



COVERAGE

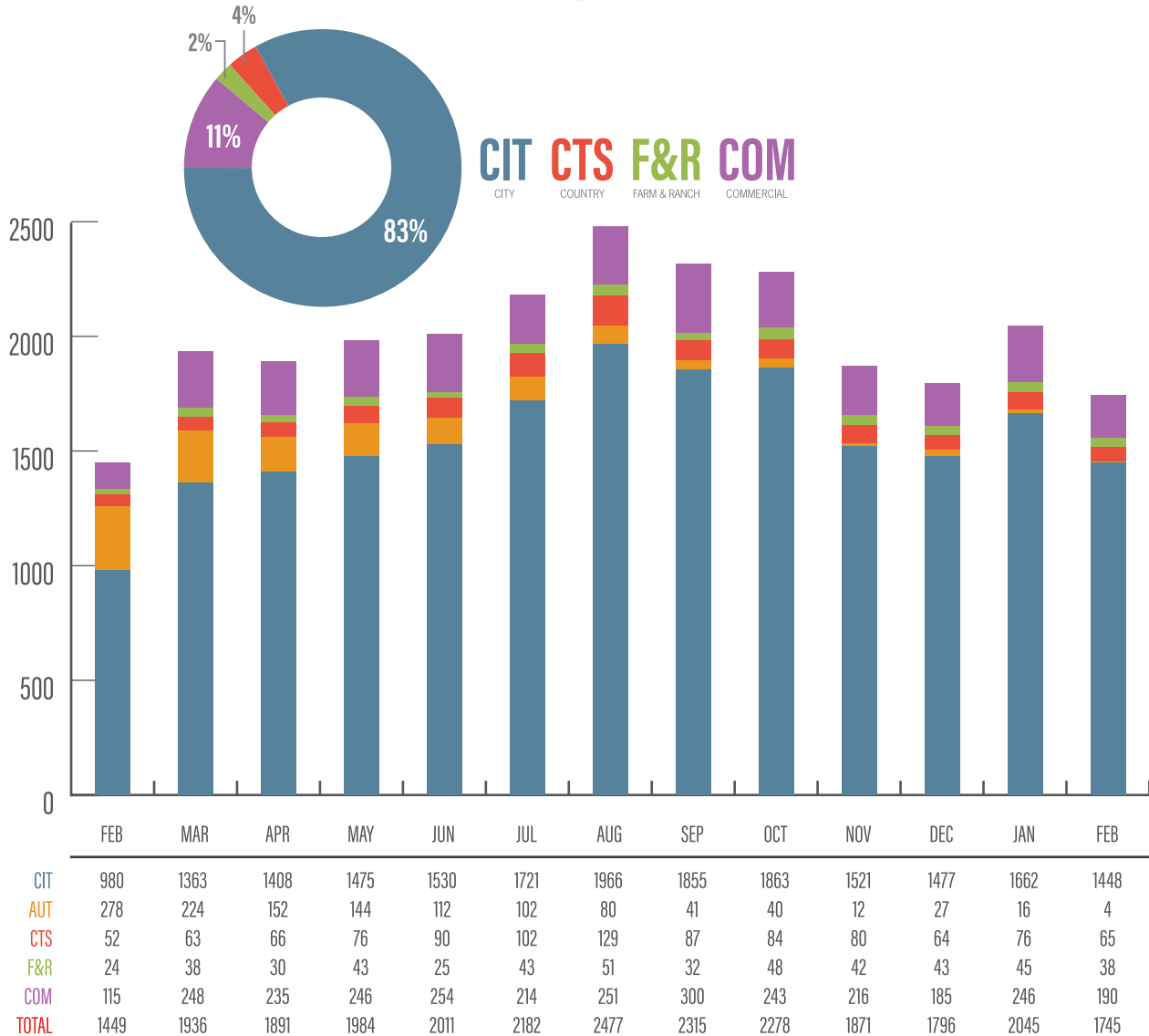
AGENT REPORTS

FEBRUARY 2019

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FEBRUARY 2019

APP COUNT



CURRENT

FEBRUARY 2019

REGIONAL PRODUCTION SUMMARY



BEN RAE
REGIONAL EXECUTIVE
NORTH IDAHO REGION



BRENT HUNTER
REGIONAL EXECUTIVE
TREASURE VALLEY REGION



SCOTT BADGER
REGIONAL EXECUTIVE
MAGIC VALLEY REGION



VANCE NIELSEN
REGIONAL EXECUTIVE
EASTERN IDAHO REGION



REGION	LIFE VOLUME	NEW PERS/COMM PREMIUM	TOTAL COMBINED
TREASURE VALLEY	8,712,014	395,752	9,107,766
EASTERN IDAHO	7,281,042	474,701	7,755,743
MAGIC VALLEY	6,862,000	254,017	7,116,017
NORTH IDAHO	5,232,000	138,087	5,370,087

FEBRUARY 2019

AGENT OF THE MONTH



KENDON PERRY
BONNER COUNTY

.....

Agent of the Month is the agent with the greatest monthly point total plus a minimum of \$1,000 LPCs.

Point totals are determined as follows:

- One point for each dollar of new FBM/WCC issued premium.
- Four points for each dollar of Life Production Credit.

REGION OF THE MONTH



BEN RAE
REGIONAL EXECUTIVE



SAM ROGERS
KOOTENAI COUNTY



WALT DINNING
BOUNDARY COUNTY



BOB STOWELL
BENEWAH COUNTY



DEAN JOHNSTON
KOOTENAI COUNTY



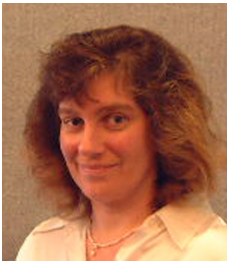
MIKE ASKER
IDAHO COUNTY



JOHN MARKS
BONNER COUNTY



TIM KASPER
NEZ PERCE COUNTY



REBECCA CHASE
CLEARWATER COUNTY



DOUG WHEELOCK
NEZ PERCE COUNTY



KENDON PERRY
BONNER COUNTY



SHAWN QUINN
KOOTENAI COUNTY

REGION OF THE MONTH



MARK VANDERWALL
IDAHO COUNTY



RYAN BECKNER
LATAH COUNTY



BEA SPEAKMAN
BONNER COUNTY



JOHN NISHIMOTO
KOOTENAI COUNTY



STEVEN ZAMORA
KOOTENAI COUNTY



JOSEPH RICHARDS
KOOTENAI COUNTY



JERRY SPRAY
KOOTENAI COUNTY

FEBRUARY 2019

TOP PRODUCERS

ISSUED LPC



KENDON PERRY
\$20,794

ISSUED FBL APPS



DARIN PFOF
7 APPLICATIONS

LIFE VOLUME



KENDON PERRY
\$1,860,000

FINANCE LOANS



TRAVIS TERRY
9 LOANS

NEW PERSONAL PREMIUM



REDGE SORENSON
\$39,189

NEW COMMERCIAL PREMIUM



ROB ELLIS
\$23,072

NEW PERS/COMM PREMIUM



REDGE SORENSON
\$51,544

TOTAL PERS/COMM PREMIUM



DARIN PFOF
\$664,515

ROOKIES

FEBRUARY 2019

TOP PRODUCERS

NEW PERSONAL PREMIUM



CAMERON CARRICO
\$24,288

NEW COMMERCIAL PREMIUM



LEANN PULLMAN
\$4,007

NEW PERS/COMM PREMIUM



CAMERON CARRICO
\$24,674

TOTAL PERS/COMM PREMIUM



LEANN PULLMAN
\$126,955

ISSUED FBL APPS



GRANT ROSANDICK

FINANCE LOANS



LEANN PULLMAN
1 LOAN

FEBRUARY 2019

SQUIRE HONOR ROLL



KEEFAN CARON

111 MONTHS

.....

GRANT MOSES	22
VAUGHN PRICE	22
TRAVIS TERRY	22
RHETT PRICE	20
JARED NELSON	20
KYLE JEPPESEN	18
TODD BURKE	18
ZAK POPEJOY	18
RYAN BECKNER	17
JOHN W HILL	16
WAYNE HUNGATE	15
TONY NICHOLS	14
RYAN PEARSON	14



SCOTT MALMSTROM

25 MONTHS

.....

REBECCA CHASE	13
BEA SPEAKMAN	13
LEE POUNDS	12
REDGE SORENSON	12
TROY FERGUSON	12
KERRY BAXTER	12
STEVEN ZAMORA	12
NORMAN FUNK	10
LYNNAE GLIEGE	10
WALT DINNING	8
JOSEPH RICHARDS	8
MARIO SALINAS	7
JENNIFER COOK	7



BROOKS LATIMORE

24 MONTHS

.....

BEA GUZMAN	7
JERRY T PETERSEN	6
STEPHEN WIDMER	6
ELI HANSEN	6
MARCY BRODINE	6
RICH SYKES	6
DARIN PFOST	5
JOHN MARKS	4
CHRIS AXENTY	3
RYAN HARRIGFELD	3
BRANDT LESLIE	3
TAYLOR MINK	3
JERRY SPRAY	3

Qualifying requirement is a minimum of four new Squires written per month for three consecutive months.

CURRENT

FEBRUARY 2019

AGENTS' PRODUCTION

PAGE 1 OF 4

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
PERRY KENDON - AA	20,794	3	1,860,000	1,578	-514	1,064	2
TUNING GILBERT	11,946	2	1,249,000	8,634	724	9,358	0
RUSSOM PAMELA	8,238	2	0	3,262	5,315	8,577	0
COX CHAD	7,239	5	620,000	2,296	-21	2,275	0
ASKER MICHAEL W	6,215	1	150,000	6,738	855	7,593	0
CHASE REBECCA	5,181	2	190,000	9,769	1,083	10,852	0
GLIEGE LYNNAE - AA	5,145	1	305,000	8,894	7,568	16,462	0
HART JARED - AA	5,085	2	325,000	21,837	5,353	27,190	0
RICHARDS JOSEPH	4,929	2	1,200,000	8,866	795	9,661	0
HUNGATE D WAYNE	3,849	3	990,000	12,316	2,025	14,341	0
PFOST DARIN - AA	3,680	7	920,000	13,309	4,766	18,075	0
PRICE RHETT M	3,559	1	100,000	11,108	435	11,543	1
SHANK PERRY E - AA	3,379	1	900,000	4,509	-364	4,145	0
GARDNER JASON B	3,080	4	1,035,000	1,708	2,445	4,153	2
DEGN KEVIN - AA	3,011	2	11,000	1,826	0	1,826	0
COLPRON DAVID	2,988	2	300,000	10,133	1,313	11,446	1
LESLIE BRANDT	2,911	3	700,000	10,662	1,374	12,036	0
ELLIS ROBERT - AA	2,797	3	924,000	6,400	23,072	29,472	0
BECKNER RYAN - AA	2,288	3	500,000	9,273	5,286	14,559	0
GUTHRIE DOUGLAS	2,061	2	0	9,909	2,653	12,562	0
PAYNTER BRETT - AA	1,949	3	325,000	3,189	4,062	7,251	1
CARON KEEFAN	1,864	3	1,200,000	21,282	358	21,640	0
JOHNSTON DEAN	1,505	1	500,000	2,191	1,896	4,087	1
JOHNSON PAUL	1,428	4	720,000	1,172	976	2,148	0
WIDMER STEPHEN	1,380	2	600,000	7,205	4,522	11,727	0
NEVAREZ DAVID - AA	1,288	3	175,000	4,434	4,526	8,960	0
GEARY KURT	1,288	2	760,000	675	219	894	0
JEPPESEN KENT E	1,266	0	0	9,097	2,968	12,065	0
POUNDS LEE	1,125	2	350,000	10,170	5,889	16,059	0
SPEAKMAN BEA	1,118	2	2,000	6,299	3	6,302	0
ARMSTRONG DERALD - AA	1,106	2	510,000	8,307	946	9,253	0
HANSEN ELI	1,045	2	850,000	11,332	4,175	15,507	9
ANDERSON MATT - AA	994	1	815,000	4,341	1,989	6,330	0

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
JENSEN NEIL - AA	977	2	275,000	15,604	457	16,061	1
PRICE VAUGHN	917	3	410,000	13,257	7,415	20,672	1
PETERSEN JERRY T	830	0	720,000	6,015	0	6,015	0
BARKUS VAN J	715	1	58,000	-781	174	-607	0
SALINAS MARIO A - AA	682	1	250,000	1,528	1,933	3,461	1
HAZELBAKER NEIL	603	0	152,000	2,777	345	3,122	1
FUNK NORMAN - AA	594	1	100,000	10,429	4,012	14,441	1
VANBIEZEN CLINT - AA	583	1	301,000	1,907	444	2,351	0
NICHOLS JUSTIN	571	2	550,000	7,738	2,915	10,653	0
DINNING WALTER - AA	560	1	500,000	2,336	0	2,336	2
ZIMNEY DALE - AA	560	0	0	-125	7,926	7,801	0
BARRETT STUART - AA	462	2	20,000	3,585	9,796	13,381	5
GROTHAUS HEATHER	443	1	25,000	10,006	1,191	11,197	0
MOSES GRANT	425	2	510,000	6,812	428	7,240	1
COOK JENNIFER	397	2	260,000	9,763	269	10,032	0
CRAWFORD TRUDY	374	2	275,000	25,168	905	26,073	0
NELSON JARED	313	1	350,000	11,406	4,282	15,688	1
HILL JOHN W	307	5	750,000	10,080	379	10,459	1
D'AMBRA DONNA - AA	296	1	250,000	1,582	-726	856	1
CATT ERICA K	265	1	250,000	2,020	196	2,216	0
ZAMORA STEVEN	243	1	200,000	29,330	3,915	33,245	0
GALLUP TOM - AA	225	0	0	2,036	1,105	3,141	0
PITCHFORD RANDALL	203	0	0	7,425	-646	6,779	0
DEWITT PAUL E	199	0	0	-225	0	-225	0
MALMSTROM SCOTT G	116	0	0	2,726	6,357	9,083	1
PERMANN J LENA - AA	77	0	0	10,465	-1,052	9,413	2
HARRIS KERRY	72	0	0	8,539	570	9,109	0
POPEJOY ZAK	65	0	20,042	38,402	11,838	50,240	1
MARKS JOHN E	56	0	0	9,829	1,470	11,299	1
JOHNSON DOUGLAS - AA	44	0	275,000	10,728	1,000	11,728	1
MERRILL BROCK	32	0	0	1,112	1,337	2,449	0
WARWICK MICHAEL	30	0	200,000	574	3,412	3,986	3
SHILL DOUGLAS - AA	28	0	400,000	4,503	2,443	6,946	0
VON BRETHORST JERRY	28	0	0	2,730	2,805	5,535	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
BURKE WILLIAM TODD	24	0	225,000	12,845	1,746	14,591	2
ROGERS SAMUEL A	20	0	50,000	-44	454	410	0
SILVERS RON	19	0	0	117	215	332	0
WILKINS ERIC	18	0	6,014	4,177	149	4,326	0
HARDY EILEEN N	17	0	0	466	400	866	1
WHEELOCK DOUG	16	0	0	2,127	1,096	3,223	0
FERGUSON TROY G - AA	16	0	100,000	3,315	0	3,315	1
BIRD RODNEY - AA	15	0	0	2,963	895	3,858	1
JEPPESEN KYLE K	14	0	0	13,175	2,850	16,025	0
FRY LUPE	14	0	0	1,817	1,263	3,080	0
FLANDRO DEBBIE	12	0	0	-90	1,603	1,513	0
HOLLAND RUSS C	11	0	250,000	682	-1,860	-1,178	1
NISHIMOTO JOHN	11	0	0	4,887	3,734	8,621	0
KASPER TIMOTHY - AA	9	0	80,000	3,725	399	4,124	0
QUINN SHAWN - AA	9	0	0	6,785	476	7,261	6
BARTON BRETT O - AA	8	0	0	4,430	-2,415	2,015	0
REX RYAN - AA	8	0	0	8,742	-1,015	7,727	1
ZEMAITIS PHIL	8	0	0	1,275	4,223	5,498	0
TAYLOR GARREN - AA	7	0	0	14,094	4,916	19,010	0
STOWELL ROBERT C	6	0	0	3,815	1,780	5,595	1
GUZMAN BEATRIZ - AA	6	0	0	13,429	3,976	17,405	1
LEACH R JOE	5	0	0	2,959	-17	2,942	1
KUNZ SHANE R	3	0	0	1,226	1,889	3,115	1
STEPHENSON CRAIG	3	0	0	7,727	1,765	9,492	0
POTTER BRITAIN	3	0	0	22,115	0	22,115	0
RICHARDSON KAREN	2	0	0	5,851	0	5,851	1
HALL JARED - AA	2	0	0	298	-1,058	-760	1
TERRY TRAVIS	2	0	0	8,833	2,350	11,183	9
BOTHOF LISA	2	0	0	6,129	1,109	7,238	1
MINK TAYLOR	2	0	0	17,953	3,185	21,138	0
ROSANDICK GRANT	2	0	0	-181	383	202	0
MCCLURE BARRETT - AA	1	0	0	5,071	-853	4,218	1
PERCIVAL RICHARD M	1	0	0	5,951	-836	5,115	1
SALINAS ALEX	1	0	0	7,338	7,752	15,090	0

CURRENT

FEBRUARY 2019

AGENTS' PRODUCTION

PAGE 4 OF 4

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
TEUSCHER DARYL M	0	0	0	4,543	-930	3,613	0
AXENTY CHRIS	0	0	0	19,858	2,557	22,415	2
HARRIGFELD RYAN	0	0	0	13,501	675	14,176	0
BURKE D KRIS	0	0	0	4,301	265	4,566	0
SORENSEN REDGE	0	0	0	39,189	12,355	51,544	0
BLISS GARY	0	0	0	913	351	1,264	2
BRODINE MARCY	0	0	0	10,645	6,555	17,200	1
VANDERWALL MARK A - AA	0	0	0	-1,150	578	-572	0
BAXTER KERRY	0	0	0	4,672	359	5,031	0
LATIMORE BROOKS	0	0	0	12,789	234	13,023	0
SYKES RICH	0	0	4,000	6,446	1,969	8,415	0
PORTER RYAN	0	0	0	3,603	6,674	10,277	0
LARSEN CHRISTOPHER	0	0	0	9,080	3,322	12,402	0
NICHOLS ANTHONY	0	0	0	3,353	8,943	12,296	1
CROFOOT BART	0	0	0	11,100	1,450	12,550	0
CLARK TREVOR	0	0	0	9,832	517	10,349	0
PONTIUS JUSTIN	0	0	0	-682	-171	-853	0
LAAN DREW	0	0	0	2,305	2,770	5,075	1
PACKARD CINDY	0	0	0	8,867	0	8,867	0
POWELL JAMES	0	0	0	7,942	626	8,568	0
SPRAY JERRY	0	0	0	5,218	2,459	7,677	0
PEARSON RYAN	0	0	0	9,712	3,827	13,539	0
PEASE DYLAN	0	0	0	7,009	948	7,957	0
JENSON MICHAEL	0	0	0	6,722	1,123	7,845	0
CARRICO CAMERON	0	0	0	24,288	386	24,674	0
LINGARD JACOB	0	0	0	10,765	756	11,521	0
PULLMAN LEANN	0	0	0	4,557	4,007	8,564	1
ANDRUS JACOB	0	0	0	6,323	0	6,323	0
HARMON JUSTIN	0	0	0	1,832	0	1,832	0
BAILEY STETZEN	0	0	0	9,700	0	9,700	0
MEYER ANDREW	0	0	0	10,888	0	10,888	0



AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
ELLIS ROBERT - AA	38,695	7					18,730	23,292	42,022	453,206	1
PERRY KENDON - AA	25,254	13					11,273	4,784	16,057	395,062	3
TUNING GILBERT	14,410	4					18,334	7,630	25,964	306,844	2
RUSSOM PAMELA	13,030	5					15,676	6,334	22,010	235,681	0
GLIEGE LYNNAE - AA	9,199	4					30,074	10,238	40,312	377,731	0
HART JARED - AA	9,168	4					41,334	16,059	57,393	739,072	1
COX CHAD	7,474	6					3,988	2,485	6,473	236,556	0
CARON KEEFAN	7,340	6					34,045	4,275	38,320	378,226	2
JOHNSON PAUL	6,763	5					4,072	1,247	5,319	237,550	0
ASKER MICHAEL W	6,249	1					10,708	2,783	13,491	428,212	0
BECKNER RYAN - AA	5,415	7					19,862	8,926	28,788	311,280	1
ZIMNEY DALE - AA	5,302	3					5,554	4,233	9,787	522,656	0
CHASE REBECCA	5,248	3					30,761	5,329	36,090	354,755	0
RICHARDS JOSEPH	4,934	2					15,317	2,389	17,706	94,649	0
SALINAS MARIO A - AA	4,720	2					12,283	4,492	16,775	218,351	1
FERGUSON TROY G - AA	4,719	1					20,906	857	21,763	233,078	1
HARRIS KERRY	4,381	2					23,098	2,240	25,338	349,829	1
JENSEN NEIL - AA	4,280	7					26,249	5,622	31,871	588,540	1
SHANK PERRY E - AA	4,238	1					23,668	367	24,035	379,241	0
GROTHAUS HEATHER	3,937	2					11,363	1,191	12,554	168,002	0
MOSES GRANT	3,919	4					23,918	3,330	27,248	449,564	3
HUNGATE D WAYNE	3,851	3					24,733	12,569	37,302	702,455	0
PFOST DARIN - AA	3,810	7					22,405	12,968	35,373	1,307,178	1
PRICE RHETT M	3,591	1					21,881	3,576	25,457	505,260	3
COLPRON DAVID	3,301	3					13,447	2,602	16,049	213,831	1
GARDNER JASON B	3,090	4					8,304	10,529	18,833	387,146	2
DEGN KEVIN - AA	3,013	2					11,571	309	11,880	339,731	0
LESLIE BRANDT	2,913	3					21,794	3,582	25,376	359,456	1
BURKE WILLIAM TODD	2,893	1					29,571	6,817	36,388	389,733	2
PETERSEN JERRY T	2,600	0					15,617	2,035	17,652	314,233	1
HAZELBAKER NEIL	2,546	3					11,651	1,608	13,259	150,267	1
ANDERSON MATT - AA	2,277	2					7,551	14,063	21,614	360,777	1
GUTHRIE DOUGLAS	2,161	2					13,358	4,070	17,428	488,549	0
WIDMER STEPHEN	2,152	2					12,051	9,735	21,786	180,827	0

YEAR-TO-DATE

FEBRUARY 2019

AGENTS' PRODUCTION

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AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
PAYNTER BRETT - AA	2,110	4					3,502	4,717	8,219	432,594	1
HANSEN ELI	1,928	4					15,370	15,115	30,485	345,580	17
NEVAREZ DAVID - AA	1,905	4					5,831	5,355	11,186	207,612	1
ARMSTRONG DERALD - AA	1,857	2					18,510	4,222	22,732	311,854	0
JOHNSTON DEAN	1,778	2					2,269	1,716	3,985	190,704	1
PITCHFORD RANDALL	1,771	1					14,810	-367	14,443	371,539	0
BAXTER KERRY	1,752	3					11,676	3,038	14,714	141,527	1
HILL JOHN W	1,730	6					24,083	2,600	26,683	327,337	1
ZAMORA STEVEN	1,450	2					56,346	10,759	67,105	185,991	0
LATIMORE BROOKS	1,414	2					29,675	762	30,437	165,531	1
KUNZ SHANE R	1,389	1					6,016	2,602	8,618	259,134	2
PRICE VAUGHN	1,380	5					29,997	19,594	49,591	555,477	2
JEPPESEN KENT E	1,378	1					17,189	15,423	32,612	531,319	2
DINNING WALTER - AA	1,312	3					27,272	234	27,506	399,516	2
BARKUS VAN J	1,302	3					8,610	2,709	11,319	328,836	0
GEARY KURT	1,288	2					3,165	806	3,971	319,506	0
TERRY TRAVIS	1,277	2					19,130	4,441	23,571	387,798	18
POUNDS LEE	1,134	2					23,448	8,992	32,440	411,428	1
SPEAKMAN BEA	1,118	2					15,184	-1,308	13,876	98,249	2
POWELL JAMES	1,099	4					19,565	803	20,368	78,422	0
WHEELLOCK DOUG	1,029	2					17,280	1,892	19,172	175,721	0
MALMSTROM SCOTT G	1,028	1					8,519	9,253	17,772	352,260	2
COOK JENNIFER	967	4					12,229	1,253	13,482	255,554	2
PEASE DYLAN	959	1					16,526	1,761	18,287	65,459	0
D'AMBRA DONNA - AA	841	2					8,981	830	9,811	275,800	2
BARRETT STUART - AA	831	3					9,121	11,368	20,489	309,433	5
SHILL DOUGLAS - AA	806	2					11,016	2,755	13,771	220,188	0
LINGARD JACOB	723	1					14,932	756	15,688	105,421	0
HOLLAND RUSS C	698	2					464	-138	326	357,189	1
FUNK NORMAN - AA	626	1					37,921	10,916	48,837	469,551	1
VANBIEZEN CLINT - AA	605	1					16,472	1,010	17,482	323,229	0
NICHOLS JUSTIN	571	2					10,212	2,110	12,322	185,848	1
JEPPESEN KYLE K	558	1					20,612	3,441	24,053	392,252	6
JOHNSON DOUGLAS - AA	528	1					19,259	1,084	20,343	412,950	1

YEAR-TO-DATE

FEBRUARY 2019

AGENTS' PRODUCTION

PAGE 3 OF 4

AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
WARWICK MICHAEL	482	1					366	5,312	5,678	140,888	3
CARRICO CAMERON	432	1					31,308	1,692	33,000	33,738	0
TEUSCHER DARYL M	394	0					6,087	540	6,627	168,801	2
CRAWFORD TRUDY	374	2					30,175	829	31,004	122,607	0
MINK TAYLOR	372	2					28,103	5,302	33,405	256,014	1
NELSON JARED	314	1					33,139	4,544	37,683	230,750	1
CATT ERICA K	289	1					13,468	1,120	14,588	257,053	0
GALLUP TOM - AA	255	0					8,690	2,054	10,744	192,040	0
DEWITT PAUL E	203	0					3,020	803	3,823	316,773	1
MARKS JOHN E	133	0					21,749	2,677	24,426	289,304	1
WILKINS ERIC	93	0					15,535	3,800	19,335	222,942	0
PERMANN J LENA - AA	85	0					12,971	-299	12,672	139,417	4
LEACH R JOE	68	0					-699	110	-589	350,305	3
POPEJOY ZAK	65	0					64,467	13,118	77,585	331,720	4
MERRILL BROCK	64	0					5,131	1,337	6,468	198,707	0
VON BRETHORST JERRY	44	0					2,782	2,165	4,947	282,290	0
REX RYAN - AA	42	0					11,984	51	12,035	201,091	1
SILVERS RON	36	0					3,111	570	3,681	181,638	0
FRY LUPE	31	0					3,020	4,148	7,168	140,235	0
BIRD RODNEY - AA	30	0					8,323	6,296	14,619	194,716	1
SALINAS ALEX	30	2					27,189	8,252	35,441	205,495	0
FLANDRO DEBBIE	24	0					4,155	3,356	7,511	188,324	0
ROGERS SAMUEL A	23	0					2,047	232	2,279	121,774	0
SYKES RICH	23	0					12,169	2,867	15,036	181,230	0
NISHIMOTO JOHN	21	0					13,008	5,171	18,179	85,240	0
HARDY EILEEN N	19	0					1,970	1,463	3,433	147,078	2
KASPER TIMOTHY - AA	18	0					9,393	440	9,833	231,483	0
BARTON BRETT O - AA	16	0					8,849	248	9,097	131,010	3
QUINN SHAWN - AA	15	0					13,556	1,231	14,787	234,681	8
ZEMAITIS PHIL	15	0					7,114	16,843	23,957	419,481	0
TAYLOR GARREN - AA	14	0					24,585	5,774	30,359	80,181	0
HALL JARED - AA	13	0					-1,341	-530	-1,871	530,937	1
STOWELL ROBERT C	12	0					8,080	1,967	10,047	162,547	1
GUZMAN BEATRIZ - AA	12	0					26,113	6,026	32,139	192,560	1

YEAR-TO-DATE

FEBRUARY 2019

AGENTS' PRODUCTION

PAGE 4 OF 4

AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
STEPHENSON CRAIG	6	0					14,418	1,765	16,183	375,172	0
POTTER BRITAIN	6	0					29,570	-57	29,513	220,506	1
RICHARDSON KAREN	4	0					11,434	306	11,740	176,792	3
BOTHOF LISA	4	0					10,480	2,427	12,907	224,962	2
ROSANDICK GRANT	4	0					8,350	-1,298	7,052	81,256	0
MCCLURE BARRETT - AA	3	0					7,572	12,481	20,053	289,175	2
CROFOOT BART	3	0					23,495	10,207	33,702	291,166	0
PERCIVAL RICHARD M	2	0					10,218	1,782	12,000	161,417	1
AXENTY CHRIS	0	0					26,491	1,701	28,192	193,875	8
HARRIGFELD RYAN	0	0					19,990	3,219	23,209	326,112	0
BURKE D KRIS	0	0					7,824	265	8,089	252,060	1
SORENSEN REDGE	0	0					42,069	13,549	55,618	589,745	1
BLISS GARY	0	0					3,973	4,833	8,806	341,617	3
BRODINE MARCY	0	0					21,609	7,568	29,177	449,112	4
VANDERWALL MARK A - AA	0	0					2,450	2,301	4,751	180,758	0
PORTER RYAN	0	0					11,584	6,748	18,332	190,157	0
LARSEN CHRISTOPHER	0	0					29,451	6,681	36,132	200,116	0
NICHOLS ANTHONY	0	0					18,388	10,751	29,139	270,087	1
CLARK TREVOR	0	0					12,838	1,499	14,337	119,034	0
PONTIUS JUSTIN	0	0					6,345	-171	6,174	100,413	0
LAAN DREW	0	0					23,119	3,811	26,930	90,770	1
PACKARD CINDY	0	0					14,677	-271	14,406	35,023	0
SPRAY JERRY	0	0					12,907	2,345	15,252	108,026	0
PEARSON RYAN	0	0					31,031	3,026	34,057	125,000	0
JENSON MICHAEL	0	0					15,947	1,123	17,070	40,164	0
PULLMAN LEANN	0	0					5,266	5,164	10,430	260,759	1
ANDRUS JACOB	0	0					7,910	0	7,910	7,910	0
HARMON JUSTIN	0	0					1,832	0	1,832	1,832	0
BAILEY STETZEN	0	0					10,323	0	10,323	12,585	0
MEYER ANDREW	0	0					10,888	0	10,888	10,888	0

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

FEBRUARY 2019

AGENT CURRENT



KENDON PERRY

84,240

.....

TUNING GILBERT	57,142
SORENSEN REDGE	51,544
POPEJOY ZAK.....	50,500
HART JARED - AA	47,530
RUSSOM PAMELA.....	41,529
ELLIS ROBERT - AA	40,660
GLIEGE LYNNAE - AA	37,042
ZAMORA STEVEN.....	34,217
PFOST DARIN - AA.....	32,795

ROOKIE CURRENT



CAMERON CARRICO

24,674

.....

LINGARD JACOB.....	11,521
MEYER ANDREW	0,888
BAILEY STETZEN.....	9,700
PULLMAN LEANN.....	8,564
PEASE DYLAN.....	7,957
JENSON MICHAEL	7,845
ANDRUS JACOB	6,323
HARMON JUSTIN	1,832
ROSANDICK GRANT.....	210

ROOKIE YEAR-TO-DATE



CAMERON CARRICO

34,728

.....

PEASE DYLAN.....	22,123
LINGARD JACOB.....	18,580
JENSON MICHAEL	17,070
MEYER ANDREW	10,888
PULLMAN LEANN.....	10,430
BAILEY STETZEN.....	10,323
ANDRUS JACOB	7,910
ROSANDICK GRANT.....	7,068
HARMON JUSTIN	1,832

1. One point for each dollar of new Pers / Comm issued premium.

2. Four points for each Life Production Credit.

*Rookie.

“TOTAL ACCOUNT” PRODUCTION POINTS

ELLIS ROBERT - AA	196,802	PRICE RHETT M.	39,821	GARDNER JASON B	31,193
PERRY KENDON - AA	117,073	NELSON JARED	38,939	ZIMNEY DALE - AA	30,995
HART JARED - AA	94,065	ASKER MICHAEL W.	38,487	ANDERSON MATT - AA	30,722
TUNING GILBERT	83,604	HANSEN ELI	38,197	TAYLOR GARREN - AA	30,415
POPEJOY ZAK	77,845	JEPPESEN KENT E	38,124	WIDMER STEPHEN	30,394
GLIEGE LYNNAE - AA	77,108	RICHARDS JOSEPH	37,442	ARMSTRONG DERALD - AA	30,160
RUSSOM PAMELA	74,130	LESLIE BRANDT	37,028	POTTER BRITAIN	29,537
ZAMORA STEVEN	72,905	POUNDS LEE	36,976	COLPRON DAVID	29,253
CARON KEEFAN	67,680	COX CHAD	36,369	BRODINE MARCY	29,177
CHASE REBECCA	57,082	LARSEN CHRISTOPHER	36,132	NICHOLS ANTHONY	29,139
SORENSEN REDGE	55,618	LATIMORE BROOKS	36,093	TERRY TRAVIS	28,679
PRICE VAUGHN	55,111	SALINAS MARIO A - AA	35,655	GROTHAUS HEATHER	28,302
HUNGATE D WAYNE	52,706	SALINAS ALEX	35,561	AXENTY CHRIS	28,192
FUNK NORMAN - AA	51,341	MINK TAYLOR	34,893	PETERSEN JERRY T	28,052
PFOST DARIN - AA	50,613	*CARRICO CAMERON	34,728	LAAN DREW	26,930
BECKNER RYAN - AA	50,448	PEARSON RYAN	34,057	JEPPESEN KYLE K	26,285
JENSEN NEIL - AA	48,991	CROFOOT BART	33,714	GUTHRIE DOUGLAS	26,072
BURKE WILLIAM TODD	47,960	HILL JOHN W	33,603	MARKS JOHN E	24,958
MOSES GRANT	42,924	DINNING WALTER - AA	32,754	POWELL JAMES	24,764
HARRIS KERRY	42,862	CRAWFORD TRUDY	32,500	ZEMAITIS PHIL	24,017
SHANK PERRY E - AA	40,987	JOHNSON PAUL	32,371	DEGN KEVIN - AA	23,932
FERGUSON TROY G - AA	40,639	GUZMAN BEATRIZ - AA	32,187	BARRETT STUART - AA	23,813

1. One point for each dollar of new Pers / Comm issued premium.

2. Four points for each Life Production Credit.

*Rookie.

YEAR-TO-DATE

FEBRUARY 2019

“TOTAL ACCOUNT” PRODUCTION POINTS

PAGE 2 OF 2

HAZELBAKER NEIL	23,443	SPRAY JERRY	15,252	BLISS GARY	8,806
WHEELOCK DOUG	23,288	SYKES RICH.	15,128	TEUSCHER DARYL M	8,203
HARRIGFELD RYAN.	23,209	QUINN SHAWN - AA.	14,847	BURKE D KRIS.	8,089
JOHNSON DOUGLAS - AA.	22,455	BIRD RODNEY - AA	14,739	*ANDRUS JACOB.	7,910
*PEASE DYLAN	22,123	NICHOLS JUSTIN.	14,606	FLANDRO DEBBIE	7,607
MALMSTROM SCOTT G	21,884	PACKARD CINDY	14,406	WARWICK MICHAEL	7,606
BAXTER KERRY	21,722	CLARK TREVOR.	14,337	FRY LUPE	7,292
PITCHFORD RANDALL	21,527	KUNZ SHANE R	14,174	*ROSANDICK GRANT	7,068
MCCLURE BARRETT - AA	20,065	D'AMBRA DONNA - AA.	13,175	MERRILL BROCK.	6,724
VANBIEZEN CLINT - AA.	19,902	PERMANN J LENA - AA	13,012	PONTIUS JUSTIN.	6,174
WILKINS ERIC	19,707	BOTHOF LISA.	12,923	VON BRETHORST JERRY.	5,123
NEVAREZ DAVID - AA.	18,806	REX RYAN - AA.	12,203	VANDERWALL MARK A - AA	4,751
*LINGARD JACOB	18,580	PERCIVAL RICHARD M	12,008	DEWITT PAUL E	4,635
SPEAKMAN BEA.	18,348	GALLUP TOM - AA	11,764	SILVERS RON.	3,825
PORTER RYAN.	18,332	RICHARDSON KAREN.	11,756	HARDY EILEEN N.	3,509
NISHIMOTO JOHN	18,263	JOHNSTON DEAN	11,097	HOLLAND RUSS C.	3,118
COOK JENNIFER	17,350	*MEYER ANDREW	10,888	ROGERS SAMUEL A	2,371
*JENSON MICHAEL	17,070	*PULLMAN LEANN	10,430	*HARMON JUSTIN	1,832
SHILL DOUGLAS - AA	16,995	*BAILEY STETZEN	10,323	BIRD CODY.	1,564
PAYNTER BRETT - AA	16,659	STOWELL ROBERT C	10,095	LEACH R JOE	-317
BARKUS VAN J.	16,527	KASPER TIMOTHY - AA.	9,905	HALL JARED - AA.	-1,819
STEPHENSON CRAIG	16,207	BARTON BRETT O - AA	9,161		
CATT ERICA K	15,744	GEARY KURT	9,123		



ALL AMERICAN & PRESIDENT'S CLUB

TOP FIFTEEN AGENTS	LIFE CONTEST CREDIT	ISSUED FBL APPS	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
ROB ELLIS	38,696	7	18,730	23,292	42,022
KENDON PERRY	25,294	13	11,273	4,784	16,057
GILBERT TUNING	14,410	4	18,334	7,630	25,964
PAMELA RUSSOM	13,031	5	15,676	6,334	22,010
LYNNAE GLIEGE	9,199	4	30,074	10,238	40,312
JARED HART	9,171	4	41,334	16,059	57,393
CHAD COX	7,474	6	3,988	2,485	6,473
KEEFAN CARON	7,339	6	34,045	4,275	38,320
PAUL JOHNSON	6,761	5	4,072	1,247	5,319
MIKE ASKER	6,249	1	10,708	2,783	13,491
RYAN BECKNER	5,421	7	19,862	8,926	28,788
DALE ZIMNEY	5,305	3	5,554	4,233	9,787
REBECCA CHASE	5,251	3	30,761	5,329	36,090
JOSEPH RICHARDS	4,934	2	15,317	2,389	17,706
MARIO SALINAS	4,724	2	12,283	4,492	16,775

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	49,427	783,700	750,518	158,263	908,781
MAGIC VALLEY REGION	73,987	518,300	402,621	124,700	527,321
TREASURE VALLEY REGION	92,844	714,200	637,994	230,355	868,349
NORTH IDAHO REGION	54,082	502,300	291,026	54,067	345,093

Qualifying requirements for 2020 Silver Awards:

- \$37,000 new issued life contest credit and 32 issued life applications = \$500 Award
- \$50,500 new issued life contest credit and 32 issued life applications = \$1,000 Award
- \$63,000 new issued life contest credit and 32 issued life applications = \$1,500 Award
- 88% persistency

Qualifying requirements for 2020 All American:

- \$68,000 new issued life contest credit and 36 issued life applications
- \$80,000 of new casualty premium in personal and commercial and/or 80 new Farm Bureau Members
- 88% persistency

Qualifying requirements for 2020 Super All American:

- Must be one of the top 65 agent qualifiers in the 2020 All American, issue at least \$100,000 in new issued life contest credit and 45 issued life applications
- \$80,000 of new casualty premium in personal and commercial and/or 80 new Farm Bureau Members
- 88% persistency

Qualifying requirements for 2020 President's Club:

- \$69,000 new issued life contest credit
- \$106,000 of new casualty premium in personal and commercial or 80 new Farm Bureau Members
- 88% persistency

YEAR-TO-DATE

FEBRUARY 2019

PRODUCTION REPORT

PAGE 1 OF 2

REGION	2019 LIFE					2019 TOTAL P&C					
	CURRENT LPC	YTD LPC	GOAL	CURRENT PCT OF GOAL	YTD PCT OF GOAL	CURRENT PREMIUM	YTD PREMIUM	GOAL	CURRENT PCT OF GOAL	YTD PCT OF GOAL*	AVG PCT OF GOAL*
Farm Bureau Life						Personal and Commercial					
NORTH IDAHO	42,964	54,028	502,300	8.50%	10.70%	1,888,515	4,237,098	32,486,000	5.80%	13.00%	7.20%
TREASURE VALLEY	50,022	95,583	714,200	7.00%	13.30%	5,629,279	11,918,076	76,953,000	7.30%	15.40%	7.20%
MAGIC VALLEY	22,609	73,989	518,300	4.30%	14.20%	4,283,641	8,583,054	54,132,000	7.90%	15.80%	6.10%
EASTERN IDAHO	23,614	50,157	783,700	3.00%	6.40%	5,798,294	11,734,781	81,620,000	7.10%	14.30%	5.10%
TOTAL	139,209	273,757	2,518,500	5.50%	10.80%	17,599,729	36,473,009	245,191,000	7.10%	14.80%	7.20%
2019 GOAL			2,518,500					245,191,000			

REGION	2019 NEW CURRENT PREMIUM	2019 NEW YTD PREMIUM	2019 TOTAL CURRENT PREMIUM	2019 TOTAL YTD PREMIUM	2019 PCT NEW TOTAL	2018 NEW CURRENT PREMIUM	2018 NEW YTD PREMIUM	2018 TOTAL CURRENT PREMIUM	2018 TOTAL YTD PREMIUM
Personal Lines**									
EASTERN IDAHO	403,658	750,518	4,960,718	10,001,621	7.50%	386,927	807,030	4,539,467	9,467,796
MAGIC VALLEY	197,438	402,621	3,785,207	7,545,551	5.30%	239,637	459,787	3,266,995	6,867,812
TREASURE VALLEY	272,399	637,994	4,529,647	9,468,425	6.70%	339,410	690,856	4,135,835	9,131,905
NORTH IDAHO	112,123	291,026	1,641,487	3,564,160	8.20%	135,072	298,512	1,640,045	3,464,924
TOTAL	985,618	2,082,159	14,917,059	30,579,757	6.80%	1,101,046	2,256,185	13,582,342	28,932,437
2019 GOAL				206,106,000					

REGION	2019 NEW CURRENT PREMIUM	2019 NEW YTD PREMIUM	2019 TOTAL CURRENT PREMIUM	2019 TOTAL YTD PREMIUM	2019 PCT NEW TOTAL	2018 NEW CURRENT PREMIUM	2018 NEW YTD PREMIUM	2018 TOTAL CURRENT PREMIUM	2018 TOTAL YTD PREMIUM
Commercial Lines***									
EASTERN IDAHO	71,043	158,263	837,576	1,733,160	9.10%	62,390	127,854	801,127	1,615,498
MAGIC VALLEY	56,579	124,700	498,434	1,037,503	12.00%	8,542	50,196	423,180	915,533
TREASURE VALLEY	123,353	230,355	1,099,632	2,449,651	9.40%	102,051	255,480	1,039,985	2,243,482
NORTH IDAHO	25,964	54,067	247,028	672,938	8.00%	19,926	82,377	280,755	770,951
TOTAL 2019 GOAL	276,939	567,385	2,682,670	5,893,252 39,085,000	9.60%	192,910	515,907	2,545,047	5,545,466

Personal and Commercial Lines

EASTERN IDAHO	474,701	908,781	5,798,294	11,734,781	7.70%	449,317	934,884	5,340,594	11,083,294
MAGIC VALLEY	254,017	527,321	4,283,641	8,583,054	6.10%	248,179	509,983	3,690,175	7,783,345
TREASURE VALLEY	395,752	868,349	5,629,279	11,918,076	7.30%	441,461	946,336	5,175,820	11,375,387
NORTH IDAHO	138,087	345,093	1,888,515	4,237,098	8.10%	154,998	380,889	1,920,800	4,235,875
TOTAL 2019 GOAL	1,262,557	2,649,544	17,599,729	36,473,009 245,191,000	7.30%	1,293,956	2,772,092	16,127,389	34,477,903

To be on track % of goal should be 17% or more

*Average percent of goal is the average of the current LPC and total P&C percent of goal.

**Personal lines are premium written on FBM policies.

***Commercial lines are premium written on Western Community commercial policies.

PAID LIFE COMPARISON

FEBRUARY 2019

	2017		2018		2019	
MONTH	APPS	PREMIUM	APPS	PREMIUM	APPS	PREMIUM
JANUARY	74	72,844	113	250,483	105	134,941
FEBRUARY	88	99,015	105	171,820	108	139,209
MARCH	151	226,970	148	253,119		
APRIL	125	179,676	165	235,958		
MAY	146	225,961	102	269,961		
JUNE	106	167,892	70	172,806		
JULY	86	87,382	65	109,787		
AUGUST	82	77,491	109	159,591		
SEPTEMBER	99	151,742	160	135,985		
OCTOBER	165	180,984	246	286,593		
NOVEMBER	214	221,237	190	279,761		
DECEMBER	331	317,189	324	341,100		
TOTAL	1,633	1,939,703	1,710	2,673,562		



REGION	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
NORTH IDAHO	42,964	16	5,232,000	112,123	25,964	138,087	1,888,515	13
TREASURE VALLEY	50,022	41	8,712,014	272,399	123,353	395,752	5,629,279	19
MAGIC VALLEY	22,609	27	6,862,000	197,438	56,579	254,017	4,283,641	31
EASTERN IDAHO	23,614	24	7,281,042	403,658	71,043	474,701	5,798,294	18
STATE TOTALS	139,209	108	28,087,056	985,618	276,939	1,262,557	17,599,729	81

Regions listed in order of highest current average percent of goals.



REGION	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
MAGIC VALLEY	73,989	51	12,534,536	402,621	124,700	527,321	8,583,054	66
TREASURE VALLEY	95,583	78	16,428,713	637,994	230,355	868,349	11,918,076	30
NORTH IDAHO	54,028	37	9,668,000	291,026	54,067	345,093	4,237,098	21
EASTERN IDAHO	50,157	45	12,762,042	750,518	158,263	908,781	11,734,781	55
STATE TOTALS	273,757	211	51,393,291	2,082,159	567,385	2,649,544	36,473,009	172

Regions listed in order of highest Year-To-Date average percent of goals.



ROB ELLIS
38,695

ISSUED LPC

KENDON PERRY	25,254
GILBERT TUNING	14,410
PAMELA RUSSOM	13,030
LYNNAE GLIEGE	9,199
JARED HART	9,168
CHAD COX	7,474
KEEFAN CARON	7,340
PAUL JOHNSON	6,763
MIKE ASKER	6,249



KENDON PERRY
13

ISSUED FBL APPS

ROB ELLIS	7
RYAN BECKNER	7
NEIL JENSEN	7
DARIN PFOST	7
CHAD COX	6
KEEFAN CARON	6
JOHN W HILL	6
PAMELA RUSSOM	5
PAUL JOHNSON	5



KENDON PERRY
3,486,000

LIFE VOLUME

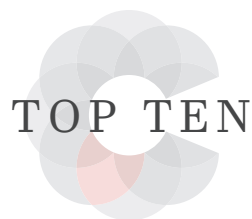
KEEFAN CARON	2,891,814
GILBERT TUNING	1,849,000
ROB ELLIS	1,679,536
PERRY E SHANK	1,600,000
MATT ANDERSON	1,430,000
JOSEPH RICHARDS	1,400,000
DOUG SHILL	1,350,000
RYAN BECKNER	1,250,000
JERRY T PETERSEN	1,230,000



KEEFAN CARON
43

NEW CITY SQUIRES

ZAK POPEJOY	40
VAUGHN PRICE	38
TODD BURKE	31
STEVEN ZAMORA	29
RYAN PEARSON	24
TROY FERGUSON	23
CHRIS AXENTY	22
TRUDY CRAWFORD	22
TRAVIS TERRY	22



BECKY CHASE

4

NEW COUNTRY SQUIRES

BRANDT LESLIE	4
LEE POUNDS	4
REDGE SORENSON	3
STUART BARRETT	2
RYAN BECKNER	2
TOD BURKE	2
BART CROFOOT	2
JARED HART	2
JOHN MARKS	2



**JERRY VON
BRETHORST**

3

NEW FARM & RANCH

KRIS BURKE	3
WAYNE HUNGATE	2
STUART BARRETT	1
KERRY BAXTER	1
ROB ELLIS	1
JARED HALL	1
JARED HART	1
JOHN HILL	1
DREW LAAN	1



ZAK POPEJOY

64,467

NEW PERS PREMIUM

STEVEN ZAMORA	56,346
REDGE SORENSON	42,069
JARED HART	41,334
NORMAN FUNK	37,921
KEEFAN CARON	34,045
JARED NELSON	33,139
CAMERON CARRICO	31,308
RYAN PEARSON	31,031
REBECCA CHASE	30,761

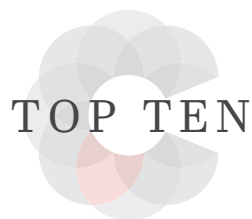


DARIN PFOF

1,147,264

TOTAL PERS PREMIUM

JARED HART	663,130
WAYNE HUNGATE	537,748
JARED HALL	492,662
KENT JEPPESEN	480,695
NEIL JENSEN	476,848
DOUG GUTHRIE	458,525
RHETT PRICE	447,145
VAUGHN PRICE	446,214
GRANT MOSES	425,734



NEIL HAZELBAKER
203

CUSTOM AUTO PREMIUM

JARED HART	15
MARK VANDERWALL	12
BEA SPEAKMAN	12
TAYLOR MINK	4
LISA BOTHOF	2
JARED NELSON	2
JOHN MARKS	1
SCOTT G MALMSTROM	1



STUART BARRETT
14

NEW BOP AND CPP

ZAK POPEJOY	9
PHIL ZEMAITIS	9
WAYNE HUNGATE	8
SCOTT MALMSTROM	8
TONY NICHOLS	8
VAUGHN PRICE	8
REDGE SORENSON	8
JARED HART	7
STEVEN ZAMORA	7



ROB ELLIS
23,292

NEW COMM PREMIUM

VAUGHN PRICE	19,594
PHILIP ZEMAITIS	16,843
JARED HART	16,059
KENT JEPPESEN	15,423
ELI HANSEN	15,115
MATT ANDERSON	14,063
REDGE SORENSON	13,549
ZAK POPEJOY	13,118
DARIN PFOST	12,968



DALE ZIMNEY
230,015

TOTAL COMM PREMIUM

REDGE SORENSON	188,997
PHILIP ZEMAITIS	182,236
WAYNE HUNGATE	164,707
VAN BARKUS	164,213
DARIN PFOST	159,914
MATT ANDERSON	144,595
LYNNAE GLIEGE	135,455
NORMAN FUNK	130,159
ROB ELLIS	129,994



TRAVIS TERRY

18

FINANCE LOANS

ELI HANSEN	17
SHAWN QUINN	8
CHRIS AXENTY	8
KYLE JEPPESEN	6
STUART BARRETT	5
MARCY BRODINE	4
ZAK POPEJOY	4
LENA PERMANN	4
RHETT PRICE	3



TRAVIS TERRY

352,373

FINANCE VOLUME

ELI HANSEN	240,767
SHAWN QUINN	86,886
CHRIS AXENTY	75,120
RHETT PRICE	73,900
WALT DINNING	63,014
MARCY BRODINE	61,061
KYLE JEPPESEN	55,845
KENT JEPPESEN	50,021
RICHARD PERCIVAL	47,663



DARIN PFOF

1,307,178

TOTAL PERS/COMM PREM

JARED HART	739,072
WAYNE HUNGATE	702,455
REDGE SORENSON	589,745
NEIL JENSEN	588,540
VAUGHN PRICE	555,477
KENT JEPPESEN	531,319
JARED HALL	530,937
DALE ZIMNEY	522,656
RHETT PRICE	505,260