HUNTER,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
GILBERT TUNING	3	\$22,797
DARIN PFOST	16	\$19,666
KERRY BAXTER	5	\$18,115
JOHN HILL	6	\$13,944
JARED HART	11	\$12,732
KEEFAN CARON	13	\$11,278
DALE ZIMNEY	3	\$10,721
LYNNAE GLIEGE	5	\$8,538
KERRY HARRIS	7	\$7,459
WAYNE HUNGATE	2	\$7,352
MARIO SALINAS	8	\$7,108
JASON GARDNER	6	\$5,514
PAMELA RUSSOM	5	\$4,269
STUART BARRETT	2	\$4,241
SCOTT MALMSTROM	4	\$3,704
LEE POUNDS	2	\$3,054
MICHAEL WARWICK	1	\$2,736
RICHARD PERCIVAL	4	\$2,435
TRUDY CRAWFORD	2	\$2,218
HEATHER GROTHAUS	1	\$2,131
BRIAN WALTERS	3	\$1,986
BRETT PAYNTER	2	\$1,830



**GILBERT TUNING,
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH JULY 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
RYAN PORTER	1	\$1,733
RICH SYKES	2	\$1,611
ANDREW MEYER	3	\$1,492
KELLIE MCMILLAN	3	\$1,280
CODY CHAVERS	1	\$1,116
LUPE FRY	1	\$1,100
LEANN PULLMAN	4	\$867
ANTHONY NICHOLS	1	\$776
ALEX SALINAS	0	\$769
TAYLOR MINK	1	\$705
PHIL ZEMAITIS	2	\$586
DREW LAAN	2	\$523
VAN BARKUS	0	\$472
CHRISTOPHER LARSEN	0	\$220
RODNEY BIRD	0	\$105
GRANT ROSANDICK	0	\$14
ERIC WILKINS	0	\$3
JUSTIN PONTIUS	0	\$0
DYLAN PEASE	0	\$0
DAKOTA STALLIONS	0	\$0
SANDRA SPREIER	0	\$0
NORMAN LACOMBE	0	\$0
DUSTY BRYANT	0	\$0

NEW SALES RESULTS THROUGH JULY 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION



**SCOTT BADGER,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
PERRY SHANK	14	\$48,258
KRIS BURKE	16	\$44,364
DONNA D'AMBRA	6	\$28,674
ELI HANSEN	9	\$15,404
NEIL HAZELBAKER	5	\$9,506
PAUL JOHNSON	8	\$6,125
ROBERT ELLIS	6	\$6,038
PAUL DEWITT	2	\$5,629
KURT GEARY	6	\$4,805
NORMAN FUNK	3	\$4,021
LISA BOTHOF	4	\$3,961
CLINT VANBIEZEN	5	\$2,791
DAVID NEVAREZ	3	\$1,998
MARCY BRODINE	3	\$1,918
TRAVIS TERRY	1	\$1,603
BEATRIZ GUZMAN	5	\$1,322
CHAD COX	2	\$1,165
BRETT BARTON	0	\$1,054
STEPHEN WIDMER	1	\$745
GARY BLISS	1	\$740



**PERRY SHANK,
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH JULY 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
RYAN REX	0	\$638
BARRETT MCCLURE	0	\$435
STETZEN BAILEY	1	\$331
JARED HALL	1	\$323
DEBBIE FLANDRO	0	\$265
GARREN TAYLOR	0	\$121
RON SILVERS	0	\$106
CINDY PACKARD	0	\$30
JENNIFER COOK	0	\$0
JAMES POWELL	0	\$0
CAMERON CARRICO	0	\$0
JACE SPARROW	0	\$0

NEW SALES RESULTS THROUGH JULY 31, 2020

EAST IDAHO YTD LIFE PRODUCTION



**VANCE NIELSEN,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	36	\$50,220
NEIL JENSEN	11	\$34,409
TODD BURKE	18	\$29,238
DERALD ARMSTRONG	14	\$16,435
JERRY PETERSEN	7	\$12,420
RHETT PRICE	10	\$11,650
ZAK POPEJOY	9	\$11,292
JACOB ANDRUS	22	\$10,592
KEVIN DEGN	4	\$10,461
DOUGLAS JOHNSON	4	\$9,562
KYLE JEPPESEN	8	\$7,485
DARYL TEUSCHER	1	\$7,239
RANDALL PITCHFORD	4	\$6,925
LENA PERMANN	6	\$6,889
BROOKS LATIMORE	7	\$5,587
TOM GALLUP	4	\$4,787
CHRIS AXENTY	4	\$4,339
DOUGLAS GUTHRIE	2	\$3,136
BART CROFOOT	4	\$2,430
MATT ANDERSON	5	\$2,116
JACOB LINGARD	4	\$2,042



**KENT JEPPESEN,
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH JULY 31, 2020

EAST IDAHO YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
REDGE SORENSON	8	\$2,038
DAVID COLPRON	4	\$1,697
STEVEN CLARK	1	\$1,550
ERICA CATT	1	\$1,343
JARED NELSON	2	\$1,341
GRANT MOSES	0	\$1,114
TROY FERGUSON	3	\$1,010
TREVOR CLARK	1	\$840
JOLENE ZOLLINGER	1	\$806
CRAIG STEPHENSON	0	\$771
BRANDT LESLIE	2	\$557
BROCK MERRILL	0	\$481
SHANE KUNZ	1	\$226
RYAN HARRIGFELD	1	\$186
VAUGHN PRICE	0	\$166
BRITAIN POTTER	0	\$21
KAREN RICHARDSON	0	\$14
JUSTIN NICHOLS	0	\$0
RYAN PEARSON	0	\$0