



AGENT REPORTS



MAY 2021



NEW SALES RESULTS THROUGH MAY 31, 2021

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LYNNAE GLIEGE	\$57,011	138.0
REDGE SORENSON	\$55,419	121.9
KENDON PERRY	\$57,895	112.9
STEVEN ZAMORA	\$46,665	109.2
DARIN PFOST	\$45,826	105.3
JOSEPH RICHARDS	\$41,630	102.1
CLINT VANBIEZEN	\$67,883	100.9
VAUGHN PRICE	\$37,578	98.1
JERRY SPRAY	\$37,807	95.3
JOHN NISHIMOTO	\$47,165	92.7

MONTHLY LEADER



LYNNAE GLIEGE,
TREASURE VALLEY EAST

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BEA SPEAKMAN	\$203,997	469.5
STEVEN ZAMORA	\$198,379	458.9
ANDREW MEYER	\$195,048	427.1
JERRY SPRAY	\$174,121	397.6
MICHAEL ASKER	\$170,893	391.9
KEEFAN CARON	\$112,578	386.1
NEIL JENSEN	\$157,014	386.0
REDGE SORENSON	\$149,432	374.4
DARIN PFOST	\$157,103	368.1
KENDON PERRY	\$144,297	344.8

YTD LEADER



BEA SPEAKMAN,
NORTH IDAHO

NEW SALES RESULTS THROUGH MAY 31, 2021

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
DUSTY BRYANT	\$17,136.00	47.14
DAKOTA STALLIONS	\$16,088.00	42.09
JANEL HOLMES	\$21,449.00	39.95
TAGG JEPPESEN	\$17,562.00	36.06
DAVE CEREGHINO	\$12,567.00	33.57
BRITTNEY SMITH	\$15,156.00	31.66
JACE SPARROW	\$17,074.00	31.07
CODY CHAVERS	\$18,696.00	30.7
KYLE PERRY	\$15,174.00	30.67
BRIAN WALTERS	\$5,987.00	27.48

MONTHLY ROOKIE LEADER



DUSTY BRYANT,
TREASURE VALLEY WEST

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JANEL HOLMES	\$110,965	224.0
JACE SPARROW	\$83,327	204.3
DUSTY BRYANT	\$72,522	194.0
KYLE CASEY	\$65,090	177.1
KYLE PERRY	\$66,274	164.8
BRITTNEY SMITH	\$78,879	160.4
TAGG JEPPESEN	\$57,653	154.7
SARAH ROBIE	\$62,072	145.1
RILEY JEPPESEN	\$53,208	130.2
DAKOTA STALLIONS	\$45,637	117.6

YTD ROOKIE LEADER



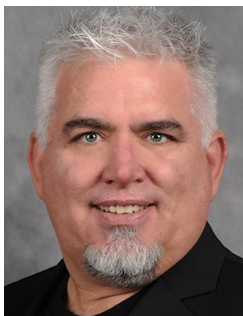
JANEL HOLMES,
NORTH IDAHO

NEW SALES RESULTS THROUGH MAY 31, 2021

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JOHN HILL	\$33,175	40.7
PERRY SHANK	\$21,252	36.3
ELI HANSEN	\$12,913	25.4
RYAN BECKNER	\$12,847	20.4
JERRY SPRAY	\$9,565	19.6
TAYLOR MINK	\$12,670	17.7
DARIN PFOST	\$6,965	17.0
DAVE CEREGHINO	\$7,492	15.0
TAGG JEPPESEN	\$7,082	14.6
RANDALL PITCHFORD	\$6,602	14.1

FARM & RANCH MONTHLY LEADER



JOHN HILL,
TREASURE VALLEY WEST

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
CHAD COX	\$89,586	97.1
DARIN PFOST	\$47,282	82.3
MICHAEL ASKER	\$37,565	77.6
ELI HANSEN	\$17,688	42.7
TAYLOR MINK	\$18,501	41.0
JOHN HILL	\$33,175	40.7
RYAN BECKNER	\$18,130	38.1
PERRY SHANK	\$22,259	37.3
JERRY SPRAY	\$18,553	36.1
BEA SPEAKMAN	\$17,064	34.6

FARM & RANCH YTD LEADER



CHAD COX,
SOUTHEAST IDAHO

NEW SALES RESULTS THROUGH MAY 31, 2021

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LYNNAE GLIEGE	\$50,106	122.6
VAUGHN PRICE	\$14,065	76.1
STEPHEN WIDMER	\$23,534	68.5
ANTHONY NICHOLS	\$15,288	65.3
JOSEPH RICHARDS	\$21,859	64.4
CLINT VANBIEZEN	\$42,156	57.2
REDGE SORENSON	\$18,712	56.2
STEVEN ZAMORA	\$18,533	51.0
RYAN REX	\$34,355	49.4
TAYLOR MINK	\$21,366	48.9

BOP/CPP MONTHLY LEADER



LYNNAE GLIEGE,
TREASURE VALLEY EAST

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BEA SPEAKMAN	\$102,404	262.4
STEPHEN WIDMER	\$57,072	222.1
CLINT VANBIEZEN	\$72,493	215.0
JOHN NISHIMOTO	\$58,460	196.0
MICHAEL ASKER	\$73,647	191.2
REDGE SORENSON	\$60,236	190.2
TODD BURKE	\$32,472	190.0
JARED HART	\$40,316	180.3
HEATHER GROTHAUS	\$33,750	176.3
DALE ZIMNEY	\$30,777	165.8

BOP/CPP YTD LEADER



BEA SPEAKMAN,
NORTH IDAHO

NEW SALES RESULTS THROUGH MAY 31, 2021

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
REDGE SORENSON	\$36,707	65.7
KENDON PERRY	\$32,386	62.4
STEVEN ZAMORA	\$28,132	58.1
VAUGHN PRICE	\$23,513	49.0
JOHN NISHIMOTO	\$29,248	47.3
CLINT VANBIEZEN	\$26,286	44.3
KYLE JEPPESEN	\$20,497	41.5
DARIN PFOST	\$21,161	40.7
ANDREW MEYER	\$13,893	38.9
JACOB ANDRUS	\$19,255	38.3

PERSONAL LINES MONTHLY LEADER



REDGE SORENSON,
EAST IDAHO

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$166,566	328.6
STEVEN ZAMORA	\$136,413	249.4
JERRY SPRAY	\$126,872	242.9
NEIL JENSEN	\$119,881	238.9
KENDON PERRY	\$96,206	194.2
JACOB ANDRUS	\$91,342	185.3
REDGE SORENSON	\$89,196	184.2
ZAK POPEJOY	\$84,341	176.3
TROY FERGUSON	\$79,624	175.6
KEEFAN CARON	\$71,475	170.0

PERSONAL LINES YTD LEADER



ANDREW MEYER,
TREASURE VALLEY EAST

NEW SALES RESULTS THROUGH MAY 31, 2021

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
BEA SPEAKMAN	\$203,997	125	469.5
STEVEN ZAMORA	\$198,379	177	458.9
JERRY SPRAY	\$174,121	119	397.6
MICHAEL ASKER	\$170,893	106	391.9
KENDON PERRY	\$144,297	166	344.8
RYAN BECKNER	\$118,941	103	326.4
JOHN NISHIMOTO	\$133,063	105	318.1
JOSEPH RICHARDS	\$102,995	141	294.0
WALTER DINNING	\$103,682	96	258.7
JANEL HOLMES	\$110,965	95	224.0
ANDREW SCOTT	\$89,501	107	219.0
JOHN MARKS	\$80,026	79	201.5
KYLE CASEY	\$65,090	72	177.1
KYLE PERRY	\$66,274	52	164.8
SHAWN QUINN	\$57,302	90	156.3
MARK VANDERWALL	\$80,824	52	148.8
SARAH ROBIE	\$62,072	72	145.1
TIMOTHY KASPER	\$40,136	34	113.1
DOUG WHEELOCK	\$29,050	33	77.1
CHIP QUADE	\$37,165	19	66.7
DANIEL NEUENFELDT	\$14,904	25	33.9



**BEA SPEAKMAN,
YTD LEADER**

NEW SALES RESULTS THROUGH MAY 31, 2021



TREASURE VALLEY EAST YTD P&C PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ANDREW MEYER	\$195,048	224	427.1
KEEFAN CARON	\$112,578	154	386.1
LYNNAE GLIEGE	\$130,197	99	340.2
JARED HART	\$117,400	119	332.4
CHRISTOPHER LARSEN	\$121,330	61	251.3
DALE ZIMNEY	\$69,078	86	249.0
ALEX SALINAS	\$96,563	140	247.1
SCOTT MALMSTROM	\$73,955	91	206.0
GILBERT TUNING	\$64,197	57	177.7
KERRY BAXTER	\$69,510	79	170.0
VAN BARKUS	\$54,280	52	153.8
STUART BARRETT	\$52,581	52	143.6
MARIO SALINAS	\$40,797	47	137.8
PHIL ZEMAITIS	\$44,165	53	137.7
RODNEY BIRD	\$36,362	42	125.9
RICH SYKES	\$39,733	73	124.7
DAKOTA STALLIONS	\$45,637	42	117.6
RICHARD PERCIVAL	\$38,933	48	114.4
BRIAN WALTERS	\$47,420	79	111.9
TRUDY CRAWFORD	\$45,170	84	111.7
GRANT ROSANDICK	\$34,418	106	102.9



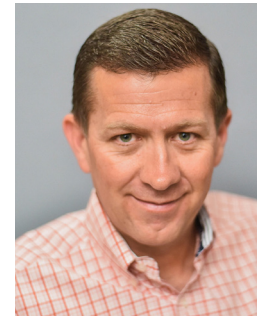
ANDREW MEYER,
YTD LEADER

NEW SALES RESULTS THROUGH MAY 31, 2021



TREASURE VALLEY WEST YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
DARIN PFOST	\$157,103	92	368.1
ANTHONY NICHOLS	\$75,938	78	245.9
JASON GARDNER	\$104,204	77	240.7
JOHN HILL	\$118,513	65	235.0
TAYLOR MINK	\$80,739	52	201.7
DUSTY BRYANT	\$72,522	58	194.0
LEE POUNDS	\$67,974	88	192.0
LEANN PULLMAN	\$64,543	52	191.5
ERIC WILKINS	\$64,533	566	181.5
PAMELA RUSSOM	\$62,242	79	165.2
HEATHER GROTHAUS	\$73,995	65	156.5
DREW LAAN	\$51,637	65	127.1
BRETT PAYNTER	\$41,949	49	120.0
WAYNE HUNGATE	\$40,253	37	117.8
RYAN PORTER	\$38,913	31	115.4
CODY CHAVERS	\$48,477	88	104.5
DAVE CEREGHINO	\$31,842	29	84.8
KERRY HARRIS	\$15,491	43	76.5
LUPE FRY	\$23,773	32	60.3
NORMAN LACOMBE	\$16,513	107	32.0



**DARIN PFOST,
YTD LEADER**

NEW SALES RESULTS THROUGH MAY 31, 2021



MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ELI HANSEN	\$119,322	94	313.3
STEPHEN WIDMER	\$81,585	92	280.1
ROBERT ELLIS	\$113,716	73	264.7
CLINT VANBIEZEN	\$107,565	59	227.1
PERRY SHANK	\$134,778	42	225.3
JACE SPARROW	\$83,327	80	204.3
MARCY BRODINE	\$65,451	78	192.0
JENNIFER COOK	\$76,928	56	190.9
TRAVIS TERRY	\$66,508	76	185.0
CAMERON CARRICO	\$69,170	53	177.2
NORMAN FUNK	\$72,931	67	165.9
GARY BLISS	\$64,453	47	159.0
GARREN TAYLOR	\$61,027	55	158.0
DONNA D'AMBRA	\$50,877	63	154.4
JAMES POWELL	\$47,151	43	141.2
RYAN REX	\$69,886	40	133.4
PAUL JOHNSON	\$44,300	28	100.3
LISA BOTHOF	\$28,326	64	99.3
BARRETT MCCLURE	\$26,697	44	95.7
DAVID NEVAREZ	\$37,149	30	86.7



KENT JEPPESEN,
DISTRICT MANAGER



ELI HANSEN,
YTD LEADER

NEW SALES RESULTS THROUGH MAY 31, 2021



MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
CINDY PACKARD	\$26,390	33	85.4
STETZEN BAILEY	\$35,691	42	81.2
BRETT BARTON	\$33,123	27	71.6
NEIL HAZELBAKER	\$27,581	42	68.6
KURT GEARY	\$22,224	25	55.7

NEW SALES RESULTS THROUGH MAY 31, 2021



EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$157,014	153	386.0
REDGE SORENSON	\$149,432	117	374.4
VAUGHN PRICE	\$101,170	121	286.7
RYAN HARRIGFELD	\$129,015	105	279.0
KYLE JEPPESEN	\$106,002	75	268.5
BART CROFOOT	\$90,854	83	237.4
TROY FERGUSON	\$88,696	110	209.7
MATT ANDERSON	\$73,251	74	204.3
JUSTIN NICHOLS	\$71,405	80	178.4
TAGG JEPPESEN	\$57,653	41	154.7
JOLENE ZOLLINGER	\$47,212	48	135.7
TREVOR CLARK	\$39,176	95	131.7
RILEY JEPPESEN	\$53,208	47	130.2
JERRY PETERSEN	\$48,592	63	117.1
KAREN RICHARDSON	\$34,772	34	98.3
CRAIG STEPHENSON	\$37,186	39	98.2
TOM GALLUP	\$19,306	30	85.3
KOLTER JEPPESEN	\$36,568	41	85.1
SHANE KUNZ	\$10,209	31	56.2
JAKE JOHNSTON	\$23,554	49	48.1



VANCE NIELSEN,
DISTRICT MANAGER



NEIL JENSEN,
YTD LEADER

NEW SALES RESULTS THROUGH MAY 31, 2021



SOUTHEAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ZAK POPEJOY	\$124,388	115	326.4
TODD BURKE	\$127,566	70	284.6
JACOB ANDRUS	\$102,947	107	272.0
CHAD COX	\$148,010	40	254.5
RHETT PRICE	\$76,767	86	205.8
DOUGLAS JOHNSON	\$68,168	72	186.2
JARED NELSON	\$74,292	80	181.8
DOUGLAS GUTHRIE	\$52,845	64	166.9
BRITTNEY SMITH	\$78,879	65	160.4
CHRIS AXENTY	\$66,831	54	159.8
KRIS BURKE	\$61,846	43	158.4
BRANDT LESLIE	\$67,256	33	156.3
DERALD ARMSTRONG	\$51,063	72	144.6
KEVIN DEGN	\$61,921	55	141.9
JARED HALL	\$52,424	41	132.9
ERICA CATT	\$44,932	46	130.9
JACOB LINGARD	\$50,305	62	127.3
RANDALL PITCHFORD	\$40,472	2	126.0
BROOKS LATIMORE	\$32,540	35	88.0
DAVID COLPRON	\$29,255	49	86.3
KEVIN MAW	\$30,583	24	64.6
DARYL TEUSCHER	\$8,949	9	26.5
GRANT MOSES	-\$564	2	14.9



ZAK POPEJOY,
YTD LEADER