



AGENT REPORTS



JULY 2020



NEW SALES RESULTS THROUGH JULY 31, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$68,866	114.8
KENDON PERRY	\$33,424	113.3
ANDREW MEYER	\$37,487	100.4
STEVEN ZAMORA	\$37,909	93.9
KEEFAN CARON	\$19,679	92.2
BART CROFOOT	\$40,848	87.8
PHIL ZEMAITIS	\$26,887	86.3
DALE ZIMNEY	\$22,319	85.2
JARED NELSON	\$23,006	75.4
DARIN PFOST	\$24,244	74.7

MONTHLY LEADER



WAYNE HUNGATE

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$260,224	701.2
STEVEN ZAMORA	\$226,082	627.0
NEIL JENSEN	\$216,986	600.5
WAYNE HUNGATE	\$245,491	543.5
KEEFAN CARON	\$163,931	540.9
ANDREW MEYER	\$218,530	533.9
TRUDY CRAWFORD	\$186,911	482.4
REDGE SORENSON	\$150,781	479.8
VAUGHN PRICE	\$121,652	461.1
DARIN PFOST	\$168,140	454.6

YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH JULY 31, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$37,487	100.4
JACOB ANDRUS	\$17,460	45.9
CODY CHAVERS	\$18,139	42.4
STEVEN CLARK	\$15,283	41.4
JACE SPARROW	\$13,526	37.0
DAKOTA STALLIONS	\$10,588	33.6
DUSTY BRYANT	\$9,132	32.6
ANDREW SCOTT	\$13,297	32.2
DANIEL NEUENFELDT	\$7,050	27.0
LEANN PULLMAN	\$6,246	23.7

MONTHLY ROOKIE LEADER



ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$218,530	533.9
JACOB ANDRUS	\$118,468	332.4
ANDREW SCOTT	\$103,256	281.8
JOLENE ZOLLINGER	\$86,742	238.2
LEANN PULLMAN	\$87,049	217.5
DAKOTA STALLIONS	\$72,853	203.8
STEVEN CLARK	\$63,365	185.3
JACE SPARROW	\$73,072	174.5
CODY CHAVERS	\$61,347	147.4
DANIEL NEUENFELDT	\$39,701	135.1

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH JULY 31, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$61,934	84.4
CAMERON CARRICO	\$24,894	34.9
BART CROFOOT	\$23,713	33.7
RHETT PRICE	\$2,378	17.4
MARCY BRODINE	\$5,225	15.2
STEVEN CLARK	\$6,711	14.2
DAKOTA STALLIONS	\$6,173	13.7
DERALD ARMSTRONG	\$5,466	5.5
TODD BURKE	\$902	3.4
DOUGLAS JOHNSON	\$125	2.6

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$95,948	148.5
MARCY BRODINE	\$30,388	100.4
BART CROFOOT	\$34,759	79.8
DARIN PFOST	\$32,164	57.2
JOLENE ZOLLINGER	\$21,153	53.7
KEVIN DEGN	\$15,605	48.1
VAUGHN PRICE	\$13,858	43.9
NEIL JENSEN	\$15,239	37.7
CAMERON CARRICO	\$24,894	34.9
LYNNAE GLIEGE	\$13,981	34.0

FARM & RANCH MONTHLY LEADER



WAYNE HUNGATE

FARM & RANCH YTD LEADER



WAYNE HUNGATE

NEW SALES RESULTS THROUGH JULY 31, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$15,568	70.5
PHIL ZEMAITIS	\$19,571	67.0
MATT ANDERSON	\$14,905	57.4
DARIN PFOST	\$14,925	52.4
BEA SPEAKMAN	\$11,064	51.0
DALE ZIMNEY	\$5,590	50.5
KEEFAN CARON	\$5,000	42.5
TODD BURKE	\$9,864	39.8
ANTHONY NICHOLS	\$8,855	38.8
RICH SYKES	\$3,986	36.5

BOP/CPP MONTHLY LEADER



KENDON PERRY

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$122,239	369.7
WAYNE HUNGATE	\$99,596	267.1
PHIL ZEMAITIS	\$89,812	262.3
ANTHONY NICHOLS	\$57,555	257.5
BRANDT LESLIE	\$132,494	247.5
REDGE SORENSON	\$60,743	245.7
NEIL JENSEN	\$75,121	232.6
DARIN PFOST	\$76,847	231.8
MATT ANDERSON	\$56,938	221.9
DALE ZIMNEY	\$34,926	219.9

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH JULY 31, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$33,542	86.5
STEVEN ZAMORA	\$34,151	80.2
TROY FERGUSON	\$25,570	52.6
JARED NELSON	\$20,112	50.1
KEEFAN CARON	\$14,679	49.7
MARCY BRODINE	\$18,743	48.2
RYAN PEARSON	\$18,163	43.2
KENDON PERRY	\$17,856	42.9
JERRY SPRAY	\$17,701	42.7
CODY CHAVERS	\$18,139	42.1

PERSONAL LINES MONTHLY LEADER



ANDREW MEYER

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$193,798	484.8
ANDREW MEYER	\$203,039	456.0
TRUDY CRAWFORD	\$184,156	452.2
RYAN PEARSON	\$150,998	346.0
KEEFAN CARON	\$129,182	341.2
NEIL JENSEN	\$126,626	330.1
KENDON PERRY	\$137,870	328.9
JACOB ANDRUS	\$113,725	297.7
ZAK POPEJOY	\$129,097	293.1
RYAN BECKNER	\$103,601	264.6

PERSONAL LINES YTD LEADER



STEVEN ZAMORA

NEW SALES RESULTS THROUGH JULY 31, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KENDON PERRY	\$260,224	115	701.2
STEVEN ZAMORA	\$226,082	146	627
RYAN BECKNER	\$134,586	82	443
JERRY SPRAY	\$134,157	87	410.1
BEA SPEAKMAN	\$123,712	86	378.6
MICHAEL ASKER	\$108,110	54	330.5
WALTER DINNING	\$92,668	71	319.7
JOSEPH RICHARDS	\$96,674	44	288.1
ANDREW SCOTT	\$103,256	62	281.8
JOHN MARKS	\$82,489	61	245.9
JOHN NISHIMOTO	\$62,662	38	229.6
TIMOTHY KASPER	\$53,840	41	181.8
SHAWN QUINN	\$49,112	35	173.1
MARK VANDERWALL	\$57,398	33	160.8
DANIEL NEUENFELDT	\$39,701	27	135.1
DOUG WHEELLOCK	\$44,584	34	123.5
ROBERT STOWELL	\$42,277	26	122.7
CHIP QUADE	\$39,129	25	117.6
SAMUEL ROGERS	\$10,852	17	48.3



**KENDON PERRY,
YTD LEADER**

NEW SALES RESULTS THROUGH JULY 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
WAYNE HUNGATE	\$245,491	60	543.5
KEEFAN CARON	\$163,931	118	540.9
ANDREW MEYER	\$218,530	164	533.9
TRUDY CRAWFORD	\$186,911	136	482.4
DARIN PFOST	\$168,140	79	454.6
ANTHONY NICHOLS	\$109,079	72	398.5
DALE ZIMNEY	\$97,304	73	379.8
LYNNAE GLIEGE	\$104,877	82	347.3
PHIL ZEMAITIS	\$120,325	42	345.8
CHRISTOPHER LARSEN	\$111,110	73	318.6
LEE POUNDS	\$100,947	86	318.4
JARED HART	\$75,467	80	309.9
PAMELA RUSSOM	\$116,605	72	289.6
TAYLOR MINK	\$77,431	51	268.4
STUART BARRETT	\$83,757	58	263.2
SCOTT MALMSTROM	\$65,395	52	253.9
ALEX SALINAS	\$85,345	52	240.3
BRETT PAYNTER	\$75,007	40	228.9
GILBERT TUNING	\$67,256	33	223.7
JASON GARDNER	\$63,098	59	218.0
RICH SYKES	\$57,937	58	217.9
LEANN PULLMAN	\$87,049	39	217.5
MARIO SALINAS	\$61,818	43	215.8



**BRENT HUNTER,
DISTRICT MANAGER**



**WAYNE HUNGATE
YTD LEADER**

NEW SALES RESULTS THROUGH JULY 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
HEATHER GROTHAUS	\$81,859	66	212.8
KERRY BAXTER	\$60,237	35	211.7
DAKOTA STALLIONS	\$72,853	52	203.8
VAN BARKUS	\$61,144	41	202.6
RYAN PORTER	\$76,381	46	200.3
RICHARD PERCIVAL	\$58,538	41	186.0
DYLAN PEASE	\$67,511	50	176.0
JOHN HILL	\$56,144	46	167.6
LUPE FRY	\$58,795	39	163.3
RODNEY BIRD	\$39,242	32	154.7
KERRY HARRIS	\$42,602	34	152.5
CODY CHAVERS	\$61,347	24	147.4
DREW LAAN	\$48,746	30	123.2
JUSTIN PONTIUS	\$44,605	43	123.1
BRIAN WALTERS	\$43,521	37	118.0
MICHAEL WARWICK	\$24,182	19	115.6
GRANT ROSANDICK	\$43,512	39	115.5
ERIC WILKINS	\$25,141	22	109.6
KELLIE MCMILLAN	\$23,805	30	79.8
SANDRA SPREIER	\$22,008	2	55.0
NORMAN LACOMBE	\$23,997	3	55.0
DUSTY BRYANT	\$9,132		32.6

NEW SALES RESULTS THROUGH JULY 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
MARCY BRODINE	\$105,382	48	367.3
ROBERT ELLIS	\$133,222	58	350.1
TRAVIS TERRY	\$85,038	49	284.0
BEATRIZ GUZMAN	\$93,774	68	275.7
ELI HANSEN	\$81,967	59	272.9
STEPHEN WIDMER	\$82,700	43	253.6
LISA BOTHOF	\$81,937	68	243.4
CLINT VANBIEZEN	\$74,538	36	242.0
NORMAN FUNK	\$72,692	38	221.7
BARRETT MCCLURE	\$49,171	28	199.1
JENNIFER COOK	\$66,344	49	194.8
KRIS BURKE	\$73,827	41	191.3
CHAD COX	\$63,936	34	187.8
JACE SPARROW	\$73,072	31	174.5
PERRY SHANK	\$58,725	31	172.7
DONNA D'AMBRA	\$66,814	24	172.3
GARY BLISS	\$65,331	27	169.8
NEIL HAZELBAKER	\$52,469	54	161.9
CINDY PACKARD	\$75,189	23	155.6
GARREN TAYLOR	\$63,269	29	152.3



**SCOTT BADGER,
DISTRICT MANAGER**



**MARCY BRODINE
YTD LEADER**

NEW SALES RESULTS THROUGH JULY 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
BRETT BARTON	\$58,007	29	140.5
JAMES POWELL	\$40,428	38	136.3
JARED HALL	\$39,485	25	126.9
CAMERON CARRICO	\$61,050	44	126.5
PAUL JOHNSON	\$41,413	22	122.3
PAUL DEWITT	\$36,121	24	112.6
STETZEN BAILEY	\$45,995	27	111.9
DAVID NEVAREZ	\$34,557	24	103.0
RYAN REX	\$39,788	24	98.8
RON SILVERS	\$25,841	19	87.3
KURT GEARY	\$25,976	10	71.4
DEBBIE FLANDRO	\$13,247	10	69.2

NEW SALES RESULTS THROUGH JULY 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$216,986	104	600.5
REDGE SORENSON	\$150,781	114	479.8
VAUGHN PRICE	\$121,652	88	461.1
BART CROFOOT	\$160,072	93	442.5
ZAK POPEJOY	\$161,215	99	435.2
RYAN PEARSON	\$166,246	113	426.2
MATT ANDERSON	\$137,015	70	407.0
BRANDT LESLIE	\$184,176	44	401.7
TODD BURKE	\$131,759	51	345.8
JACOB ANDRUS	\$118,468	79	332.4
KYLE JEPPESEN	\$100,885	57	329.9
RHETT PRICE	\$83,790	80	313.2
KENT JEPPESEN	\$85,473	54	286.4
TROY FERGUSON	\$98,565	89	280.1
JARED NELSON	\$89,714	57	279.7
ERICA CATT	\$89,855	55	263.8
BROOKS LATIMORE	\$100,195	71	257.2
RYAN HARRIGFELD	\$79,007	46	242.0
DERALD ARMSTRONG	\$77,663	41	240.6
JOLENE ZOLLINGER	\$86,742	39	238.2
JUSTIN NICHOLS	\$58,138	48	234.6



**VANCE NIELSEN,
DISTRICT MANAGER**



**NEIL JENSEN,
YTD LEADER**

NEW SALES RESULTS THROUGH JULY 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
DOUGLAS JOHNSON	\$72,420	49	225.4
KEVIN DEGN	\$59,500	43	215.4
CHRIS AXENTY	\$72,086	44	201.0
BRITAIN POTTER	\$65,677	30	199.6
RANDALL PITCHFORD	\$68,310	50	196.8
STEVEN CLARK	\$63,365	40	185.3
TOM GALLUP	\$48,559	46	175.5
DOUGLAS GUTHRIE	\$58,652	50	174.1
JERRY PETERSEN	\$57,269	47	164.7
TREVOR CLARK	\$56,916	31	163.9
DAVID COLPRON	\$45,732	28	155.2
KAREN RICHARDSON	\$43,093	36	140.0
SHANE KUNZ	\$49,219	32	133.6
CRAIG STEPHENSON	\$46,274	27	132.3
JACOB LINGARD	\$32,900	29	104.9
BROCK MERRILL	\$25,251	17	94.7
DARYL TEUSCHER	\$20,930	20	80.9
LENA PERMANN	\$23,571	15	69.1
GRANT MOSES	\$20,502	16	55.0