



COVERAGE

AGENT REPORTS



NOVEMBER 2021

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NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$38,011	91.5
VAUGHN PRICE	\$24,609	77.6
ANDREW MEYER	\$28,079	76.6
KYLE JEPPESEN	\$30,128	76.1
BEA SPEAKMAN	\$14,467	71.0
JACOB ANDRUS	\$25,756	67.8
GARREN TAYLOR	\$42,631	65.1
TRAVIS TERRY	\$21,354	60.9
ALEX SALINAS	\$14,683	60.7
JANEL HOLMES	\$28,146	60.6

MONTHLY LEADER



STEVEN ZAMORA,
NORTH IDAHO

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$434,962	1,054.0
BEA SPEAKMAN	\$364,402	895.9
NEIL JENSEN	\$344,696	849.7
JERRY SPRAY	\$372,464	838.0
ANDREW MEYER	\$335,821	818.8
KEEFAN CARON	\$253,194	806.7
KENDON PERRY	\$308,750	795.2
LYNNAE GLIEGE	\$245,702	755.7
DARIN PFOST	\$283,414	749.9
RILEY JEPPESEN	\$523,942	716.9

YTD LEADER



STEVEN ZAMORA,
NORTH IDAHO

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JANEL HOLMES	\$28,146	60.6
JACE SPARROW	\$23,136	54.1
JOSHUA WILSON	\$22,373	49.4
SANDRA GOMEZ	\$18,916	37.4
SARAH ROBIE	\$21,068	36.6
KYLE CASEY	\$19,738	34.2
CODY CHAVERS	\$13,586	33.6
KOLTER JEPPESEN	\$14,368	33.4
RILEY JEPPESEN	\$15,705	32.7
ROGER BERRETH	\$8,608	27.6

MONTHLY ROOKIE LEADER



JANEL HOLMES,
NORTH IDAHO

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JANEL HOLMES	\$252,535	578.5
JACE SPARROW	\$218,509	548.5
SARAH ROBIE	\$133,516	422.0
KYLE CASEY	\$171,322	405.8
DUSTY BRYANT	\$118,145	347.1
KYLE PERRY	\$123,441	310.9
BRITTNEY SMITH	\$133,006	287.0
CODY CHAVERS	\$70,327	209.3
KOLTER JEPPESEN	\$82,679	201.7
DAVE CEREGHINO	\$68,874	191.4

YTD ROOKIE LEADER



JANEL HOLMES,
NORTH IDAHO

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
GARREN TAYLOR	\$29,118	36.6
PERRY SHANK	\$5,293	12.8
JACE SPARROW	\$5,522	10.5
WAYNE HUNGATE	\$5,056	10.1
KERRY HARRIS	\$4,649	9.6
BRETT BARTON	\$3,828	6.3
JACOB LINGARD	\$2,307	4.8
MARIO SALINAS	\$207	2.7
STUART BARRETT	\$83	2.6
MARCY BRODINE	\$73	2.6

FARM & RANCH MONTHLY LEADER



GARREN TAYLOR,
MAGIC VALLEY

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$50,110	115.1
CHAD COX	\$85,075	92.6
DARIN PFOST	\$47,333	82.3
RANDALL PITCHFORD	\$41,933	74.4
TAYLOR MINK	\$33,105	73.1
KYLE JEPPESEN	\$22,065	54.6
KURT GEARY	\$26,037	53.5
BEA SPEAKMAN	\$26,007	51.0
PERRY SHANK	\$28,416	50.9
ELI HANSEN	\$19,220	49.2

FARM & RANCH YTD LEADER



MIKE ASKER,
NORTH IDAHO

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
VAUGHN PRICE	\$15,324	55.3
BEA SPEAKMAN	\$10,946	53.4
KYLE JEPPESEN	\$22,152	52.2
JOHN NISHIMOTO	\$13,385	43.4
STEVEN ZAMORA	\$12,169	39.7
MATT ANDERSON	\$8,798	36.3
SANDRA GOMEZ	\$18,408	35.9
CAMERON CARRICO	\$10,158	35.2
ANDREW MEYER	\$10,576	33.1
MARK VANDERWALL	\$12,919	32.9

BOP/CPP MONTHLY LEADER



VAUGHN PRICE,
EAST IDAHO

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LYNNAE GLIEGE	\$133,756	516.3
STEVEN ZAMORA	\$150,716	500.7
BEA SPEAKMAN	\$149,239	466.7
NEIL JENSEN	\$124,870	399.9
DARIN PFOST	\$123,946	396.4
KENDON PERRY	\$116,306	391.3
MATT ANDERSON	\$104,902	387.4
ANTHONY NICHOLS	\$75,866	380.9
KEEFAN CARON	\$64,596	372.1
REDGE SORENSON	\$105,688	365.7

BOP/CPP YTD LEADER



LYNNAE GLIEGE,
TREASURE VALLEY EAST

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$25,842.00	51.8
JANEL HOLMES	\$24,169.00	44.2
ANDREW MEYER	\$17,503.00	43.5
JACE SPARROW	\$17,578.00	41.1
JACOB ANDRUS	\$17,976.00	40.0
JOSHUA WILSON	\$16,769.00	33.8
TRAVIS TERRY	\$14,161.00	33.7
ALEX SALINAS	\$11,892.00	32.9
JOSEPH RICHARDS	\$16,193.00	32.2
LEE POUNDS	\$13,379.00	31.4

PERSONAL LINES MONTHLY LEADER



STEVEN ZAMORA,
NORTH IDAHO

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$270,318	598.3
STEVEN ZAMORA	\$284,246	553.2
JERRY SPRAY	\$279,346	517.3
NEIL JENSEN	\$218,802	443.8
KEEFAN CARON	\$181,815	420.3
KENDON PERRY	\$190,910	399.9
BEA SPEAKMAN	\$189,156	378.2
TROY FERGUSON	\$173,916	361.4
REDGE SORENSON	\$158,793	349.8
KYLE JEPPESEN	\$158,751	346.8

PERSONAL LINES YTD LEADER



ANDREW MEYER,
TREASURE VALLEY EAST

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

CROP HAIL YTD PRODUCTION

AGENT	DISTRICT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RILEY JEPPESEN	EAST IDAHO	\$375,720	4	385.7
PERRY SHANK	MAGIC VALLEY	\$33,088	2	38.1
GARY BLISS	MAGIC VALLEY	\$16,029	6	31.0
JARED HALL	SOUTHEAST IDAHO	\$18,881	4	28.9
STETZEN BAILEY	MAGIC VALLEY	\$17,669	2	22.7
DARIN PFOST	TREASURE VALLEY WEST	\$4,572	6	19.6
CHAD COX	SOUTHEAST IDAHO	\$8,062	2	13.1
JENNIFER COOK	MAGIC VALLEY	\$5,098	3	12.6
RHETT PRICE	SOUTHEAST IDAHO	\$2,365	4	12.4
MARCY BRODINE	MAGIC VALLEY	\$2,129	4	12.1
WALT DINNING	NORTH IDAHO	\$1,470	4	11.5
PAUL JOHNSON	MAGIC VALLEY	\$7,268	1	9.8
BRETT PAYNTER	TREASURE VALLEY WEST	\$1,336	3	8.8
CAMERON CARRICO	MAGIC VALLEY	\$2,764	2	7.8
JACE SPARROW	MAGIC VALLEY	\$5,253	1	7.8
BARRETT MCCLURE	MAGIC VALLEY	\$2,114	2	7.1
JARED HART	TREASURE VALLEY EAST	\$1,849	2	6.8
KRIS BURKE	SOUTHEAST IDAHO	\$1,609	2	6.6
CHIP QUADE	NORTH IDAHO	\$326	2	5.3



RILEY JEPPESEN,
EAST IDAHO
YTD LEADER



NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

CROP HAIL YTD PRODUCTION

AGENT	DISTRICT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KURT GEARY	MAGIC VALLEY	\$1,780	1	4.3
STU BARRETT	TREASURE VALLEY EAST	\$842	1	3.3
NEIL JENSEN	EAST IDAHO	\$733	1	3.2
KERRY HARRIS	TREASURE VALLEY WEST	\$639	1	3.1
SARAH ROBIE	NORTH IDAHO	\$517	1	3.0
DERALD ARMSTRONG	SOUTHEAST IDAHO	\$350	1	2.9
PAMELA RUSSOM	TREASURE VALLEY WEST	\$293	1	2.8
MARK VANDERWALL	NORTH IDAHO	\$164	1	2.7
KEVIN DEGN	SOUTHEAST IDAHO	\$52	1	2.6



NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

COMMERCIAL AND FARM & RANCH WINS

LINE	TOTAL NEW PREMIUM
BUSINESS OWNERS POLICY	
APARTMENT COMPLEX	\$18,868
SELF-STORAGE	\$11,352
MOTEL	\$7,281
FARM AND RANCH	
CROP/LIVESTOCK	\$29,107
CROP/LIVESTOCK	\$11,341
ROW CROP	\$8,553
CROP	\$5,459
CROP/LIVESTOCK	\$5,056
COMMERCIAL PACKAGE POLICY	
EXCAVATION COMPANY	\$7,294
CARPET CLEANING COMPANY	\$6,524
INTERIOR/EXTERIOR PAINTER	\$5,441
RESTAURANT/CATERER/BAKERY	\$5,002

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

FINANCE LOAN YTD LEADERBOARD: TOP TEN



BRETT FUHRIMAN,
DIRECTOR OF FINANCE

AGENT	LOANS	LOAN VALUE
ELI HANSEN	54	\$1,629,768
KYLE JEPPESEN	57	\$1,525,406
TRAVIS TERRY	50	\$930,749
STEVEN ZAMORA	37	\$571,079
JOHN MARKS	15	\$567,770
NEIL JENSEN	21	\$533,744
SHAWN QUINN	27	\$528,775
RANDY PITCHFORD	19	\$365,540
CHRIS AXENTY	29	\$349,208
KAREN RICHARDSON	20	\$260,553



ELI HANSEN
MAGIC VALLEY
YTD LEADER

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
STEVEN ZAMORA	\$434,962	141	1,053.9
BEA SPEAKMAN	\$364,402	186	895.9
JERRY SPRAY	\$372,464	153	837.9
KENDON PERRY	\$308,750	122	795.3
MIKE ASKER	\$285,537	90	686.0
JOHN NISHIMOTO	\$267,747	84	645.8
RYAN BECKNER	\$221,748	87	629.3
JOSEPH RICHARDS	\$218,005	117	626.0
JANEL HOLMES	\$252,535	108	578.5
WALT DINNING	\$187,873	95	486.4
SARAH ROBIE	\$133,516	79	422.0
KYLE CASEY	\$171,322	81	405.8
SHAWN QUINN	\$134,129	51	364.1
JOHN MARKS	\$135,706	67	341.2
MARK VANDERWALL	\$150,756	90	312.2
KYLE PERRY	\$123,441	62	310.9
TIM KASPER	\$103,125	39	266.6
DOUG WHEELLOCK	\$55,491	62	162.5
CHIP QUADE	\$71,322	15	157.3
COLEMAN FRANK	\$12,875	6	26.4



**STEVEN ZAMORA,
YTD LEADER
NORTH IDAHO**

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

TREASURE VALLEY EAST YTD P&C PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ANDREW MEYER	\$335,821	197	818.8
KEEFAN CARON	\$253,194	126	806.7
LYNNAE GLIEGE	\$245,702	105	755.7
JARED HART	\$210,066	95	637.1
ALEX SALINAS	\$208,990	99	552.5
DALE ZIMNEY	\$163,745	104	537.2
SCOTT MALMSTROM	\$160,631	89	464.6
CHRIS LARSEN	\$195,508	77	459.0
VAN BARKUS	\$115,893	57	368.4
KERRY BAXTER	\$131,976	58	364.0
PHIL ZEMAITIS	\$89,562	46	317.1
MARIO SALINAS	\$97,054	47	309.6
ROD BIRD	\$76,921	29	292.9
RICH SYKES	\$86,510	68	292.0
GILBERT TUNING	\$92,919	64	290.9
STU BARRETT	\$98,465	51	282.0
RICHARD PERCIVAL	\$98,813	46	278.3
TRUDY CRAWFORD	\$112,405	64	268.4
GRANT ROSANDICK	\$86,652	78	260.7
DAKOTA STALLIONS	\$108,771	41	255.8
BRIAN WALTERS	\$89,977	53	232.5
JOSHUA WILSON	\$22,891	13	51.9
ZAK BURKARD	\$14,480	6	25.5
TOM CAHILL	\$1,953	2	4.0



ANDREW MEYER,
YTD LEADER
TREASURE VALLEY EAST

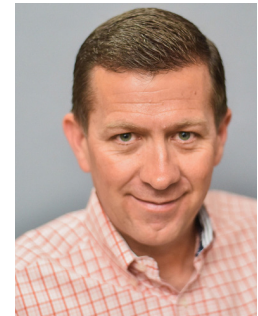
NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

TREASURE VALLEY WEST YTD P&C PRODUCTION



JAMIE MASON,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
DARIN PFOST	\$283,414	96	749.9
TONY NICHOLS	\$149,405	93	543.4
TAYLOR MINK	\$169,356	61	421.4
JASON GARDNER	\$154,586	64	411.6
JOHN HILL	\$186,877	60	403.4
PAMELA RUSSOM	\$146,065	84	394.1
ERIC WILKINS	\$136,090	118	376.6
LEE POUNDS	\$138,280	91	368.3
DUSTY BRYANT	\$118,145	68	347.1
HEATHER GROTHAUS	\$131,064	68	301.1
LEANN PULLMAN	\$101,321	59	286.3
WAYNE HUNGATE	\$88,416	77	254.4
BRETT PAYNTER	\$86,439	46	253.9
KERRY HARRIS	\$72,200	39	227.7
RYAN PORTER	\$86,398	39	224.4
CODY CHAVERS	\$70,327	47	209.3
DAVE CEREGHINO	\$68,874	36	191.4
LUPE FRY	\$68,474	43	162.5
NORMAN LACOMBE	\$25,970	20	62.0
ROGER BERRETH	\$12,238	6	33.2



DARIN PFOST,
YTD LEADER
TREASURE VALLEY WEST

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

MAGIC VALLEY YTD P&C PRODUCTION



KENT JEPPESEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ELI HANSEN	\$251,664	94	633.2
JACE SPARROW	\$218,509	96	548.5
ROB ELLIS	\$189,805	65	499.3
STEPHEN WIDMER	\$137,004	78	484.5
TRAVIS TERRY	\$155,496	65	462.5
MARCY BRODINE	\$146,483	87	456.0
JENNIFER COOK	\$165,027	109	439.0
GARREN TAYLOR	\$194,524	113	426.0
CLINT VANBIEZEN	\$171,841	84	405.3
PERRY SHANK	\$211,240	58	377.7
NORMAN FUNK	\$141,680	46	369.7
CAMERON CARRICO	\$105,844	50	353.3
JAMES POWELL	\$113,954	66	313.5
GARY BLISS	\$122,294	78	281.3
DONNA D'AMBRA	\$82,333	70	276.3
LISA BOTHOF	\$85,857	49	275.4
BARRETT MCCLURE	\$98,735	72	257.2
CINDY PACKARD	\$83,878	83	226.9
DAVID NEVAREZ	\$91,984	41	218.5
RYAN REX	\$91,313	56	200.3



ELI HANSEN,
YTD LEADER
MAGIC VALLEY



NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
STETZEN BAILEY	\$96,294	57	190.8
BRETT BARTON	\$80,937	36	185.9
PAUL JOHNSON	\$76,392	51	176.9
NEIL HAZELBAKER	\$50,105	50	171.6
KURT GEARY	\$63,986	17	165.0
SANDRA GOMEZ	\$24,749	6	46.2
NOLAN STOUDE	\$0	0	0.0

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

EAST IDAHO YTD P&C PRODUCTION



JUSTIN CHRISTENSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$344,696	83	849.7
RILEY JEPPESEN	\$523,942	54	716.9
REDGE SORENSON	\$264,481	100	715.5
KYLE JEPPESEN	\$257,573	119	673.1
MATT ANDERSON	\$236,942	81	641.4
VAUGHN PRICE	\$205,381	108	620.4
BART CROFOOT	\$196,075	93	536.6
RYAN HARRIGFELD	\$202,616	123	469.6
TROY FERGUSON	\$196,439	112	443.9
JUSTIN NICHOLS	\$181,814	89	427.8
JOLENE ZOLLINGER	\$132,531	67	361.5
TAGG JEPPESEN	\$153,643	60	345.6
TREVOR CLARK	\$96,008	92	266.0
JERRY PETERSEN	\$101,606	48	252.6
KOLTER JEPPESEN	\$82,679	51	201.7
KAREN RICHARDSON	\$55,381	26	160.4
CRAIG STEPHENSON	\$56,824	23	159.8
TOM GALLUP	\$35,533	26	144.0
DANIEL BEZZANT	\$28,714	18	64.7
BLAKE VAN ETEN	\$27,763	10	53.8
KAYSIE PERRY	\$8,181	39	19.2
SHERIDAN BIRD	\$0	0	0.0



NEIL JENSEN,
YTD LEADER
EAST IDAHO

NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

SOUTHEAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ZAK POPEJOY	\$235,695	88	670.2
TODD BURKE	\$238,376	74	575.9
JACOB ANDRUS	\$185,924	94	539.4
RHETT PRICE	\$154,616	87	485.1
DOUG JOHNSON	\$163,672	90	410.7
DERALD ARMSTRONG	\$139,036	68	403.5
CHAD COX	\$188,363	42	379.4
JARED NELSON	\$126,331	85	344.8
DOUG GUTHRIE	\$117,556	61	341.1
KRIS BURKE	\$135,160	67	336.2
ERICA CATT	\$124,027	69	325.5
KEVIN DEGN	\$119,626	68	303.1
BRITTNEY SMITH	\$133,006	53	287.0
BRANDT LESLIE	\$118,491	63	285.5
JARED HALL	\$115,230	62	284.2
CHRIS AXENTY	\$118,001	71	265.0
RANDY PITCHFORD	\$103,551	47	261.6
DAVID COLPRON	\$88,317	53	256.3
JACOB LINGARD	\$69,507	50	186.0
BROOKS LATIMORE	\$39,501	68	125.5



ZAK POPEJOY,
YTD LEADER
SOUTHEAST IDAHO



NEW SALES RESULTS THROUGH NOVEMBER 30, 2021

SOUTHEAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEVIN MAW	\$48,436	24	110.4
DARYL TEUSCHER	\$14,523	19	51.5
LENA PERMANN	\$16,157	61	39.2
GRANT MOSES	\$4,431	44	37.4
PRESTON WELLS	\$10,737	5	21.7