



AGENT LIFE PRODUCTION

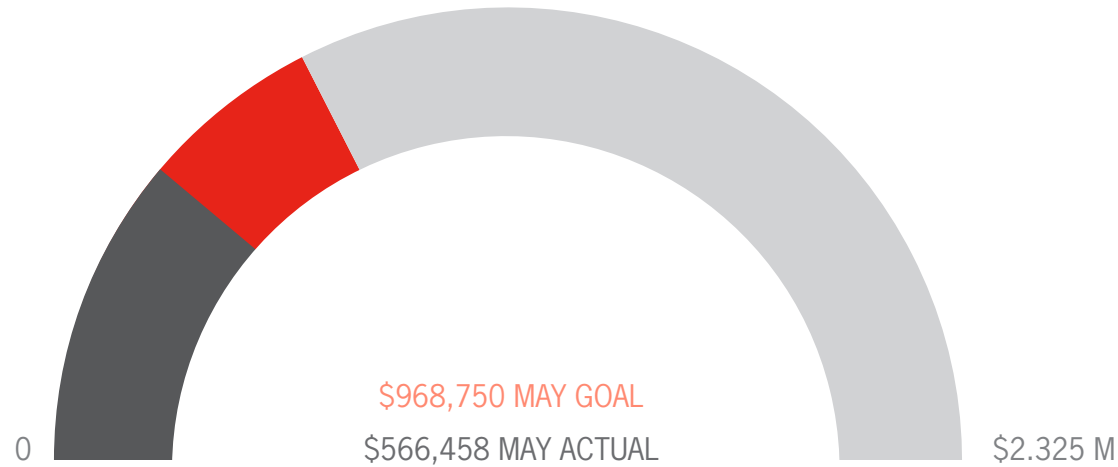


MAY 2020



NEW SALES RESULTS THROUGH MAY 31, 2020

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



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	28	\$48,169
TREASURE VALLEY	20	\$39,652
NORTH IDAHO	11	\$10,699
MAGIC VALLEY	11	\$9,231



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

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	157	\$192,025
TREASURE VALLEY	112	\$163,350
MAGIC VALLEY	84	\$121,058
NORTH IDAHO	70	\$90,025



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

NEW SALES RESULTS THROUGH MAY 31, 2020

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
TODD BURKE	7	\$24,108
GILBERT TUNING	3	\$22,599
KENDON PERRY	9	\$9,637
JERRY PETERSEN	2	\$8,094
DERALD ARMSTRONG	6	\$6,421
DARIN PFOST	3	\$4,574
JASON GARDNER	3	\$2,918
KENT JEPPESEN	4	\$2,834
PERRY SHANK	3	\$2,644
CHRIS AXENTY	2	\$2,285

LIFE LINES LEADER OF THE MONTH



TODD BURKE

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	30	\$46,246
KENDON PERRY	23	\$34,026
TODD BURKE	17	\$28,894
PERRY SHANK	11	\$24,910
GILBERT TUNING	3	\$22,611
KRIS BURKE	9	\$18,643
KERRY BAXTER	4	\$17,122
DONNA D'AMBRA	4	\$16,965
DERALD ARMSTRONG	10	\$15,659
DARIN PFOST	11	\$15,459

LIFE LINES AGENT YTD LEADER



KENT JEPPESEN

NEW SALES RESULTS THROUGH MAY 31, 2020

NORTH IDAHO YTD LIFE PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

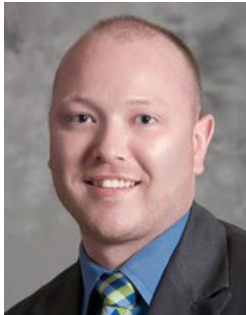
AGENT	APPS	CONTEST CREDIT
KENDON PERRY	23	\$34,026
JOHN NISHIMOTO	14	\$10,093
JOHN MARKS	10	\$7,848
JOSEPH RICHARDS	4	\$6,602
JERRY SPRAY	3	\$6,358
DANIEL NEUENFELDT	2	\$5,577
STEVEN ZAMORA	4	\$4,122
MIKE ASKER	2	\$3,588
SHAWN QUINN	1	\$3,275
RYAN BECKNER	1	\$2,357
ANDREW SCOTT	1	\$2,268
WALT DINNING	3	\$2,006
BOB STOWELL	2	\$1,241
SAM ROGERS	0	\$275
TIM KASPER	0	\$241
DOUG WHEELLOCK	0	\$85
MARK VANDERWALL	0	\$46
CHIP QUADE	0	\$9
BEA SPEAKMAN	0	\$0



**KENDON PERRY,
LIFE LINES
YTD LEADER**

NEW SALES RESULTS THROUGH MAY 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION



**BRENT HUNTER,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
GILBERT TUNING	3	\$22,611
KERRY BAXTER	4	\$17,122
DARIN PFOST	11	\$15,459
JOHN HILL	6	\$13,924
JARED HART	10	\$12,474
DALE ZIMNEY	3	\$10,280
KERRY HARRIS	7	\$7,381
WAYNE HUNGATE	2	\$7,310
KEEFAN CARON	9	\$6,466
MARIO SALINAS	6	\$6,010
LYNNAE GLIEGE	4	\$5,684
JASON GARDNER	6	\$5,472
PAMELA RUSSOM	5	\$3,919
RICHARD PERCIVAL	4	\$3,230
LEE POUNDS	2	\$3,042
MICHAEL WARWICK	1	\$2,731
SCOTT MALMSTROM	3	\$2,615
TRUDY CRAWFORD	2	\$2,218
HEATHER GROTHAUS	1	\$2,046
BRIAN WALTERS	3	\$1,986
BRETT PAYNTER	1	\$1,743
RICH SYKES	2	\$1,611



**GILBERT TUNING,
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH MAY 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
ANDREW MEYER	3	\$1,492
KELLIE MCMILLAN	3	\$1,280
LUPE FRY	1	\$1,100
LEANN PULLMAN	4	\$867
TAYLOR MINK	1	\$703
PHIL ZEMAITIS	2	\$572
DREW LAAN	2	\$469
VAN BARKUS	0	\$458
JERRY VON BRETHORST	1	\$414
RYAN PORTER	0	\$296
CHRIS LARSEN	0	\$207
ROD BIRD	0	\$75
STU BARRETT	0	\$65
GRANT ROSANDICK	0	\$10
ALEX SALINAS	0	\$5
ERIC WILKINS	0	\$3
TONY NICHOLS	0	\$0
JUSTIN PONTIUS	0	\$0
DYLAN PEASE	0	\$0
DAKOTA STALLIONS	0	\$0

NEW SALES RESULTS THROUGH MAY 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION



**SCOTT BADGER,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
PERRY SHANK	11	\$24,910
KRIS BURKE	9	\$18,643
DONNA D'AMBRA	4	\$16,965
ELI HANSEN	9	\$15,008
ROB ELLIS	7	\$7,696
NEIL HAZELBAKER	4	\$6,736
PAUL JOHNSON	8	\$6,049
KURT GEARY	6	\$4,805
NORMAN FUNK	3	\$3,973
LISA BOTHOF	4	\$3,955
CLINT VANBIEZEN	5	\$2,704
TRAVIS TERRY	1	\$1,599
MARCY BRODINE	2	\$1,542
PAUL DEWITT	1	\$1,394
BEATRIZ GUZMAN	5	\$1,317
BRETT BARTON	0	\$1,050
CHAD COX	1	\$601
STEPHEN WIDMER	1	\$550
RYAN REX	0	\$411
JARED HALL	1	\$323
GARY BLISS	1	\$320



**PERRY SHANK,
LIFE LINES
YTD LEADER**

NEW SALES RESULTS
THROUGH MAY 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
DEBBIE FLANDRO	0	\$150
GARREN TAYLOR	0	\$96
RON SILVERS	0	\$74
STETZEN BAILEY	0	\$43
CINDY PACKARD	0	\$18
BARRETT MCCLURE	0	\$6
DAVID NEVAREZ	0	\$0
JENNIFER COOK	0	\$0
JAMES POWELL	0	\$0
CAMERON CARRICO	0	\$0

NEW SALES RESULTS THROUGH MAY 31, 2020

EAST IDAHO YTD LIFE PRODUCTION



**VANCE NIELSEN,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	30	\$46,246
TODD BURKE	17	\$28,894
DERALD ARMSTRONG	10	\$15,659
JERRY PETERSEN	7	\$11,525
RHETT PRICE	9	\$10,658
KEVIN DEGN	3	\$9,362
ZAK POPEJOY	6	\$8,848
JACOB ANDRUS	15	\$8,525
DOUG JOHNSON	3	\$6,897
NEIL JENSEN	5	\$6,611
BROOKS LATIMORE	7	\$5,587
KYLE JEPPESEN	6	\$4,482
LENA PERMANN	4	\$3,961
DOUG GUTHRIE	1	\$2,572
CHRIS AXENTY	2	\$2,457
RANDALL PITCHFORD	2	\$2,299
MATT ANDERSON	5	\$2,114
REDGE SORENSON	8	\$2,038
DAVID COLPRON	4	\$1,655
STEVEN CLARK	1	\$1,550
JACOB LINGARD	3	\$1,535



**KENT JEPPESEN,
LIFE LINES
YTD LEADER**

NEW SALES RESULTS THROUGH MAY 31, 2020

EAST IDAHO YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
JARED NELSON	2	\$1,341
ERICA CATT	1	\$1,323
TROY FERGUSON	3	\$998
TOM GALLUP	2	\$913
TREVOR CLARK	1	\$840
CRAIG STEPHENSON	0	\$765
BART CROFOOT	0	\$740
GRANT MOSES	0	\$739
BROCK MERRILL	0	\$417
DARYL TEUSCHER	0	\$225
VAUGHN PRICE	0	\$166
JOLENE ZOLLINGER	0	\$27
BRANDT LESLIE	0	\$21
BRITAIN POTTER	0	\$15
KAREN RICHARDSON	0	\$10
SHANE KUNZ	0	\$10
JUSTIN NICHOLS	0	\$0
RYAN PEARSON	0	\$0