



# COVERAGE

## AGENT REPORTS

---

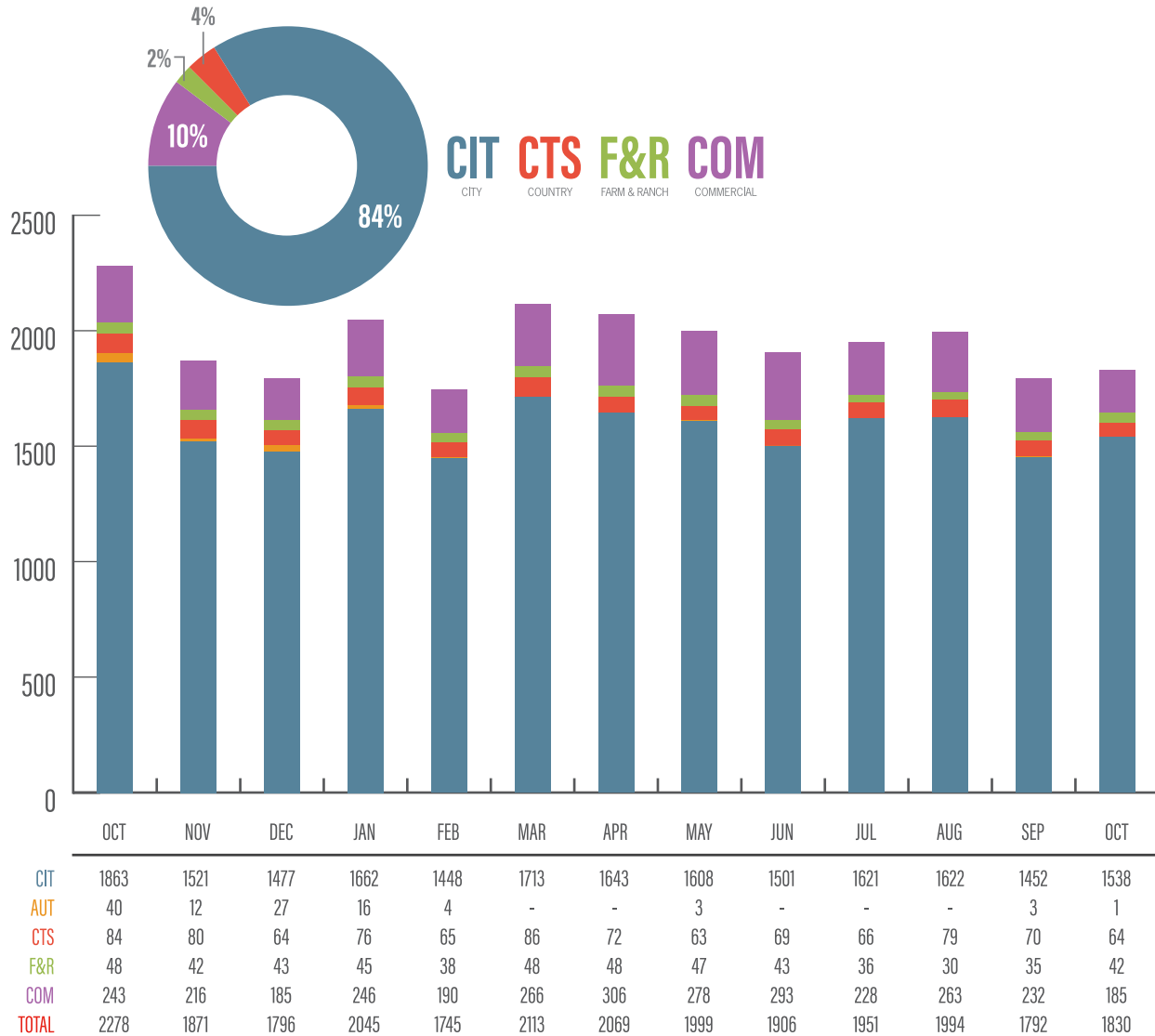
OCTOBER 2019

---

.....

OCTOBER 2019

# APP COUNT



CURRENT

OCTOBER 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<br>VOLUME | NEW<br>PERS/COMM<br>PREMIUM | TOTAL<br>COMBINED |
|-----------------|----------------|-----------------------------|-------------------|
| EASTERN IDAHO   | 16,180,000     | 424,730                     | 16,604,730        |
| MAGIC VALLEY    | 15,569,000     | 306,844                     | 15,875,844        |
| TREASURE VALLEY | 10,385,971     | 450,415                     | 10,836,386        |
| NORTH IDAHO     | 10,256,411     | 207,227                     | 10,463,638        |



OCTOBER 2019

# AGENT OF THE MONTH



**DARIN PFOF**  
CANYON 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.

OCTOBER 2019

# ROOKIE OF THE MONTH



**GRANT ROSANDICK**  
ADA 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



**SCOTT BADGER**  
REGIONAL EXECUTIVE



**DEBBIE FLANDRO**  
POWER COUNTY



**DONNA D'AMBRA**  
JEROME COUNTY



**BARRETT MCCLURE**  
JEROME COUNTY



**JOE LEACH**  
TWIN FALLS COUNTY



**DAVE NEVAREZ**  
CASSIA COUNTY



**PAUL DEWITT**  
TWIN FALLS COUNTY



**PAUL JOHNSON**  
TWIN FALLS COUNTY



**ROB ELLIS**  
TWIN FALLS COUNTY



**NORMAN FUNK**  
BLAINE COUNTY



**KURT GEARY**  
CASSIA COUNTY



**BRETT BARTON**  
TWIN FALLS COUNTY

REGION  
OF THE MONTH



**PERRY SHANK**  
JEROME COUNTY



**RYAN REX**  
TWIN FALLS COUNTY



**RON SILVERS**  
TWIN FALLS COUNTY



**NEIL HAZELBAKER**  
TWIN FALLS COUNTY



**KRIS BURKE**  
BINGHAM COUNTY



**GARY BLISS**  
CASSIA COUNTY



**STEPHEN WIDMER**  
TWIN FALLS COUNTY



**ELI HANSEN**  
CASSIA COUNTY



**JARED HALL**  
POWER COUNTY



**TRAVIS TERRY**  
CASSIA COUNTY



**LISA BOTHOF**  
TWIN FALLS COUNTY



**MARCY BRODINE**  
TWIN FALLS COUNTY



# REGION OF THE MONTH



**CHAD COX**  
POWER COUNTY



**JENNIFER COOK**  
TWIN FALLS COUNTY



**CLINT VAN BIEZEN**  
TWIN FALLS COUNTY



**BEA GUZMAN**  
TWIN FALLS COUNTY



**GARREN TAYLOR**  
JEROME COUNTY



**CINDY PACKARD**  
TWIN FALLS COUNTY



**JIM POWELL**  
CASSIA COUNTY



**CAMERON CARRICO**  
TWIN FALLS COUNTY



**JUD HARMON**  
TWIN FALLS COUNTY



**STETZEN BAILEY**  
CASSIA COUNTY



OCTOBER 2019

# TOP PRODUCERS

## ISSUED LPC



**BARRETT MCCLURE**  
\$15,232

## ISSUED FBL APPS



**MIKE ASKER**  
14 APPLICATIONS

## LIFE VOLUME



**DOUG JOHNSON**  
\$2,765,000

## FINANCE LOANS



**CHRIS AXENTY**  
8 LOANS

## NEW PERSONAL PREMIUM



**GARREN TAYLOR**  
\$26,935

## NEW COMMERCIAL PREMIUM



**GRANT ROSANDICK**  
\$23,361

## NEW PERS/COMM PREMIUM



**BEA SPEAKMAN**  
\$36,168

## TOTAL PERS/COMM PREMIUM



**WAYNE HUNGATE**  
\$380,432

**ROOKIES**

**OCTOBER 2019**

# TOP PRODUCERS



## ISSUED LPC



**DAKOTA STALLIONS**  
\$2,050

## ISSUED FBL APPS



**JACOB ANDRUS**  
7 APPLICATIONS

## LIFE VOLUME



**JACOB ANDRUS**  
\$729,000

## FINANCE LOANS



**STETZEN BAILEY**  
1 LOAN

## NEW PERSONAL PREMIUM



**ANDREW MEYER**  
\$21,926

## NEW COMMERCIAL PREMIUM



**GRANT ROSANDICK**  
\$23,361

## NEW PERS/COMM PREMIUM



**GRANT ROSANDICK**  
\$34,556

## TOTAL PERS/COMM PREMIUM



**STEVEN CLARK**  
\$142,190

OCTOBER 2019

# SQUIRE HONOR ROLL



**KEEFAN CARON**

119 MONTHS

.....

|                    |    |
|--------------------|----|
| RHETT PRICE.....   | 28 |
| JARED NELSON.....  | 28 |
| KYLE JEPPESEN..... | 26 |
| ZAK POPEJOY.....   | 26 |
| RYAN BECKNER.....  | 25 |
| JOHN W HILL.....   | 24 |
| RYAN PEARSON.....  | 22 |
| TROY FERGUSON..... | 20 |
| STEVEN ZAMORA..... | 20 |
| WALT DINNING.....  | 16 |
| JARED HART.....    | 10 |
| ANDREW MEYER.....  | 9  |
| NEIL JENSEN.....   | 8  |



**BROOKS LATIMORE**

32 MONTHS

.....

|                         |   |
|-------------------------|---|
| KENDON PERRY.....       | 8 |
| DERALD C ARMSTRONG..... | 7 |
| VAN BARKUS.....         | 7 |
| DAKOTA STALLIONS.....   | 6 |
| JASON B GARDNER.....    | 5 |
| REDGE SORENSON.....     | 5 |
| TAYLOR MINK.....        | 5 |
| RICH SYKES.....         | 5 |
| TONY NICHOLS.....       | 5 |
| ELI HANSEN.....         | 4 |
| LISA BOTHOF.....        | 4 |
| DOUG JOHNSON.....       | 4 |
| CLINT VANBIEZEN.....    | 4 |



**VAUGHN PRICE**

30 MONTHS

.....

|                        |   |
|------------------------|---|
| JERRY SPRAY.....       | 4 |
| TOM GALLUP.....        | 3 |
| SHANE KUNZ.....        | 3 |
| NORMAN FUNK.....       | 3 |
| JERRY T PETERSEN.....  | 3 |
| MARCY BRODINE.....     | 3 |
| ERIC WILKINS.....      | 3 |
| JENNIFER COOK.....     | 3 |
| JUSTIN NICHOLS.....    | 3 |
| BART CROFOOT.....      | 3 |
| DANIEL NEUENFELDT..... | 3 |

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

CURRENT

OCTOBER 2019

## AGENTS' PRODUCTION

PAGE 1 OF 4

| AGENT                  | LPC    | ISSUED<br>FBL APPS | LIFE<br>VOLUME | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|------------------------|--------|--------------------|----------------|---------------------|---------------------|-----------------------------|------------------|
| MCCLURE BARRETT - AA   | 15,232 | 1                  | 0              | 7,421               | 3,611               | 11,032                      | 1                |
| PFOST DARIN - AA       | 14,979 | 8                  | 995,000        | 8,818               | 9,510               | 18,328                      | 1                |
| JOHNSON DOUGLAS - AA   | 14,287 | 12                 | 2,765,000      | 13,129              | 184                 | 13,313                      | 1                |
| JENSEN NEIL - AA       | 13,270 | 13                 | 1,521,000      | 21,912              | 136                 | 22,048                      | 0                |
| ASKER MICHAEL W        | 11,701 | 14                 | 2,075,000      | 2,881               | 1,089               | 3,970                       | 2                |
| HILL JOHN W            | 10,240 | 4                  | 350,000        | 4,569               | 131                 | 4,700                       | 1                |
| JOHNSON PAUL           | 8,202  | 9                  | 1,530,000      | 5,199               | 1,291               | 6,490                       | 0                |
| HANSEN ELI             | 8,180  | 5                  | 710,000        | 13,552              | 9,669               | 23,221                      | 4                |
| ZIMNEY DALE - AA       | 7,338  | 5                  | 101,104        | 2,588               | 9,775               | 12,363                      | 0                |
| ZAMORA STEVEN          | 6,846  | 6                  | 881,000        | 23,493              | 2,701               | 26,194                      | 2                |
| LARSEN CHRISTOPHER     | 6,034  | 8                  | 1,404,000      | 2,434               | 55                  | 2,489                       | 0                |
| PERRY KENDON - AA      | 5,944  | 5                  | 717,405        | 14,507              | -50                 | 14,457                      | 2                |
| QUINN SHAWN - AA       | 5,913  | 12                 | 941,000        | 5,087               | -349                | 4,738                       | 3                |
| COOK JENNIFER          | 5,681  | 10                 | 1,360,000      | 6,436               | 7,766               | 14,202                      | 0                |
| BAXTER KERRY           | 5,533  | 2                  | 376,000        | 6,570               | 213                 | 6,783                       | 0                |
| FUNK NORMAN - AA       | 5,348  | 10                 | 1,850,000      | 8,847               | 3,551               | 12,398                      | 0                |
| MALMSTROM SCOTT G      | 5,308  | 1                  | 0              | 4,125               | 536                 | 4,661                       | 3                |
| SHANK PERRY E - AA     | 4,900  | 6                  | 2,238,000      | 11,558              | 1,330               | 12,888                      | 0                |
| PRICE RHETT M          | 4,678  | 3                  | 450,000        | 9,342               | 1,133               | 10,475                      | 1                |
| MOSES GRANT            | 4,355  | 0                  | 0              | 915                 | 2,196               | 3,111                       | 1                |
| BURKE D KRIS           | 4,195  | 9                  | 1,640,000      | 14,735              | 0                   | 14,735                      | 0                |
| FERGUSON TROY G - AA   | 3,902  | 14                 | 2,232,000      | 4,194               | 579                 | 4,773                       | 1                |
| KASPER TIMOTHY - AA    | 3,786  | 5                  | 685,000        | 6,410               | 0                   | 6,410                       | 0                |
| VANDERWALL MARK A - AA | 3,134  | 6                  | 975,000        | 9,000               | 469                 | 9,469                       | 0                |
| ELLIS ROBERT - AA      | 3,048  | 10                 | 1,595,000      | 4,576               | 828                 | 5,404                       | 1                |
| POPEJOY ZAK            | 2,952  | 7                  | 835,000        | 23,183              | 6,014               | 29,197                      | 2                |
| BRODINE MARCY          | 2,870  | 5                  | 620,000        | 6,027               | 2,676               | 8,703                       | 1                |
| CARON KEEFAN           | 2,794  | 1                  | 489,032        | 20,219              | 3,060               | 23,279                      | 0                |
| RICHARDS JOSEPH        | 2,657  | 1                  | 1,100,000      | 7,667               | 1,543               | 9,210                       | 1                |
| BARKUS VAN J           | 2,626  | 6                  | 1,360,000      | 10,480              | 1,093               | 11,573                      | 0                |
| GARDNER JASON B        | 2,560  | 1                  | 0              | 2,370               | 9,015               | 11,385                      | 0                |
| D'AMBRA DONNA - AA     | 2,268  | 5                  | 800,000        | 6,892               | 512                 | 7,404                       | 0                |
| CROFOOT BART           | 2,161  | 4                  | 675,000        | 12,351              | 0                   | 12,351                      | 0                |



| AGENT                | LPC   | ISSUED<br>FBLAPPS | LIFE<br>VOLUME | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|----------------------|-------|-------------------|----------------|---------------------|---------------------|-----------------------------|------------------|
| PETERSEN JERRY T     | 2,105 | 6                 | 2,450,000      | 14,370              | 8,903               | 23,273                      | 0                |
| STALLIONS DAKOTA     | 2,050 | 2                 | 350,000        | 4,523               | 1,293               | 5,816                       | 0                |
| NEVAREZ DAVID - AA   | 1,992 | 3                 | 120,000        | 4,291               | -5,397              | -1,106                      | 0                |
| HARRIS KERRY         | 1,935 | 2                 | 300,000        | 11,040              | -629                | 10,411                      | 0                |
| SPRAY JERRY          | 1,818 | 4                 | 550,000        | 11,845              | 5,085               | 16,930                      | 0                |
| JEPPESSEN KENT E     | 1,806 | 1                 | 100,000        | 11,499              | 1,297               | 12,796                      | 0                |
| PACKARD CINDY        | 1,668 | 2                 | 500,000        | 9,262               | -906                | 8,356                       | 0                |
| SILVERS RON          | 1,662 | 1                 | 26,000         | 2,027               | 1,954               | 3,981                       | 3                |
| BOTHOF LISA          | 1,652 | 4                 | 200,000        | 8,616               | 10                  | 8,626                       | 0                |
| PEARSON RYAN         | 1,567 | 2                 | 260,000        | 22,675              | -389                | 22,286                      | 1                |
| CATT ERICA K         | 1,565 | 3                 | 125,000        | 5,735               | 0                   | 5,735                       | 0                |
| TUNING GILBERT       | 1,549 | 1                 | 75,000         | 6,015               | 1,653               | 7,668                       | 0                |
| COX CHAD             | 1,426 | 2                 | 200,000        | 5,579               | -486                | 5,093                       | 0                |
| PORTER RYAN          | 1,353 | 3                 | 750,000        | 14,479              | 1,665               | 16,144                      | 0                |
| ANDRUS JACOB         | 1,238 | 7                 | 729,000        | 5,258               | 0                   | 5,258                       | 0                |
| BARRETT STUART - AA  | 1,209 | 3                 | 513,405        | 8,537               | -2,152              | 6,385                       | 2                |
| TERRY TRAVIS         | 1,194 | 1                 | 200,000        | 2,760               | 2,007               | 4,767                       | 2                |
| TAYLOR GARREN - AA   | 1,091 | 3                 | 410,000        | 26,935              | 34                  | 26,969                      | 1                |
| HAZELBAKER NEIL      | 1,048 | 1                 | 253,000        | 3,774               | -1,631              | 2,143                       | 0                |
| BLISS GARY           | 1,039 | 2                 | 260,000        | 8,047               | 627                 | 8,674                       | 1                |
| ANDERSON MATT - AA   | 979   | 1                 | 100,000        | 4,332               | 4,031               | 8,363                       | 0                |
| PAYNTER BRETT - AA   | 948   | 1                 | 100,000        | -6                  | 5,187               | 5,181                       | 0                |
| COLPRON DAVID        | 909   | 1                 | 25,000         | 3,622               | 2,479               | 6,101                       | 1                |
| MINK TAYLOR          | 874   | 2                 | 122,006        | 14,935              | 15,602              | 30,537                      | 1                |
| LINGARD JACOB        | 822   | 1                 | 400,000        | 9,305               | -521                | 8,784                       | 0                |
| TINSLEY REBECCA      | 812   | 4                 | 307,006        | 593                 | 3,455               | 4,048                       | 1                |
| BAILEY STETZEN       | 791   | 2                 | 300,000        | 8,116               | 4,895               | 13,011                      | 1                |
| CLARK STEVEN         | 785   | 2                 | 550,000        | 14,514              | 255                 | 14,769                      | 0                |
| VANBIEZEN CLINT - AA | 765   | 3                 | 405,000        | 12,816              | 1,653               | 14,469                      | 0                |
| DEWITT PAUL E        | 729   | 1                 | 50,000         | 3,375               | 6                   | 3,381                       | 0                |
| JEPPESSEN KYLE K     | 726   | 4                 | 370,000        | 12,931              | 1,985               | 14,916                      | 7                |
| WHELOCK DOUG         | 611   | 1                 | 100,000        | 2,292               | 0                   | 2,292                       | 0                |
| BECKNER RYAN - AA    | 580   | 2                 | 300,000        | 12,770              | 715                 | 13,485                      | 2                |
| HALL JARED - AA      | 535   | 1                 | 100,000        | 8,476               | 284                 | 8,760                       | 0                |
| NISHIMOTO JOHN       | 524   | 1                 | 325,000        | 2,297               | 1,899               | 4,196                       | 0                |

| AGENT                 | LPC | ISSUED<br>FBLAPPS | LIFE<br>VOLUME | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|-----------------------|-----|-------------------|----------------|---------------------|---------------------|-----------------------------|------------------|
| PERCIVAL RICHARD M    | 488 | 1                 | 100,000        | 12,783              | 1,326               | 14,109                      | 0                |
| STOWELL ROBERT C      | 486 | 2                 | 550,000        | 1,271               | 656                 | 1,927                       | 1                |
| PITCHFORD RANDALL     | 458 | 0                 | 0              | 9,482               | 127                 | 9,609                       | 4                |
| LESLIE BRANDT         | 449 | 1                 | 500,000        | 11,386              | 1,565               | 12,951                      | 1                |
| BURKE WILLIAM TODD    | 416 | 1                 | 833,000        | 5,143               | 2,566               | 7,709                       | 0                |
| ROSANDICK GRANT       | 378 | 2                 | 260,000        | 11,195              | 23,361              | 34,556                      | 0                |
| GUZMAN BEATRIZ - AA   | 343 | 1                 | 50,000         | -1,485              | 4,492               | 3,007                       | 2                |
| HART JARED - AA       | 321 | 0                 | 0              | 11,038              | 4,484               | 15,522                      | 2                |
| MEYER ANDREW          | 315 | 2                 | 180,000        | 21,926              | 2,058               | 23,984                      | 0                |
| CLARK TREVOR          | 310 | 1                 | 190,000        | 9,630               | 0                   | 9,630                       | 0                |
| GUTHRIE DOUGLAS       | 298 | 1                 | 400,000        | 5,227               | 2,525               | 7,752                       | 1                |
| DEGN KEVIN - AA       | 293 | 2                 | 260,000        | 5,959               | 577                 | 6,536                       | 0                |
| LATIMORE BROOKS       | 254 | 2                 | 260,000        | 15,477              | 305                 | 15,782                      | 0                |
| BARTON BRETT O - AA   | 248 | 0                 | 2,000          | 4,632               | 5,020               | 9,652                       | 2                |
| SALINAS MARIO A - AA  | 220 | 1                 | 100,000        | 4,917               | 2,604               | 7,521                       | 0                |
| ARMSTRONG DERALD - AA | 207 | 1                 | 100,000        | 13,584              | 321                 | 13,905                      | 0                |
| BIRD RODNEY - AA      | 108 | 0                 | 6,424          | 3,696               | 2,039               | 5,735                       | 3                |
| DINNING WALTER - AA   | 92  | 1                 | 750,000        | 10,340              | 4,180               | 14,520                      | 0                |
| ZEMAITIS PHIL         | 62  | 0                 | 0              | 6,675               | 9,202               | 15,877                      | 0                |
| GLIEGE LYNNAE - AA    | 61  | 0                 | 800,000        | 7,937               | 8,240               | 16,177                      | 0                |
| MARKS JOHN E          | 49  | 0                 | 0              | 5,423               | 2,954               | 8,377                       | 0                |
| GALLUP TOM - AA       | 34  | 0                 | 0              | -1,853              | 797                 | -1,056                      | 3                |
| HUNGATE D WAYNE       | 28  | 0                 | 500,000        | 8,443               | 5,386               | 13,829                      | 0                |
| FLANDRO DEBBIE        | 27  | 0                 | 0              | 1,000               | 0                   | 1,000                       | 0                |
| MERRILL BROCK         | 23  | 0                 | 0              | 2,827               | 3,504               | 6,331                       | 0                |
| REX RYAN - AA         | 21  | 0                 | 150,000        | 5,485               | 974                 | 6,459                       | 1                |
| SYKES RICH            | 21  | 0                 | 404,000        | 5,236               | 1,460               | 6,696                       | 1                |
| FRY LUPE              | 20  | 0                 | 0              | 6,492               | 4,074               | 10,566                      | 0                |
| WIDMER STEPHEN        | 19  | 0                 | 0              | 4,664               | 2,678               | 7,342                       | 0                |
| VON BRETHORST JERRY   | 17  | 0                 | 0              | 244                 | 317                 | 561                         | 0                |
| LAAN DREW             | 15  | 0                 | 0              | 11,384              | 537                 | 11,921                      | 0                |
| PERMANN J LENA - AA   | 8   | 0                 | 0              | 3,324               | 0                   | 3,324                       | 0                |
| LEACH R JOE           | 5   | 0                 | 0              | 8,105               | 705                 | 8,810                       | 0                |
| POUNDS LEE            | 5   | 0                 | 0              | 6,860               | 994                 | 7,854                       | 0                |
| SORENSEN REDGE        | 5   | 0                 | 50,000         | 12,876              | 5,801               | 18,677                      | 1                |

| AGENT             | LPC | ISSUED<br>FBLAPPS | LIFE<br>VOLUME | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|-------------------|-----|-------------------|----------------|---------------------|---------------------|-----------------------------|------------------|
| ROGERS SAMUEL A   | 3   | 0                 | 0              | 9,006               | -120                | 8,886                       | 0                |
| STEPHENSON CRAIG  | 3   | 0                 | 0              | 94                  | 2,113               | 2,207                       | 1                |
| POTTER BRITAIN    | 3   | 0                 | 0              | 4,933               | 2,043               | 6,976                       | 1                |
| RUSSOM PAMELA     | 3   | 0                 | 0              | 1,352               | 1,718               | 3,070                       | 1                |
| KUNZ SHANE R      | 2   | 0                 | 0              | 8,048               | 243                 | 8,291                       | 3                |
| RICHARDSON KAREN  | 2   | 0                 | 0              | 2,578               | -285                | 2,293                       | 4                |
| ZOLLINGER JOLENE  | 2   | 0                 | 0              | 4,695               | 241                 | 4,936                       | 0                |
| SALINAS ALEX      | 1   | 0                 | 0              | 11,547              | 2,761               | 14,308                      | 1                |
| PRICE VAUGHN      | 0   | 0                 | 0              | 16,386              | 1,517               | 17,903                      | 1                |
| JOHNSTON DEAN     | 0   | 0                 | 0              | 2,276               | 3,760               | 6,036                       | 1                |
| GEARY KURT        | 0   | 0                 | 0              | 11,550              | 1,895               | 13,445                      | 2                |
| TEUSCHER DARYL M  | 0   | 0                 | 0              | 2,820               | 417                 | 3,237                       | 1                |
| AXENTY CHRIS      | 0   | 0                 | 0              | 2,493               | 989                 | 3,482                       | 8                |
| HARRIGFELD RYAN   | 0   | 0                 | 0              | 6,935               | 5,089               | 12,024                      | 1                |
| WARWICK MICHAEL   | 0   | 0                 | 0              | 186                 | 9                   | 195                         | 1                |
| WILKINS ERIC      | 0   | 0                 | 0              | 3,080               | 0                   | 3,080                       | 1                |
| GROTHAUS HEATHER  | 0   | 0                 | 0              | 5,629               | 10                  | 5,639                       | 1                |
| NICHOLS ANTHONY   | 0   | 0                 | 0              | 12,370              | 7,793               | 20,163                      | 0                |
| NICHOLS JUSTIN    | 0   | 0                 | 0              | 12,565              | 0                   | 12,565                      | 0                |
| NELSON JARED      | 0   | 0                 | 0              | 19,838              | 2,279               | 22,117                      | 1                |
| SPEAKMAN BEA      | 0   | 0                 | 0              | 26,858              | 9,310               | 36,168                      | 0                |
| PONTIUS JUSTIN    | 0   | 0                 | 0              | 7,202               | 1,580               | 8,782                       | 0                |
| CRAWFORD TRUDY    | 0   | 0                 | 0              | 24,852              | -499                | 24,353                      | 0                |
| POWELL JAMES      | 0   | 0                 | 0              | 10,768              | 5,370               | 16,138                      | 0                |
| PEASE DYLAN       | 0   | 0                 | 0              | 8,238               | 824                 | 9,062                       | 0                |
| CARRICO CAMERON   | 0   | 0                 | 0              | 10,242              | -35                 | 10,207                      | 0                |
| PULLMAN LEANN     | 0   | 0                 | 0              | -853                | 0                   | -853                        | 0                |
| HARMON JUSTIN     | 0   | 0                 | 0              | 7,184               | 0                   | 7,184                       | 0                |
| QUAADE WILLIAM    | 0   | 0                 | 0              | 0                   | 0                   | 0                           | 0                |
| SCOTT ANDREW      | 0   | 0                 | 0              | 8,364               | 3,171               | 11,535                      | 0                |
| NEUENFELDT DANIEL | 0   | 0                 | 0              | 4,937               | -558                | 4,379                       | 0                |

| AGENT                | LPC     | ISSUED<br>FBL APPS | QTR BONUS<br>LEVELS |    |    |    | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | TOTAL<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|----------------------|---------|--------------------|---------------------|----|----|----|---------------------|---------------------|-----------------------------|-------------------------------|------------------|
|                      |         |                    | Q1                  | Q2 | Q3 | Q4 |                     |                     |                             |                               |                  |
| PERRY KENDON - AA    | 127,491 | 56                 | 3                   | 3  | 3  |    | 128,301             | 36,046              | 164,347                     | 2,633,650                     | 10               |
| ELLIS ROBERT - AA    | 96,812  | 30                 | 3                   | 3  | 2  |    | 146,678             | 73,096              | 219,774                     | 2,725,985                     | 8                |
| BURKE D KRIS         | 93,742  | 21                 |                     | 3  | 3  |    | 65,091              | 20,615              | 85,706                      | 1,550,286                     | 4                |
| PETERSEN JERRY T     | 73,549  | 14                 |                     | 1  | 3  |    | 84,322              | 16,167              | 100,489                     | 1,571,676                     | 2                |
| SHANK PERRY E - AA   | 67,307  | 27                 | 3                   | 3  | 1  |    | 100,691             | 8,029               | 108,720                     | 1,500,545                     | 3                |
| JENSEN NEIL - AA     | 60,382  | 46                 | 3                   | 3  | 3  |    | 177,680             | 57,110              | 234,790                     | 3,342,288                     | 4                |
| PFOST DARIN - AA     | 59,715  | 33                 | 3                   | 3  | 1  |    | 82,502              | 91,627              | 174,129                     | 5,837,720                     | 14               |
| BAXTER KERRY         | 53,587  | 15                 |                     | 3  | 3  |    | 64,324              | 15,031              | 79,355                      | 956,366                       | 4                |
| JOHNSON DOUGLAS - AA | 50,323  | 34                 | 3                   | 3  | 1  |    | 89,650              | 16,146              | 105,796                     | 2,407,942                     | 9                |
| PRICE RHETT M        | 49,967  | 20                 | 3                   | 3  | 3  |    | 95,383              | 24,046              | 119,429                     | 3,395,019                     | 13               |
| BRODINE MARCY        | 37,724  | 11                 |                     |    | 3  |    | 78,170              | 33,073              | 111,243                     | 2,360,799                     | 11               |
| CARON KEEFAN         | 35,120  | 20                 | 3                   | 3  |    |    | 210,468             | 28,494              | 238,962                     | 2,381,474                     | 4                |
| RUSSOM PAMELA        | 31,637  | 10                 | 3                   | 3  | 2  |    | 56,381              | 12,585              | 68,966                      | 1,004,982                     | 2                |
| TUNING GILBERT       | 31,497  | 12                 | 3                   |    |    |    | 69,238              | 31,885              | 101,123                     | 2,118,762                     | 3                |
| BURKE WILLIAM TODD   | 29,503  | 28                 | 3                   | 3  | 2  |    | 141,608             | 72,621              | 214,229                     | 2,000,837                     | 6                |
| HALL JARED - AA      | 29,215  | 7                  |                     |    | 3  |    | 63,197              | 17,624              | 80,821                      | 2,330,561                     | 5                |
| ZAMORA STEVEN        | 28,786  | 21                 | 2                   | 2  | 3  |    | 291,620             | 33,471              | 325,091                     | 1,242,598                     | 15               |
| GUTHRIE DOUGLAS      | 28,751  | 19                 | 1                   | 3  | 3  |    | 67,279              | 16,796              | 84,075                      | 2,473,457                     | 4                |
| ASKER MICHAEL W      | 28,459  | 18                 | 3                   | 2  |    |    | 47,056              | 29,425              | 76,481                      | 2,528,545                     | 4                |
| BARTON BRETT O - AA  | 27,759  | 3                  |                     | 3  |    |    | 38,609              | 6,536               | 45,145                      | 908,359                       | 10               |
| JOHNSON PAUL         | 27,662  | 19                 | 3                   | 1  | 2  |    | 32,989              | 13,404              | 46,393                      | 1,203,679                     | 2                |
| ZIMNEY DALE - AA     | 26,481  | 11                 | 3                   |    |    |    | 54,321              | 40,948              | 95,269                      | 2,714,266                     | 0                |
| COOK JENNIFER        | 23,793  | 21                 | 3                   | 1  | 1  |    | 74,991              | 16,577              | 91,568                      | 1,495,097                     | 7                |
| MCCLURE BARRETT - AA | 23,638  | 8                  | 1                   |    |    |    | 45,811              | 41,426              | 87,237                      | 1,810,074                     | 4                |
| BARKUS VAN J         | 23,571  | 22                 | 3                   | 3  |    |    | 67,729              | 16,523              | 84,252                      | 1,684,558                     | 1                |
| JEPPESEN KYLE K      | 22,689  | 28                 | 3                   | 2  |    |    | 119,707             | 26,612              | 146,319                     | 2,655,340                     | 61               |
| HARRIS KERRY         | 22,007  | 13                 | 1                   |    | 3  |    | 105,084             | 9,014               | 114,098                     | 1,905,400                     | 6                |
| HANSEN ELI           | 21,106  | 32                 | 1                   | 1  | 1  |    | 96,684              | 45,554              | 142,238                     | 1,943,582                     | 50               |
| HART JARED - AA      | 18,327  | 15                 | 3                   | 1  |    |    | 120,025             | 54,115              | 174,140                     | 3,592,852                     | 17               |
| HAZELBAKER NEIL      | 16,993  | 6                  |                     | 3  |    |    | 66,733              | 12,177              | 78,910                      | 936,888                       | 6                |
| SPRAY JERRY          | 16,948  | 24                 |                     | 1  | 3  |    | 97,101              | 43,542              | 140,643                     | 642,043                       | 6                |
| SALINAS ALEX         | 16,407  | 13                 | 1                   |    | 3  |    | 119,941             | 36,026              | 155,967                     | 945,498                       | 6                |
| D'AMBRA DONNA - AA   | 16,315  | 13                 | 3                   |    |    |    | 66,007              | 13,930              | 79,937                      | 1,744,887                     | 6                |
| MOSES GRANT          | 15,837  | 7                  | 1                   |    | 1  |    | 88,440              | 8,484               | 96,924                      | 1,822,291                     | 15               |
| TAYLOR GARREN - AA   | 15,787  | 14                 |                     | 3  |    |    | 131,495             | 22,198              | 153,693                     | 827,003                       | 2                |



YEAR-TO-DATE

OCTOBER 2019

# AGENTS' PRODUCTION

PAGE 2 OF 4

| AGENT                 | LPC    | ISSUED<br>FBL APPS | QTR BONUS<br>LEVELS |    |    |    | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | TOTAL<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|-----------------------|--------|--------------------|---------------------|----|----|----|---------------------|---------------------|-----------------------------|-------------------------------|------------------|
|                       |        |                    | Q1                  | Q2 | Q3 | Q4 |                     |                     |                             |                               |                  |
| HILL JOHN W           | 15,153 | 13                 |                     |    |    |    | 108,610             | 12,699              | 121,309                     | 1,879,247                     | 10               |
| COX CHAD              | 15,105 | 10                 | 2                   | 2  |    |    | 57,754              | 14,443              | 72,197                      | 1,308,093                     | 0                |
| TINSLEY REBECCA       | 14,538 | 15                 | 1                   | 1  | 1  |    | 124,094             | 15,981              | 140,075                     | 2,045,973                     | 3                |
| RICHARDS JOSEPH       | 14,129 | 15                 | 3                   |    |    |    | 72,159              | 23,778              | 95,937                      | 600,699                       | 3                |
| BECKNER RYAN - AA     | 14,064 | 21                 | 1                   | 2  |    |    | 119,155             | 36,876              | 156,031                     | 1,992,596                     | 8                |
| KASPER TIMOTHY - AA   | 13,047 | 12                 | 1                   | 1  |    |    | 73,198              | 10,246              | 83,444                      | 1,125,625                     | 0                |
| GARDNER JASON B       | 13,023 | 12                 | 1                   |    | 1  |    | 83,196              | 47,193              | 130,389                     | 2,328,585                     | 14               |
| GLIEGE LYNNAE - AA    | 12,963 | 8                  | 3                   |    |    |    | 103,754             | 45,740              | 149,494                     | 1,845,557                     | 0                |
| LESLIE BRANDT         | 12,867 | 9                  | 3                   | 1  |    |    | 88,931              | 19,908              | 108,839                     | 1,872,942                     | 7                |
| QUINN SHAWN - AA      | 12,088 | 16                 |                     | 1  |    |    | 86,389              | 18,830              | 105,219                     | 1,344,162                     | 37               |
| MARKS JOHN E          | 11,796 | 7                  |                     | 1  | 2  |    | 80,411              | 23,976              | 104,387                     | 2,143,197                     | 8                |
| DINNING WALTER - AA   | 11,522 | 13                 |                     | 1  | 1  |    | 124,253             | 30,175              | 154,428                     | 2,516,156                     | 7                |
| ANDRUS JACOB          | 10,281 | 42                 |                     | 1  |    |    | 93,703              | 5,379               | 99,082                      | 109,413                       | 0                |
| PAYNTER BRETT - AA    | 10,173 | 11                 | 1                   |    |    |    | 35,189              | 73,305              | 108,494                     | 2,060,404                     | 6                |
| GALLUP TOM - AA       | 10,060 | 7                  | 2                   | 1  |    |    | 49,366              | 15,122              | 64,488                      | 1,036,698                     | 8                |
| JEPPESSEN KENT E      | 9,610  | 10                 |                     | 1  |    |    | 90,040              | 69,569              | 159,609                     | 3,338,243                     | 8                |
| MALMSTROM SCOTT G     | 9,369  | 4                  |                     |    |    |    | 41,489              | 44,004              | 85,493                      | 1,949,963                     | 8                |
| ROGERS SAMUEL A       | 9,080  | 3                  |                     |    | 3  |    | 28,611              | 11,863              | 40,474                      | 1,010,484                     | 2                |
| ANDERSON MATT - AA    | 8,755  | 6                  | 1                   | 1  |    |    | 43,511              | 81,193              | 124,704                     | 1,813,927                     | 4                |
| FERGUSON TROY G - AA  | 8,738  | 15                 | 1                   |    |    |    | 99,752              | 6,993               | 106,745                     | 1,511,596                     | 8                |
| SALINAS MARIO A - AA  | 8,598  | 7                  | 2                   |    |    |    | 65,802              | 20,911              | 86,713                      | 1,902,605                     | 10               |
| FUNK NORMAN - AA      | 8,354  | 15                 |                     |    |    |    | 87,064              | 30,428              | 117,492                     | 2,382,437                     | 11               |
| NISHIMOTO JOHN        | 7,860  | 5                  |                     | 1  |    |    | 77,815              | 32,452              | 110,267                     | 665,446                       | 0                |
| LARSEN CHRISTOPHER    | 7,630  | 13                 |                     |    |    |    | 85,160              | 17,117              | 102,277                     | 1,081,092                     | 1                |
| DEGN KEVIN - AA       | 7,621  | 9                  | 1                   | 1  |    |    | 102,463             | 14,331              | 116,794                     | 1,946,029                     | 0                |
| HUNGATE D WAYNE       | 7,380  | 6                  | 1                   | 1  |    |    | 137,118             | 75,564              | 212,682                     | 3,788,913                     | 5                |
| GROTHAUS HEATHER      | 7,288  | 12                 | 1                   |    |    |    | 90,876              | 5,097               | 95,973                      | 861,929                       | 10               |
| RICHARDSON KAREN      | 7,197  |                    | 3                   | 2  |    |    | 62,543              | 11,120              | 73,663                      | 1,145,961                     | 23               |
| PORTER RYAN           | 7,079  | 6                  |                     |    | 1  |    | 45,830              | 33,631              | 79,461                      | 1,030,573                     | 3                |
| ARMSTRONG DERALD - AA | 6,927  | 8                  |                     |    | 1  |    | 99,756              | 30,760              | 130,516                     | 1,904,245                     | 5                |
| NEVAREZ DAVID - AA    | 6,866  | 10                 |                     |    |    |    | 35,631              | 50,470              | 86,101                      | 1,295,170                     | 12               |
| PRICE VAUGHN          | 6,790  | 8                  |                     | 1  |    |    | 141,754             | 59,520              | 201,274                     | 3,213,288                     | 13               |
| PITCHFORD RANDALL     | 6,700  | 4                  | 1                   |    |    |    | 63,613              | 3,910               | 67,523                      | 2,146,604                     | 16               |
| VANBIEZEN CLINT - AA  | 6,621  | 11                 | 1                   |    |    |    | 68,976              | 15,133              | 84,109                      | 1,334,586                     | 1                |



| AGENT                  | LPC   | ISSUED<br>FBL APPS | QTR BONUS<br>LEVELS |    |    |    | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | TOTAL<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|------------------------|-------|--------------------|---------------------|----|----|----|---------------------|---------------------|-----------------------------|-------------------------------|------------------|
|                        |       |                    | Q1                  | Q2 | Q3 | Q4 |                     |                     |                             |                               |                  |
| BARRETT STUART - AA    | 6,073 | 9                  |                     | 1  |    |    | 66,721              | 25,388              | 92,109                      | 1,787,216                     | 19               |
| TERRY TRAVIS           | 5,940 | 8                  |                     | 2  |    |    | 121,240             | 16,713              | 137,953                     | 2,255,528                     | 64               |
| POUNDS LEE             | 5,921 | 7                  |                     |    |    |    | 111,440             | 34,531              | 145,971                     | 1,987,183                     | 7                |
| JOHNSTON DEAN          | 5,651 | 5                  | 1                   | 1  |    |    | 30,460              | 23,099              | 53,559                      | 1,154,683                     | 7                |
| CLARK TREVOR           | 5,540 | 5                  |                     | 1  |    |    | 64,327              | 11,829              | 76,156                      | 715,354                       | 0                |
| STALLIONS DAKOTA       | 5,408 | 7                  |                     |    |    |    | 57,624              | 9,235               | 66,859                      | 98,761                        | 0                |
| SCOTT ANDREW           | 5,244 | 8                  |                     |    | 1  |    | 46,974              | 4,549               | 51,523                      | 59,571                        | 0                |
| CROFOOT BART           | 5,170 | 5                  |                     |    | 1  |    | 138,080             | 31,665              | 169,745                     | 1,946,617                     | 2                |
| LINGARD JACOB          | 4,871 | 9                  |                     |    |    |    | 43,151              | 3,931               | 47,082                      | 784,799                       | 1                |
| VANDERWALL MARK A - AA | 4,712 | 8                  |                     |    |    |    | 78,841              | 12,103              | 90,944                      | 1,058,098                     | 1                |
| COLPRON DAVID          | 4,381 | 4                  | 1                   |    |    |    | 55,371              | 18,519              | 73,890                      | 1,255,600                     | 6                |
| HARMON JUSTIN          | 4,177 | 5                  |                     | 1  |    |    | 60,620              | 1,797               | 62,417                      | 74,936                        | 0                |
| POPEJOY ZAK            | 3,858 | 8                  |                     |    |    |    | 219,213             | 60,258              | 279,471                     | 2,001,909                     | 20               |
| LATIMORE BROOKS        | 3,741 | 8                  | 1                   |    |    |    | 127,311             | 10,095              | 137,406                     | 1,263,533                     | 5                |
| WARWICK MICHAEL        | 3,639 | 5                  |                     |    |    |    | 12,829              | 25,831              | 38,660                      | 747,972                       | 8                |
| DEWITT PAUL E          | 3,629 | 3                  |                     |    |    |    | 33,098              | 13,519              | 46,617                      | 1,520,029                     | 2                |
| REX RYAN - AA          | 3,431 | 3                  |                     | 1  |    |    | 33,917              | 15,558              | 49,475                      | 940,090                       | 5                |
| PEARSON RYAN           | 3,305 | 11                 |                     |    |    |    | 164,176             | 9,946               | 174,122                     | 808,775                       | 3                |
| PONTIUS JUSTIN         | 3,293 | 10                 |                     | 1  |    |    | 46,438              | 8,945               | 55,383                      | 513,588                       | 0                |
| CATT ERICA K           | 3,204 | 9                  |                     |    |    |    | 56,848              | 6,850               | 63,698                      | 1,649,548                     | 1                |
| STOWELL ROBERT C       | 3,116 | 4                  |                     |    |    |    | 52,995              | 10,418              | 63,413                      | 1,200,203                     | 7                |
| BIRD RODNEY - AA       | 3,084 | 3                  |                     |    |    |    | 65,699              | 49,080              | 114,779                     | 1,431,239                     | 9                |
| WIDMER STEPHEN         | 3,063 | 4                  |                     |    |    |    | 72,961              | 35,501              | 108,462                     | 1,134,287                     | 6                |
| SORENSEN REDGE         | 2,979 | 4                  |                     |    |    |    | 154,617             | 64,269              | 218,886                     | 2,990,465                     | 7                |
| LAAN DREW              | 2,807 | 2                  |                     |    |    |    | 66,524              | 11,851              | 78,375                      | 591,650                       | 4                |
| BLISS GARY             | 2,784 | 3                  |                     |    |    |    | 51,379              | 18,689              | 70,068                      | 1,523,601                     | 7                |
| VON BRETHORST JERRY    | 2,642 | 4                  |                     |    |    |    | 34,840              | 27,940              | 62,780                      | 1,195,965                     | 1                |
| PERCIVAL RICHARD M     | 2,380 | 6                  |                     |    |    |    | 67,345              | 8,523               | 75,868                      | 848,392                       | 5                |
| NEUFENFELDT DANIEL     | 2,331 | 4                  |                     |    |    |    | 22,549              | 5,705               | 28,254                      | 224,965                       | 0                |
| NELSON JARED           | 2,281 | 7                  |                     |    |    |    | 149,500             | 47,498              | 196,998                     | 1,332,367                     | 5                |
| BOTHOF LISA            | 2,209 | 5                  |                     |    |    |    | 69,500              | 11,955              | 81,455                      | 1,464,251                     | 13               |
| BAILEY STETZEN         | 2,208 | 7                  |                     |    |    |    | 153,770             | 10,656              | 164,426                     | 505,853                       | 5                |
| KUNZ SHANE R           | 2,207 | 3                  |                     |    |    |    | 53,013              | 17,519              | 70,532                      | 1,629,904                     | 9                |
| MINK TAYLOR            | 2,123 | 6                  |                     |    |    |    | 100,937             | 36,649              | 137,586                     | 1,724,594                     | 7                |
| SPEAKMAN BEA           | 1,910 | 3                  |                     |    |    |    | 129,399             | 31,965              | 161,364                     | 1,074,556                     | 3                |



| AGENT               | LPC   | ISSUED<br>FBL APPS | QTR BONUS<br>LEVELS |    |    |    | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | TOTAL<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|---------------------|-------|--------------------|---------------------|----|----|----|---------------------|---------------------|-----------------------------|-------------------------------|------------------|
|                     |       |                    | Q1                  | Q2 | Q3 | Q4 |                     |                     |                             |                               |                  |
| NICHOLS JUSTIN      | 1,875 | 4                  |                     |    |    |    | 71,817              | 11,215              | 83,032                      | 989,018                       | 1                |
| AXENTY CHRIS        | 1,815 | 2                  |                     |    |    |    | 101,364             | 9,958               | 111,322                     | 1,181,475                     | 41               |
| SILVERS RON         | 1,792 | 1                  |                     |    |    |    | 16,806              | 11,352              | 28,158                      | 852,234                       | 8                |
| WILKINS ERIC        | 1,756 | 1                  |                     |    |    |    | 57,357              | 23,215              | 80,572                      | 1,409,219                     | 2                |
| WHELOCK DOUG        | 1,748 | 3                  |                     |    |    |    | 32,903              | 7,766               | 40,669                      | 1,056,902                     | 1                |
| PACKARD CINDY       | 1,668 | 2                  |                     |    |    |    | 82,920              | 5,662               | 88,582                      | 278,053                       | 0                |
| GEARY KURT          | 1,578 | 4                  |                     |    |    |    | 36,767              | 4,148               | 40,915                      | 1,624,089                     | 6                |
| POWELL JAMES        | 1,560 | 7                  |                     | 3  |    |    | 84,141              | 16,069              | 100,210                     | 809,765                       | 3                |
| PEASE DYLAN         | 1,341 | 3                  |                     |    |    |    | 108,076             | 6,218               | 114,294                     | 387,711                       | 2                |
| STEPHENSON CRAIG    | 1,222 | 2                  |                     |    |    |    | 42,908              | 7,212               | 50,120                      | 1,965,695                     | 7                |
| MEYER ANDREW        | 1,161 | 5                  |                     |    |    |    | 205,763             | 15,935              | 221,698                     | 458,742                       | 0                |
| ROSANDICK GRANT     | 1,141 | 5                  |                     |    |    |    | 55,516              | 28,784              | 84,300                      | 564,462                       | 1                |
| FRY LUPE            | 1,138 | 2                  |                     |    |    |    | 36,267              | 20,901              | 57,168                      | 767,845                       | 5                |
| FLANDRO DEBBIE      | 1,035 | 1                  |                     |    |    |    | 18,070              | 8,537               | 26,607                      | 1,457,284                     | 3                |
| LEACH R JOE         | 904   | 1                  |                     |    |    |    | 49,596              | 2,561               | 52,157                      | 1,571,211                     | 12               |
| PERMANN J LENA - AA | 833   | 1                  |                     |    |    |    | 29,261              | 1,160               | 30,421                      | 764,744                       | 10               |
| CLARK STEVEN        | 785   | 2                  |                     |    |    |    | 36,780              | 3,503               | 40,283                      | 735,882                       | 2                |
| NICHOLS ANTHONY     | 591   | 1                  |                     |    |    |    | 112,046             | 91,989              | 204,035                     | 1,688,654                     | 3                |
| CARRICO CAMERON     | 432   | 1                  |                     |    |    |    | 102,900             | 6,482               | 109,382                     | 173,991                       | 3                |
| GUZMAN BEATRIZ - AA | 408   | 1                  |                     |    |    |    | 94,701              | 24,436              | 119,137                     | 778,833                       | 13               |
| POTTER BRITAIN      | 310   | 2                  |                     |    |    |    | 76,627              | 6,695               | 83,322                      | 1,180,403                     | 6                |
| MERRILL BROCK       | 288   | 0                  |                     |    |    |    | 52,655              | 8,437               | 61,092                      | 1,142,497                     | 0                |
| SYKES RICH          | 128   | 0                  |                     |    |    |    | 73,103              | 13,619              | 86,722                      | 951,379                       | 4                |
| ZEMAITIS PHIL       | 122   | 0                  |                     |    |    |    | 42,425              | 47,727              | 90,152                      | 1,857,603                     | 2                |
| TEUSCHER DARYL M    | 60    | 0                  |                     |    |    |    | 23,233              | 6,169               | 29,402                      | 1,047,368                     | 8                |
| ZOLLINGER JOLENE    | 8     | 0                  |                     |    |    |    | 15,486              | 4,716               | 20,202                      | 485,215                       | 0                |
| HARRIGFELD RYAN     | 0     | 0                  |                     |    |    |    | 85,474              | 34,573              | 120,047                     | 1,700,044                     | 3                |
| CRAWFORD TRUDY      | 0     | 0                  |                     |    |    |    | 130,497             | 26,435              | 156,932                     | 695,661                       | 0                |
| PULLMAN LEANN       | 0     | 0                  |                     |    |    |    | 43,666              | 10,556              | 54,222                      | 1,419,798                     | 7                |
| QUAADE WILLIAM      | 0     | 0                  |                     |    |    |    | 0                   | 0                   | 0                           | 5,693                         | 0                |

# TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

OCTOBER 2019

## AGENT CURRENT



**DARIN PFOF**

78,244

.....

|                            |        |
|----------------------------|--------|
| JENSEN NEIL - AA.....      | 75,128 |
| MCCLURE BARRETT - AA ..... | 71,960 |
| JOHNSON DOUGLAS - AA.....  | 70,461 |
| HANSEN ELI .....           | 55,941 |
| ZAMORA STEVEN .....        | 53,578 |
| ASKER MICHAEL W .....      | 50,774 |
| HILL JOHN W .....          | 45,660 |
| ZIMNEY DALE - AA.....      | 41,715 |
| POPEJOY ZAK.....           | 41,005 |

## ROOKIE CURRENT



**GRANT ROSANDICK**

36,068

.....

|                       |        |
|-----------------------|--------|
| MEYER ANDREW .....    | 25,244 |
| CLARK STEVEN .....    | 17,909 |
| BAILEY STETZEN.....   | 16,175 |
| STALLIONS DAKOTA..... | 14,016 |
| LINGARD JACOB.....    | 12,072 |
| SCOTT ANDREW.....     | 11,535 |
| ANDRUS JACOB .....    | 10,210 |
| CARRICO CAMERON.....  | 10,207 |
| PEASE DYLAN.....      | 9,062  |

## ROOKIE YEAR-TO-DATE



**ANDREW MEYER**

226,342

.....

|                        |         |
|------------------------|---------|
| BAILEY STETZEN.....    | 173,258 |
| ANDRUS JACOB .....     | 140,206 |
| PEASE DYLAN.....       | 119,658 |
| CARRICO CAMERON.....   | 111,110 |
| ROSANDICK GRANT.....   | 88,864  |
| STALLIONS DAKOTA.....  | 88,491  |
| HARMON JUSTIN .....    | 79,125  |
| SCOTT ANDREW.....      | 72,499  |
| LINGARD JACOB.....     | 66,566  |
| PULLMAN LEANN.....     | 54,222  |
| CLARK STEVEN .....     | 43,423  |
| NEUENFELDT DANIEL..... | 37,578  |
| ZOLLINGER JOLENE ..... | 20,234  |

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

|                                |         |                               |         |                                 |         |
|--------------------------------|---------|-------------------------------|---------|---------------------------------|---------|
| PERRY KENDON - AA . . . . .    | 674,311 | *MEYER ANDREW . . . . .       | 226,342 | MCCLURE BARRETT - AA . . . . .  | 181,789 |
| ELLIS ROBERT - AA . . . . .    | 607,022 | SALINAS ALEX . . . . .        | 221,595 | BARKUS VAN J . . . . .          | 178,536 |
| JENSEN NEIL - AA . . . . .     | 476,318 | TAYLOR GARREN - AA . . . . .  | 216,841 | *BAILEY STETZEN . . . . .       | 173,258 |
| BURKE D KRIS . . . . .         | 460,674 | BECKNER RYAN - AA . . . . .   | 212,287 | POUNDS LEE . . . . .            | 169,655 |
| ZAMORA STEVEN . . . . .        | 440,235 | SPRAY JERRY . . . . .         | 208,435 | SPEAKMAN BEA . . . . .          | 169,004 |
| PFOST DARIN - AA . . . . .     | 412,989 | NICHOLS ANTHONY . . . . .     | 206,399 | TERRY TRAVIS . . . . .          | 161,713 |
| PETERSEN JERRY T . . . . .     | 394,685 | NELSON JARED . . . . .        | 206,122 | LESLIE BRANDT . . . . .         | 160,307 |
| CARON KEEFAN . . . . .         | 379,442 | HARRIS KERRY . . . . .        | 202,126 | MOSES GRANT . . . . .           | 160,272 |
| SHANK PERRY E - AA . . . . .   | 377,948 | GLIEGE LYNNAE - AA . . . . .  | 201,346 | ANDERSON MATT - AA . . . . .    | 159,724 |
| BURKE WILLIAM TODD . . . . .   | 332,241 | ZIMNEY DALE - AA . . . . .    | 201,193 | ARMSTRONG DERALD - AA . . . . . | 158,224 |
| PRICE RHETT M. . . . .         | 319,297 | DINNING WALTER - AA . . . . . | 200,516 | JOHNSON PAUL . . . . .          | 157,041 |
| JOHNSON DOUGLAS - AA . . . . . | 307,088 | GUTHRIE DOUGLAS . . . . .     | 199,079 | CRAWFORD TRUDY . . . . .        | 156,932 |
| POPEJOY ZAK . . . . .          | 294,903 | TINSLEY REBECCA . . . . .     | 198,227 | BARTON BRETT O - AA . . . . .   | 156,181 |
| BAXTER KERRY . . . . .         | 293,703 | JEPPESSEN KENT E . . . . .    | 198,049 | QUINN SHAWN - AA . . . . .      | 153,571 |
| BRODINE MARCY . . . . .        | 262,139 | HALL JARED - AA . . . . .     | 197,681 | RICHARDS JOSEPH . . . . .       | 152,453 |
| HART JARED - AA . . . . .      | 247,448 | RUSSOM PAMELA . . . . .       | 195,514 | LATIMORE BROOKS . . . . .       | 152,370 |
| HUNGATE D WAYNE . . . . .      | 242,202 | CROFOOT BART . . . . .        | 190,425 | MARKS JOHN E . . . . .          | 151,571 |
| JEPPESSEN KYLE K . . . . .     | 237,075 | ASKER MICHAEL W . . . . .     | 190,317 | FUNK NORMAN - AA . . . . .      | 150,908 |
| SORENSEN REDGE . . . . .       | 230,802 | PEARSON RYAN . . . . .        | 187,342 | PAYNTER BRETT - AA . . . . .    | 149,186 |
| PRICE VAUGHN . . . . .         | 228,434 | COOK JENNIFER . . . . .       | 186,740 | DEGN KEVIN - AA . . . . .       | 147,278 |
| TUNING GILBERT . . . . .       | 227,111 | GARDNER JASON B . . . . .     | 182,481 | HAZELBAKER NEIL . . . . .       | 146,882 |
| HANSEN ELI . . . . .           | 226,662 | HILL JOHN W . . . . .         | 181,921 | MINK TAYLOR . . . . .           | 146,078 |

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

|                                  |         |                              |         |                               |        |
|----------------------------------|---------|------------------------------|---------|-------------------------------|--------|
| D'AMBRA DONNA - AA . . . . .     | 145,197 | GALLUP TOM - AA . . . . .    | 104,728 | VON BRETHORST JERRY . . . . . | 73,348 |
| NISHIMOTO JOHN . . . . .         | 141,707 | RICHARDSON KAREN . . . . .   | 102,451 | *SCOTT ANDREW . . . . .       | 72,499 |
| FERGUSON TROY G - AA . . . . .   | 141,697 | CLARK TREVOR . . . . .       | 98,316  | PONTIUS JUSTIN . . . . .      | 68,555 |
| *ANDRUS JACOB . . . . .          | 140,206 | PACKARD CINDY . . . . .      | 95,254  | *LINGARD JACOB . . . . .      | 66,566 |
| KASPER TIMOTHY - AA . . . . .    | 135,632 | PITCHFORD RANDALL . . . . .  | 94,323  | REX RYAN - AA . . . . .       | 63,199 |
| LARSEN CHRISTOPHER . . . . .     | 132,797 | COLPRON DAVID . . . . .      | 91,414  | MERRILL BROCK . . . . .       | 62,244 |
| COX CHAD . . . . .               | 132,617 | ZEMAITIS PHIL . . . . .      | 90,640  | FRY LUPE . . . . .            | 61,720 |
| BIRD RODNEY - AA . . . . .       | 127,115 | NICHOLS JUSTIN . . . . .     | 90,532  | DEWITT PAUL E . . . . .       | 61,133 |
| GROTHAUS HEATHER . . . . .       | 125,125 | BOTHOF LISA . . . . .        | 90,291  | LEACH R JOE . . . . .         | 55,773 |
| MALMSTROM SCOTT G . . . . .      | 122,969 | LAAN DREW . . . . .          | 89,603  | STEPHENSON CRAIG . . . . .    | 55,008 |
| SALINAS MARIO A - AA . . . . .   | 121,105 | *ROSANDICK GRANT . . . . .   | 88,864  | *PULLMAN LEANN . . . . .      | 54,222 |
| GUZMAN BEATRIZ - AA . . . . .    | 120,769 | *STALLIONS DAKOTA . . . . .  | 88,491  | WARWICK MICHAEL . . . . .     | 53,216 |
| WIDMER STEPHEN . . . . .         | 120,714 | WILKINS ERIC . . . . .       | 87,596  | WHELOCK DOUG . . . . .        | 47,661 |
| HARRIGFELD RYAN . . . . .        | 120,047 | SYKES RICH . . . . .         | 87,234  | GEARY KURT . . . . .          | 47,227 |
| *PEASE DYLAN . . . . .           | 119,658 | PERCIVAL RICHARD M . . . . . | 85,388  | *CLARK STEVEN . . . . .       | 43,423 |
| AXENTY CHRIS . . . . .           | 118,582 | POTTER BRITAIN . . . . .     | 84,562  | *NEUENFELDT DANIEL . . . . .  | 37,578 |
| BARRETT STUART - AA . . . . .    | 116,401 | BLISS GARY . . . . .         | 81,204  | SILVERS RON . . . . .         | 35,326 |
| NEVAREZ DAVID - AA . . . . .     | 113,565 | KUNZ SHANE R . . . . .       | 79,360  | PERMANN J LENA - AA . . . . . | 33,753 |
| *CARRICO CAMERON . . . . .       | 111,110 | *HARMON JUSTIN . . . . .     | 79,125  | FLANDRO DEBBIE . . . . .      | 30,747 |
| VANBIEZEN CLINT - AA . . . . .   | 110,593 | ROGERS SAMUEL A . . . . .    | 76,794  | TEUSCHER DARYL M . . . . .    | 29,642 |
| VANDERWALL MARK A - AA . . . . . | 109,792 | CATT ERICA K . . . . .       | 76,514  | *ZOLLINGER JOLENE . . . . .   | 20,234 |
| PORTER RYAN . . . . .            | 107,777 | JOHNSTON DEAN . . . . .      | 76,163  | COWMAN RICHARD J . . . . .    | 16     |
| POWELL JAMES . . . . .           | 106,450 | STOWELL ROBERT C . . . . .   | 75,877  | *QUAADE WILLIAM . . . . .     | 0      |



# ALL AMERICAN & PRESIDENT'S CLUB

| TOP FIFTEEN AGENTS | LIFE<br>CONTEST<br>CREDIT | ISSUED<br>FBL APPS | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW P&C<br>PREMIUM |
|--------------------|---------------------------|--------------------|---------------------|---------------------|--------------------|
| KENDON PERRY       | 127,680                   | 56                 | 128,301             | 36,046              | 164,347            |
| ROB ELLIS          | 96,816                    | 30                 | 146,678             | 73,096              | 219,774            |
| JERRY T PETERSEN   | 73,571                    | 14                 | 84,322              | 16,167              | 100,489            |
| PERRY E SHANK      | 67,514                    | 27                 | 100,691             | 8,029               | 108,720            |
| NEIL JENSEN        | 60,382                    | 46                 | 177,680             | 57,110              | 234,790            |
| DARIN PFOST        | 59,752                    | 33                 | 82,502              | 91,627              | 174,129            |
| KERRY BAXTER       | 53,587                    | 15                 | 64,324              | 15,031              | 79,355             |
| KRIS BURKE         | 53,178                    | 21                 | 65,091              | 20,615              | 85,706             |
| DOUG JOHNSON       | 50,323                    | 34                 | 89,650              | 16,146              | 105,796            |
| RHETT PRICE        | 49,155                    | 20                 | 95,383              | 24,046              | 119,429            |
| MARCY BRODINE      | 37,724                    | 11                 | 78,170              | 33,073              | 111,243            |
| KEEFAN CARON       | 35,117                    | 20                 | 210,468             | 28,494              | 238,962            |
| PAMELA RUSSOM      | 31,637                    | 10                 | 56,381              | 12,585              | 68,966             |
| GILBERT TUNING     | 31,497                    | 12                 | 69,238              | 31,885              | 101,123            |
| TODD BURKE         | 29,512                    | 28                 | 141,608             | 72,621              | 214,229            |

# ALL AMERICAN & PRESIDENT'S CLUB

| REGIONS                | LIFE<br>CONTEST<br>CREDIT | REGION<br>REQUIREMENT | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW P&C<br>PREMIUM |
|------------------------|---------------------------|-----------------------|---------------------|---------------------|--------------------|
| EASTERN IDAHO REGION   | 478,789                   | 782,800               | 3,568,129           | 935,840             | 4,503,969          |
| MAGIC VALLEY REGION    | 532,097                   | 551,700               | 2,340,130           | 638,381             | 2,978,511          |
| TREASURE VALLEY REGION | 461,695                   | 734,000               | 3,322,777           | 1,247,067           | 4,569,844          |
| NORTH IDAHO REGION     | 334,849                   | 450,000               | 1,744,375           | 440,559             | 2,184,934          |

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

| REGION           | 2019 LIFE      |            |           |                           |                       | 2019 TOTAL P&C          |                |             |                           |                        |                        |
|------------------|----------------|------------|-----------|---------------------------|-----------------------|-------------------------|----------------|-------------|---------------------------|------------------------|------------------------|
|                  | CURRENT<br>LPC | YTD<br>LPC | GOAL      | CURRENT<br>PCT OF<br>GOAL | YTD<br>PCT OF<br>GOAL | CURRENT<br>PREMIUM      | YTD<br>PREMIUM | GOAL        | CURRENT<br>PCT OF<br>GOAL | YTD<br>PCT OF<br>GOAL* | AVG<br>PCT OF<br>GOAL* |
| Farm Bureau Life |                |            |           |                           |                       | Personal and Commercial |                |             |                           |                        |                        |
| MAGIC VALLEY     | 76,227         | 572,482    | 551,700   | 13.80%                    | 103.70%               | 4,310,228               | 45,167,087     | 54,132,000  | 7.90%                     | 83.40%                 | 10.90%                 |
| NORTH IDAHO      | 44,960         | 334,565    | 450,000   | 9.90%                     | 74.30%                | 2,809,492               | 27,072,465     | 32,486,000  | 8.60%                     | 83.30%                 | 9.30%                  |
| TREASURE VALLEY  | 69,606         | 466,080    | 734,000   | 9.40%                     | 63.40%                | 6,062,225               | 63,678,255     | 76,953,000  | 7.80%                     | 82.70%                 | 8.70%                  |
| EASTERN IDAHO    | 61,716         | 481,628    | 782,800   | 7.80%                     | 61.50%                | 6,871,785               | 67,736,172     | 81,620,000  | 8.40%                     | 82.90%                 | 8.20%                  |
| TOTAL            | 252,509        | 1,854,755  | 2,518,500 | 10.00%                    | 73.60%                | 20,053,729              | 203,653,979    | 245,191,000 | 8.10%                     | 83.00%                 | 9.30%                  |
| 2019 GOAL        |                |            | 2,518,500 |                           |                       |                         |                | 245,191,000 |                           |                        |                        |

| REGION           | 2019 NEW<br>CURRENT<br>PREMIUM | 2019 NEW<br>YTD<br>PREMIUM | 2019 TOTAL<br>CURRENT<br>PREMIUM | 2019 TOTAL<br>YTD<br>PREMIUM | 2019 PCT<br>NEW<br>TOTAL | 2018 NEW<br>CURRENT<br>PREMIUM | 2018 NEW<br>YTD<br>PREMIUM | 2018 TOTAL<br>CURRENT<br>PREMIUM | 2018 TOTAL<br>YTD<br>PREMIUM |
|------------------|--------------------------------|----------------------------|----------------------------------|------------------------------|--------------------------|--------------------------------|----------------------------|----------------------------------|------------------------------|
| Personal Lines** |                                |                            |                                  |                              |                          |                                |                            |                                  |                              |
| EASTERN IDAHO    | 363,714                        | 3,568,129                  | 5,901,406                        | 58,731,417                   | 6.10%                    | 492,614                        | 4,102,152                  | 6,434,073                        | 55,421,717                   |
| MAGIC VALLEY     | 251,462                        | 2,340,130                  | 3,599,232                        | 38,367,706                   | 6.10%                    | 211,232                        | 2,314,246                  | 3,930,788                        | 36,039,539                   |
| TREASURE VALLEY  | 314,125                        | 3,322,777                  | 4,746,494                        | 50,735,217                   | 6.60%                    | 375,610                        | 3,760,726                  | 5,082,151                        | 48,490,489                   |
| NORTH IDAHO      | 167,317                        | 1,744,375                  | 2,330,087                        | 22,479,371                   | 7.80%                    | 152,397                        | 1,856,788                  | 2,634,221                        | 21,146,335                   |
| TOTAL            | 1,096,618                      | 10,975,411                 | 16,577,219                       | 170,313,711                  | 6.40%                    | 1,231,853                      | 12,033,912                 | 18,081,233                       | 161,098,080                  |
| 2019 GOAL        |                                |                            |                                  | 206,106,000                  |                          |                                |                            |                                  |                              |

| REGION                        | 2019 NEW<br>CURRENT<br>PREMIUM | 2019 NEW<br>YTD<br>PREMIUM | 2019 TOTAL<br>CURRENT<br>PREMIUM | 2019 TOTAL<br>YTD<br>PREMIUM | 2019 PCT<br>NEW<br>TOTAL | 2018 NEW<br>CURRENT<br>PREMIUM | 2018 NEW<br>YTD<br>PREMIUM | 2018 TOTAL<br>CURRENT<br>PREMIUM | 2018 TOTAL<br>YTD<br>PREMIUM |
|-------------------------------|--------------------------------|----------------------------|----------------------------------|------------------------------|--------------------------|--------------------------------|----------------------------|----------------------------------|------------------------------|
| Commercial Lines***           |                                |                            |                                  |                              |                          |                                |                            |                                  |                              |
| EASTERN IDAHO                 | 61,016                         | 935,840                    | 970,379                          | 9,004,755                    | 10.40%                   | 137,374                        | 905,916                    | 920,195                          | 8,158,297                    |
| MAGIC VALLEY                  | 55,382                         | 638,381                    | 710,996                          | 6,799,381                    | 9.40%                    | 45,881                         | 715,582                    | 674,011                          | 6,461,628                    |
| TREASURE VALLEY               | 136,290                        | 1,247,067                  | 1,315,731                        | 12,943,038                   | 9.60%                    | 38,621                         | 1,155,794                  | 1,234,258                        | 12,240,578                   |
| NORTH IDAHO                   | 39,910                         | 440,559                    | 479,405                          | 4,593,094                    | 9.60%                    | 38,943                         | 477,222                    | 510,544                          | 4,486,415                    |
| TOTAL<br>2019 GOAL            | 292,598                        | 3,261,846                  | 3,476,510                        | 33,340,268<br>39,085,000     | 9.80%                    | 260,819                        | 3,254,514                  | 3,339,007                        | 31,346,919                   |
| Personal and Commercial Lines |                                |                            |                                  |                              |                          |                                |                            |                                  |                              |
| EASTERN IDAHO                 | 424,730                        | 4,503,969                  | 6,871,785                        | 67,736,172                   | 6.70%                    | 629,988                        | 5,008,068                  | 7,354,268                        | 63,580,014                   |
| MAGIC VALLEY                  | 306,844                        | 2,978,511                  | 4,310,228                        | 45,167,087                   | 6.60%                    | 257,113                        | 3,029,828                  | 4,604,799                        | 42,501,167                   |
| TREASURE VALLEY               | 450,415                        | 4,569,844                  | 6,062,225                        | 63,678,255                   | 7.20%                    | 414,231                        | 4,916,520                  | 6,316,409                        | 60,731,067                   |
| NORTH IDAHO                   | 207,227                        | 2,184,934                  | 2,809,492                        | 27,072,465                   | 8.10%                    | 191,340                        | 2,334,010                  | 3,144,765                        | 25,632,750                   |
| TOTAL<br>2019 GOAL            | 1,389,216                      | 14,237,257                 | 20,053,729                       | 203,653,979<br>245,191,000   | 7.00%                    | 1,492,672                      | 15,288,426                 | 21,420,240                       | 192,444,999                  |

To be on track % of goal should be 83% 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

OCTOBER 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   | 161  | 280,439 |
| APRIL     | 125   | 179,676   | 165   | 235,958   | 164  | 217,986 |
| MAY       | 146   | 225,961   | 102   | 269,961   | 119  | 223,098 |
| JUNE      | 106   | 167,892   | 70    | 172,806   | 79   | 102,149 |
| JULY      | 86    | 87,382    | 65    | 109,787   | 81   | 132,309 |
| AUGUST    | 82    | 77,491    | 109   | 159,591   | 94   | 178,314 |
| SEPTEMBER | 99    | 151,742   | 160   | 135,985   | 118  | 176,552 |
| OCTOBER   | 165   | 180,984   | 246   | 286,593   | 307  | 252,509 |
| 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<br>FBL APPS | LIFE<br>VOLUME | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | TOTAL<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|-----------------|---------|--------------------|----------------|---------------------|---------------------|-----------------------------|-------------------------------|------------------|
| MAGIC VALLEY    | 76,227  | 97                 | 15,569,000     | 251,462             | 55,382              | 306,844                     | 4,310,228                     | 22               |
| NORTH IDAHO     | 44,960  | 64                 | 10,256,411     | 167,317             | 39,910              | 207,227                     | 2,809,492                     | 15               |
| TREASURE VALLEY | 69,606  | 56                 | 10,385,971     | 314,125             | 136,290             | 450,415                     | 6,062,225                     | 19               |
| EASTERN IDAHO   | 61,716  | 90                 | 16,180,000     | 363,714             | 61,016              | 424,730                     | 6,871,785                     | 46               |
| STATE TOTALS    | 252,509 | 307                | 52,391,382     | 1,096,618           | 292,598             | 1,389,216                   | 20,053,730                    | 102              |

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

| REGION          | LPC       | ISSUED<br>FBL APPS | LIFE<br>VOLUME | NEW PERS<br>PREMIUM | NEW COMM<br>PREMIUM | NEW<br>PERS/COMM<br>PREMIUM | TOTAL<br>PERS/COMM<br>PREMIUM | FINANCE<br>LOANS |
|-----------------|-----------|--------------------|----------------|---------------------|---------------------|-----------------------------|-------------------------------|------------------|
| MAGIC VALLEY    | 572,482   | 316                | 72,801,758     | 2,340,130           | 638,381             | 2,978,511                   | 45,167,087                    | 294              |
| NORTH IDAHO     | 334,565   | 261                | 66,618,156     | 1,744,375           | 440,559             | 2,184,934                   | 27,072,465                    | 123              |
| TREASURE VALLEY | 466,080   | 335                | 73,185,629     | 3,322,777           | 1,247,067           | 4,569,844                   | 63,678,255                    | 210              |
| EASTERN IDAHO   | 481,628   | 408                | 88,822,968     | 3,568,129           | 935,840             | 4,503,969                   | 67,736,172                    | 349              |
| STATE TOTALS    | 1,854,755 | 1,320              | 301,428,511    | 10,975,411          | 3,261,847           | 14,237,258                  | 203,653,979                   | 976              |

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



**KENDON PERRY**  
127,491

**ISSUED LPC**

|                  |        |
|------------------|--------|
| ROB ELLIS        | 96,812 |
| KRIS BURKE       | 93,742 |
| JERRY T PETERSEN | 73,549 |
| PERRY E SHANK    | 67,307 |
| NEIL JENSEN      | 60,382 |
| DARIN PFOST      | 59,715 |
| KERRY BAXTER     | 53,587 |
| DOUG JOHNSON     | 50,323 |
| RHETT PRICE      | 49,967 |



**KENDON PERRY**  
56

**ISSUED FBL APPS**

|               |    |
|---------------|----|
| NEIL JENSEN   | 46 |
| JACOB ANDRUS  | 42 |
| DOUG JOHNSON  | 34 |
| DARIN PFOST   | 33 |
| ELI HANSEN    | 32 |
| ROB ELLIS     | 30 |
| TODD BURKE    | 28 |
| KYLE JEPPESEN | 28 |
| PERRY E SHANK | 27 |



**KENDON PERRY**  
12,817,495

**LIFE VOLUME**

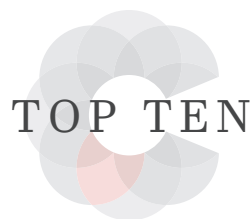
|                  |            |
|------------------|------------|
| PERRY E SHANK    | 12,456,882 |
| JOSEPH RICHARDS  | 10,701,000 |
| JERRY T PETERSEN | 9,940,000  |
| JACOB ANDRUS     | 8,854,000  |
| TODD BURKE       | 8,640,509  |
| ELI HANSEN       | 7,961,000  |
| NEIL JENSEN      | 7,949,560  |
| KEEFAN CARON     | 7,925,370  |
| DOUG JOHNSON     | 7,686,000  |



**KEEFAN CARON**  
270

**NEW CITY SQUIRES**

|                 |     |
|-----------------|-----|
| STEVEN ZAMORA   | 204 |
| ZAK POPEJOY     | 202 |
| RYAN PEARSON    | 194 |
| VAUGHN PRICE    | 159 |
| NEIL JENSEN     | 147 |
| ANDREW MEYER    | 146 |
| TROY FERGUSON   | 143 |
| TODD BURKE      | 142 |
| BROOKS LATIMORE | 133 |



**RYAN BECKNER**

16

**NEW COUNTRY SQUIRES**

|                 |    |
|-----------------|----|
| BECKY TINSLEY   | 16 |
| BRANDT LESLIE   | 15 |
| TAYLOR MINK     | 14 |
| MARK VANDERWALL | 12 |
| JENNIFER COOK   | 10 |
| LEE POUNDS      | 10 |
| STU BARRETT     | 9  |
| BARRETT MCCLURE | 9  |
| ANTHONY NICHOLS | 9  |



**WAYNE HUNGATE**

11

**NEW FARM & RANCH**

|                  |   |
|------------------|---|
| DONNA D'AMBRA    | 6 |
| KEVEN DEGN       | 6 |
| RYAN HARRIGFELD  | 6 |
| VAUGHN PRICE     | 6 |
| MIKE ASKER       | 5 |
| BART CROFOOT     | 5 |
| ROB ELLIS        | 5 |
| KAREN RICHARDSON | 5 |
| TRAVIS TERRY     | 5 |



**STEVEN ZAMORA**

291,620

**NEW PERS PREMIUM**

|                |         |
|----------------|---------|
| ZAK POPEJOY    | 219,213 |
| KEEFAN CARON   | 210,468 |
| ANDREW MEYER   | 205,763 |
| NEIL JENSEN    | 177,680 |
| RYAN PEARSON   | 164,176 |
| REDGE SORENSON | 154,617 |
| STETZEN BAILEY | 153,770 |
| JARED NELSON   | 149,500 |
| ROB ELLIS      | 146,678 |



**DARIN PFOF**

4,363,913

**TOTAL PERS PREMIUM**

|                |           |
|----------------|-----------|
| WAYNE HUNGATE  | 3,101,252 |
| JARED HART     | 3,033,542 |
| RHETT PRICE    | 3,016,111 |
| KENT JEPPESEN  | 2,920,952 |
| NEIL JENSEN    | 2,795,039 |
| VAUGHN PRICE   | 2,599,022 |
| KYLE JEPPESEN  | 2,311,572 |
| REDGE SORENSON | 2,234,049 |
| DOUG GUTHRIE   | 2,231,707 |



**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  |



**TONY NICHOLS**  
56

**NEW BOP AND CPP**

|                 |    |
|-----------------|----|
| WAYNE HUNGATE   | 50 |
| ZAK POPEJOY     | 49 |
| JARED HART      | 47 |
| DARIN PFOST     | 45 |
| PHIL ZEMAITIS   | 41 |
| KEEFAN CARON    | 38 |
| STEVEN ZAMORA   | 38 |
| MATT ANDERSON   | 37 |
| SCOTT MALMSTROM | 33 |



**TONY NICHOLS**  
91,989

**NEW COMM PREMIUM**

|                |        |
|----------------|--------|
| DARIN PFOST    | 91,627 |
| MATT ANDERSON  | 81,193 |
| WAYNE HUNGATE  | 75,564 |
| BRETT PAYNTER  | 73,305 |
| ROB ELLIS      | 73,096 |
| TODD BURKE     | 72,621 |
| KENT JEPPESEN  | 69,569 |
| REDGE SORENSON | 64,269 |
| ZAK POPEJOY    | 60,258 |

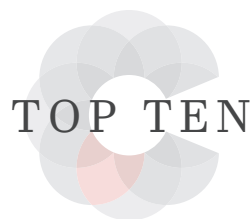


**DARIN PFOST**  
1,473,807

**TOTAL COMM PREMIUM**

|                 |         |
|-----------------|---------|
| DALE ZIMNEY     | 892,612 |
| REDGE SORENSON  | 756,416 |
| PHILIP ZEMAITIS | 707,889 |
| WAYNE HUNGATE   | 687,661 |
| ROB ELLIS       | 684,951 |
| MATT ANDERSON   | 645,247 |
| GILBERT TUNING  | 624,689 |
| VAUGHN PRICE    | 614,266 |
| KENDON PERRY    | 570,680 |





**WADE ANDERSEN**

7

**NEW CROP HAIL**

|                 |   |
|-----------------|---|
| ARDEN ANDERSON  | 6 |
| BRETT PAYNTER   | 5 |
| DARIN PFOST     | 5 |
| TOM GALLUP      | 4 |
| BARRETT MCCLURE | 4 |
| MARCY BRODINE   | 3 |
| PAMELA RUSSOM   | 2 |
| DUSTIE PAYNTER  | 2 |
| TYLER HOOPES    | 2 |



**PAMELA RUSSOM**

61,642

**CROP HAIL PREMIUM**

|                |        |
|----------------|--------|
| MARCY BRODINE  | 50,668 |
| TOM GALLUP     | 50,050 |
| KYLE JEPPESEN  | 32,238 |
| LEANN PULLMAN  | 31,239 |
| JARED HART     | 28,132 |
| ARDEN ANDERSON | 24,544 |
| BRETT PAYNTER  | 22,753 |
| DARIN PFOST    | 20,380 |
| DUSTIE PAYNTER | 20,012 |



**TRAVIS TERRY**

64

**FINANCE LOANS**

|                  |    |
|------------------|----|
| KYLE JEPPESEN    | 61 |
| ELI HANSEN       | 50 |
| CHRIS AXENTY     | 41 |
| SHAWN QUINN      | 37 |
| KAREN RICHARDSON | 23 |
| ZAK POPEJOY      | 20 |
| STUART BARRETT   | 19 |
| JARED HART       | 17 |
| RANDY PITCHFORD  | 16 |



**ELI HANSEN**

1,045,610

**FINANCE VOLUME**

|               |         |
|---------------|---------|
| KYLE JEPPESEN | 713,257 |
| TRAVIS TERRY  | 674,890 |
| SHAWN QUINN   | 579,920 |
| VAUGHN PRICE  | 402,050 |
| CHRIS AXENTY  | 333,170 |
| RHETT PRICE   | 238,751 |
| GRANT MOSES   | 234,723 |
| JARED HART    | 213,770 |
| NORMAN FUNK   | 206,777 |



**DARIN PFOF**  
5,837,720

**TOTAL PERS/COMM PREM**

|                          |           |
|--------------------------|-----------|
| WAYNE HUNGATE . . . . .  | 3,788,913 |
| JARED HART . . . . .     | 3,592,852 |
| RHETT PRICE . . . . .    | 3,395,019 |
| NEIL JENSEN . . . . .    | 3,342,288 |
| KENT JEPPESEN . . . . .  | 3,338,243 |
| VAUGHN PRICE . . . . .   | 3,213,288 |
| REDGE SORENSON . . . . . | 2,990,465 |
| ROB ELLIS . . . . .      | 2,725,985 |
| DALE ZIMNEY . . . . .    | 2,714,266 |