



AGENT LIFE PRODUCTION



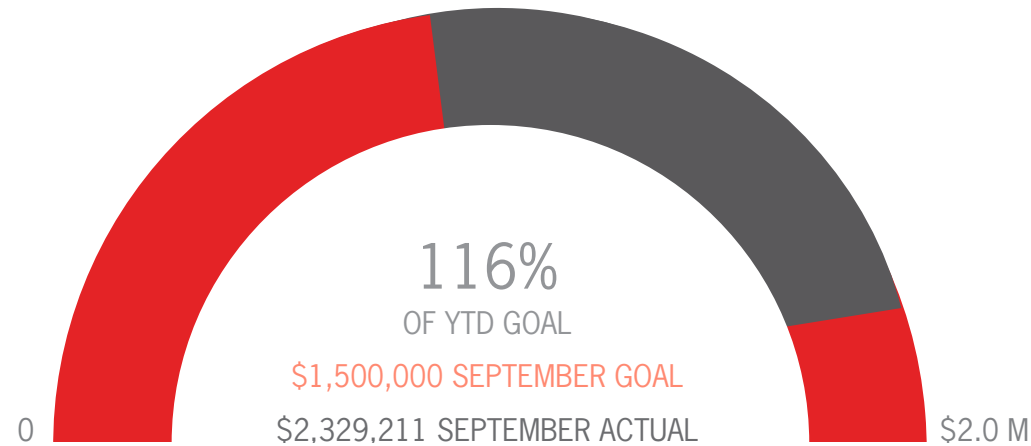
SEPTEMBER 2021

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NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

LIFE CONTEST CREDIT: SEPTEMBER YTD ACTUAL, SEPTEMBER YTD GOAL, AND 2021 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
SOUTHEAST IDAHO	19	\$50,694
EAST IDAHO	20	\$43,460
NORTH IDAHO	15	\$36,660
MAGIC VALLEY	19	\$25,809
TREASURE VALLEY EAST	12	\$13,533
TREASURE VALLEY WEST	11	\$7,139



LIFE PRODUCTION DISTRICT OF THE MONTH
SOUTHEAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
NORTH IDAHO	186	\$641,368
MAGIC VALLEY	194	\$582,765
EAST IDAHO	175	\$363,283
SOUTHEAST IDAHO	194	\$269,932
TREASURE VALLEY EAST	155	\$256,977
TREASURE VALLEY WEST	154	\$214,886



LIFE PRODUCTION DISTRICT OF THE YEAR
NORTH IDAHO, BEN RAE, DISTRICT MANAGER

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
RHETT PRICE	4	\$28,903
KENDON PERRY	5	\$27,892
MATT ANDERSON	9	\$20,494
BART CROFOOT	2	\$9,525
DOUGLAS JOHNSON	3	\$8,449
JAMES POWELL	3	\$7,437
JERRY PETERSEN	1	\$7,391
DALE ZIMNEY	1	\$3,527
JENNIFER COOK	1	\$3,508
TODD BURKE	3	\$3,042

LIFE LINES LEADER OF THE MONTH



RHETT PRICE,
SOUTHEAST IDAHO

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
MICHAEL ASKER	27	\$271,608
DONNA D'AMBRA	10	\$183,976
KENDON PERRY	32	\$150,639
RILEY JEPPESEN	39	\$117,493
PAUL JOHNSON	13	\$100,630
PERRY SHANK	18	\$69,108
RHETT PRICE	20	\$60,392
DOUGLAS JOHNSON	23	\$56,150
JERRY SPRAY	11	\$53,826
MATT ANDERSON	22	\$46,264

LIFE LINES AGENT YTD LEADER



MIKE ASKER,
NORTH IDAHO

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

NORTH IDAHO YTD LIFE PRODUCTION



BEN RAE,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
MICHAEL ASKER	27	\$271,608
KENDON PERRY	32	\$150,639
JERRY SPRAY	11	\$53,826
STEVEN ZAMORA	25	\$27,496
WALTER DINNING	3	\$18,119
BEA SPEAKMAN	12	\$15,915
JOHN NISHIMOTO	9	\$15,411
SHAWN QUINN	5	\$12,672
JOSEPH RICHARDS	6	\$12,512
TIMOTHY KASPER	8	\$12,376
JANEL HOLMES	6	\$10,659
RYAN BECKNER	11	\$8,409
KYLE PERRY	5	\$8,169
MARK VANDERWALL	1	\$5,550
JOHN MARKS	3	\$5,540
KYLE CASEY	10	\$4,834
SARAH ROBIE	9	\$4,545
DOUG WHEELLOCK	2	\$1,451
CHIP QUADE	0	\$0



MIKE ASKER,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

TREASURE VALLEY EAST YTD LIFE PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
SCOTT MALMSTROM	8	\$43,490
ALEX SALINAS	24	\$29,475
KEEFAN CARON	16	\$24,899
GILBERT TUNING	7	\$23,061
LYNNAE GLIEGE	9	\$21,864
BRIAN WALTERS	20	\$20,376
JARED HART	12	\$14,837
DALE ZIMNEY	4	\$14,383
TRUDY CRAWFORD	7	\$13,009
MARIO SALINAS	4	\$10,390
STUART BARRETT	9	\$9,919
VAN BARKUS	4	\$6,643
ANDREW MEYER	10	\$6,499
CHRISTOPHER LARSEN	6	\$5,785
RICHARD PERCIVAL	3	\$4,250
KERRY BAXTER	5	\$2,788
GRANT ROSANDICK	4	\$2,769
DAKOTA STALLIONS	2	\$1,566
RICH SYKES	1	\$629
RODNEY BIRD	0	\$317
PHIL ZEMAITIS	0	\$27
ZAK BURKARD	0	\$0
JOSHUA WILSON	0	\$0



SCOTT MALMSTROM,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

TREASURE VALLEY WEST YTD LIFE PRODUCTION



JAMIE MASON,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DARIN PFOST	30	\$43,062
ERIC WILKINS	13	\$32,151
KERRY HARRIS	14	\$29,362
WAYNE HUNGATE	9	\$18,062
JOHN HILL	13	\$16,719
RYAN PORTER	14	\$14,036
PAMELA RUSSOM	7	\$12,061
JASON GARDNER	14	\$11,957
BRETT PAYNTER	10	\$10,179
LEE POUNDS	8	\$7,918
LEANN PULLMAN	2	\$6,301
TAYLOR MINK	8	\$4,468
CODY CHAVERS	4	\$3,231
HEATHER GROTHAUS	2	\$1,399
ANTHONY NICHOLS	1	\$1,298
DUSTY BRYANT	2	\$1,003
LUPE FRY	1	\$278
ROGER BERRETH	0	\$0
DAVE CEREGHINO	0	\$0
NORMAN LACOMBE	0	\$0



DARIN PFOST,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

MAGIC VALLEY YTD LIFE PRODUCTION



KENT JEPPESEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DONNA D'AMBRA	10	\$183,976
PAUL JOHNSON	13	\$100,630
PERRY SHANK	18	\$69,108
TRAVIS TERRY	13	\$30,589
NEIL HAZELBAKER	8	\$23,608
GARREN TAYLOR	7	\$17,989
KURT GEARY	3	\$16,615
ROBERT ELLIS	14	\$16,098
ELI HANSEN	13	\$15,371
LISA BOTHOF	6	\$13,543
CLINT VANBIEZEN	8	\$12,385
JAMES POWELL	6	\$11,747
CAMERON CARRICO	11	\$11,066
CINDY PACKARD	9	\$10,579
JENNIFER COOK	9	\$10,431
BARRETT MCCLURE	7	\$10,138
STEPHEN WIDMER	9	\$8,947
GARY BLISS	5	\$5,518
DAVID NEVAREZ	8	\$4,248
NORMAN FUNK	3	\$2,595



DONNA D'AMBRA
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
RYAN REX	4	\$2,020
MARCY BRODINE	3	\$1,944
JACE SPARROW	4	\$1,561
STETZEN BAILEY	2	\$1,203
BRETT BARTON	1	\$842
SANDRA GOMEZ	0	\$0

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

EAST IDAHO YTD LIFE PRODUCTION



JUSTIN CHRISTENSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
RILEY JEPPESEN	39	\$117,493
MATT ANDERSON	22	\$46,264
NEIL JENSEN	19	\$40,456
KYLE JEPPESEN	22	\$34,414
JERRY PETERSEN	12	\$23,585
TREVOR CLARK	6	\$20,255
REDGE SORENSON	13	\$17,895
TAGG JEPPESEN	7	\$17,506
RYAN HARRIGFELD	5	\$10,760
BART CROFOOT	2	\$10,442
KEVIN DEGN	13	\$9,710
JOLENE ZOLLINGER	4	\$6,554
CRAIG STEPHENSON	0	\$4,472
VAUGHN PRICE	4	\$3,401
JAKE JOHNSTON	6	\$3,244
TOM GALLUP	4	\$2,023
KOLTER JEPPESEN	5	\$1,072
KAREN RICHARDSON	1	\$1,070
TROY FERGUSON	1	\$974
JUSTIN NICHOLS	2	\$473
DANIEL BEZZANT	0	\$0
BLAKE VAN ETEN	0	\$0



RILEY JEPPESEN,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2021

SOUTHEAST IDAHO YTD LIFE PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
RHETT PRICE	20	\$60,392
DOUGLAS JOHNSON	23	\$56,150
KRIS BURKE	13	\$15,028
TODD BURKE	19	\$14,622
JARED HALL	5	\$13,678
ZAK POPEJOY	14	\$12,443
BRANDT LESLIE	11	\$11,054
JACOB ANDRUS	10	\$8,463
DERALD ARMSTRONG	4	\$8,165
BROOKS LATIMORE	3	\$7,524
DAVID COLPRON	6	\$6,819
CHRIS AXENTY	5	\$4,126
CHAD COX	5	\$3,830
JACOB LINGARD	8	\$3,706
ERICA CATT	5	\$3,695
KEVIN MAW	5	\$3,434
DOUGLAS GUTHRIE	7	\$3,320
JARED NELSON	2	\$1,854
BRITTNEY SMITH	5	\$1,638
GRANT MOSES	0	\$768
RANDALL PITCHFORD	0	\$624
LENA PERMANN	1	\$443
DARYL TEUSCHER	0	\$54



RHETT PRICE,
LIFE LINES YTD LEADER