



COVERAGE

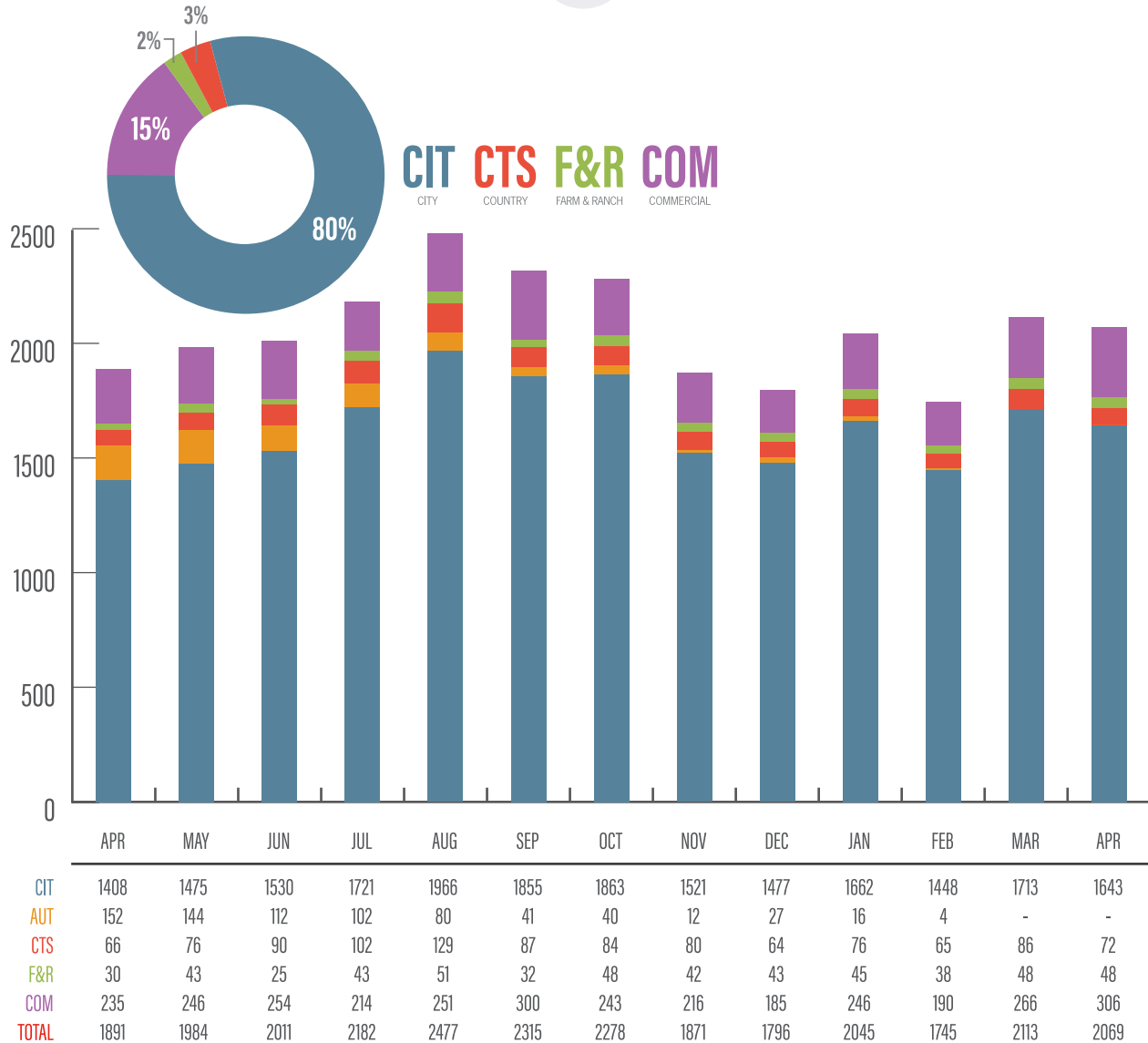
AGENT REPORTS

APRIL 2019

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APRIL 2019

APP COUNT



CURRENT

APRIL 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 VOLUME	NEW PERS/COMM PREMIUM	TOTAL COMBINED
EASTERN IDAHO	14,572,853	438,827	15,011,680
MAGIC VALLEY	8,486,516	291,746	8,778,262
NORTH IDAHO	6,891,000	236,551	7,127,551
TREASURE VALLEY	5,787,332	572,105	6,359,437

AGENT OF THE MONTH

APRIL 2019



ROB ELLIS
TWIN FALLS 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 FBW/WCC issued premium.
- Four points for each dollar of Life Production Credit.

ROOKIE OF THE MONTH

APRIL 2019



JACOB ANDRUS
BONNEVILLE 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

APRIL 2019

TOP PRODUCERS

ISSUED LPC



ROB ELLIS
\$44,849

ISSUED FBL APPS



JACOB ANDRUS
15 APPLICATIONS

LIFE VOLUME



KENDON PERRY
\$2,391,000

FINANCE LOANS



KYLE JEPPESEN
8 LOANS

NEW PERSONAL PREMIUM



STEVEN ZAMORA
\$34,984

NEW COMMERCIAL PREMIUM



BRETT PAYNTER
\$45,847

NEW PERS/COMM PREMIUM



BRETT PAYNTER
\$59,991

TOTAL PERS/COMM PREMIUM



DARIN PFOF
\$504,517

ROOKIES

APRIL 2019

TOP PRODUCERS



ISSUED LPC



JACOB ANDRUS
\$3,483

ISSUED FBL APPS



JACOB ANDRUS
15 APPLICATIONS

LIFE VOLUME



JACOB ANDRUS
\$2,200,000

FINANCE LOANS



LEANN PULLMAN
3 LOANS

NEW PERSONAL PREMIUM



ANDREW MEYER
\$20,925

NEW COMMERCIAL PREMIUM



GRANT ROSANDICK
\$2,803

NEW PERS/COMM PREMIUM



ANDREW MEYER
\$21,168

TOTAL PERS/COMM PREMIUM



LEANN PULLMAN
\$182,832

APRIL 2019

SQUIRE HONOR ROLL



KEEFAN CARON

113 MONTHS

.....

VAUGHN PRICE	24
TRAVIS TERRY	24
RHETT PRICE	22
JARED NELSON	22
KYLE JEPPESEN	20
TODD BURKE	20
ZAK POPEJOY	20
RYAN BECKNER	19
JOHN W HILL	18
WAYNE HUNGATE	17
TONY NICHOLS	16
RYAN PEARSON	16
REBECCA CHASE	15
BEA SPEAKMAN	15
REDGE SORENSON	14
TROY FERGUSON	14



BROOKS LATIMORE

26 MONTHS

.....

STEVEN ZAMORA	14
LYNNAE GLIEGE	12
WALT DINNING	10
JOSEPH RICHARDS	10
BEA GUZMAN	9
JERRY T PETERSEN	8
STEPHEN WIDMER	8
ELI HANSEN	8
MARCY BRODINE	8
RICH SYKES	8
DARIN PFOST	7
CHRIS AXENTY	5
BRANDT LESLIE	5
TAYLOR MINK	5
JERRY SPRAY	5
SHAWN QUINN	4



GRANT MOSES

24 MONTHS

.....

KEVIN DEGN	4
JARED HART	4
GILBERT TUNING	4
DOUG JOHNSON	4
ALEX SALINAS	4
BART CROFOOT	4
BRITAIN POTTER	4
TRUDY CRAWFORD	4
JIM POWELL	4
MICHAEL JENSON	4
CAMERON CARRICO	4
DOUG GUTHRIE	3
KERRY HARRIS	3
GARREN TAYLOR	3
HEATHER GROTHAUS	3

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

CURRENT

APRIL 2019

AGENTS' PRODUCTION

PAGE 1 OF 4

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
ELLIS ROBERT - AA	44,849	6	1,466,000	4,567	1,768	6,335	0
CARON KEEFAN	16,226	7	1,580,000	16,925	2,071	18,996	1
SHANK PERRY E - AA	12,567	3	1,853,498	23,463	4,500	27,963	0
PFOST DARIN - AA	11,166	3	155,000	11,496	21,182	32,678	2
POWELL JAMES	10,375	1	600,000	10,501	385	10,886	0
PERRY KENDON - AA	8,728	5	2,391,000	21,292	11,689	32,981	2
ZIMNEY DALE - AA	8,241	2	25,000	1,976	205	2,181	0
JENSEN NEIL - AA	6,676	11	2,161,000	6,059	11,305	17,364	0
GUTHRIE DOUGLAS	6,164	1	200,000	7,991	2,026	10,017	0
CLARK TREVOR	4,916	2	600,000	8,600	2,566	11,166	0
BARKUS VAN J	4,769	4	177,000	6,084	2,643	8,727	0
JEPPESEN KENT E	4,287	3	600,000	1,226	-1,775	-549	1
JEPPESEN KYLE K	4,083	5	950,000	9,403	4,014	13,417	8
COOK JENNIFER	3,822	2	350,000	7,471	265	7,736	1
ANDERSON MATT - AA	3,519	2	1,814,000	488	3,557	4,045	0
ANDRUS JACOB	3,483	15	2,200,000	6,898	1,472	8,370	0
JOHNSTON DEAN	3,255	2	600,000	3,668	2,729	6,397	1
PRICE RHETT M	3,235	3	356,835	13,115	646	13,761	2
BURKE D KRIS	3,194	0	0	1,683	1,267	2,950	2
ZAMORA STEVEN	3,054	1	200,000	34,984	3,593	38,577	4
QUINN SHAWN - AA	2,935	2	300,000	4,680	2,287	6,967	5
HUNGATE D WAYNE	2,524	1	700,000	23,140	7,613	30,753	0
HART JARED - AA	2,460	3	258,332	2,714	9,058	11,772	4
PETERSEN JERRY T	2,338	1	530,000	19,535	3,314	22,849	0
REX RYAN - AA	2,325	2	200,000	1,319	1,317	2,636	1
GALLUP TOM - AA	2,055	2	1,100,000	8,584	3,079	11,663	1
PERCIVAL RICHARD M	1,877	5	290,000	1,199	579	1,778	0
GARDNER JASON B	1,842	1	28,000	13,977	3,671	17,648	1
BRODINE MARCY	1,682	1	56,000	2,442	1,209	3,651	1
HANSEN ELI	1,482	4	1,425,000	9,247	3,024	12,271	2
BECKNER RYAN - AA	1,474	3	650,000	11,430	1,772	13,202	1
DINNING WALTER - AA	1,418	3	900,000	16,138	1,928	18,066	0
BLISS GARY	1,385	1	500,000	2,947	8,502	11,449	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
DEGN KEVIN - AA	1,351	1	250,000	12,094	951	13,045	0
NELSON JARED	1,202	4	850,000	16,518	1,334	17,852	1
HARRIS KERRY	1,197	1	100,000	10,818	436	11,254	0
GROTHAUS HEATHER	1,197	4	670,000	17,383	384	17,767	5
PRICE VAUGHN	1,133	1	150,000	5,714	6,080	11,794	2
STOWELL ROBERT C	1,111	1	250,000	7,436	2,392	9,828	1
PONTIUS JUSTIN	1,093	5	390,000	1,150	1,358	2,508	0
LESLIE BRANDT	1,053	3	360,000	7,939	0	7,939	1
KASPER TIMOTHY - AA	1,033	1	150,000	461	203	664	0
FRY LUPE	999	2	223,000	10,414	827	11,241	1
BAILEY STETZEN	964	3	320,000	13,818	1,864	15,682	1
KUNZ SHANE R	804	2	510,000	12,962	0	12,962	0
HAZELBAKER NEIL	795	1	201,000	7,826	297	8,123	0
WARWICK MICHAEL	793	1	100,000	901	8,163	9,064	1
LARSEN CHRISTOPHER	779	2	106,000	18,441	3,372	21,813	0
LEACH R JOE	743	1	38,018	12,888	0	12,888	1
MOSES GRANT	668	2	0	17,090	639	17,729	0
TAYLOR GARREN - AA	658	1	125,000	17,350	1,580	18,930	0
PEARSON RYAN	658	2	110,000	15,923	2,720	18,643	0
RICHARDS JOSEPH	648	2	1,100,000	7,935	6,241	14,176	0
TERRY TRAVIS	557	2	175,000	13,705	596	14,301	5
BURKE WILLIAM TODD	473	1	242,509	20,258	2,554	22,812	1
SPEAKMAN BEA	439	1	250,000	16,293	3,295	19,588	0
FUNK NORMAN - AA	410	0	0	708	1,039	1,747	2
MCCLURE BARRETT - AA	394	0	0	-425	9,685	9,260	0
HARMON JUSTIN	374	3	300,000	4,640	1,129	5,769	0
COWMAN RICHARD J	351	1	6,000	0	0	0	0
LINGARD JACOB	323	2	160,000	9,527	-2,060	7,467	0
LATIMORE BROOKS	277	1	100,000	7,067	-18	7,049	0
LAAN DREW	254	1	250,000	4,070	686	4,756	0
VANBIEZEN CLINT - AA	239	0	662,000	4,995	1,782	6,777	0
DEWITT PAUL E	229	0	0	1,661	9,093	10,754	0
WIDMER STEPHEN	214	0	0	7,204	2,966	10,170	2
COX CHAD	205	0	0	3,197	-633	2,564	0
TUNING GILBERT	198	1	0	6,849	7,813	14,662	1

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
NISHIMOTO JOHN	175	1	100,000	7,038	7,994	15,032	0
POPEJOY ZAK	174	0	8,509	22,898	3,574	26,472	3
CATT ERICA K	171	1	0	7,954	600	8,554	0
SALINAS ALEX	166	1	25,000	24,154	6,668	30,822	0
FLANDRO DEBBIE	134	0	0	3,727	744	4,471	0
MALMSTROM SCOTT G	114	0	0	730	7,262	7,992	1
SALINAS MARIO A - AA	71	0	0	5,237	2,126	7,363	0
JOHNSON DOUGLAS - AA	58	0	275,000	3,202	4,349	7,551	1
ASKER MICHAEL W	57	0	0	2,304	6,972	9,276	1
JOHNSON PAUL	48	0	215,000	1,182	263	1,445	1
MARKS JOHN E	39	0	0	8,169	2,400	10,569	1
STEPHENSON CRAIG	37	1	750,000	1,452	0	1,452	1
MERRILL BROCK	32	0	0	6,202	-6	6,196	0
VON BRETHORST JERRY	24	0	0	1,952	2,262	4,214	0
D'AMBRA DONNA - AA	23	0	0	20,904	1,459	22,363	0
COLPRON DAVID	21	0	0	4,236	4,089	8,325	2
FERGUSON TROY G - AA	16	0	102,000	14,848	482	15,330	0
WHEELOCK DOUG	15	0	0	4,273	126	4,399	0
BIRD RODNEY - AA	15	0	0	13,520	7,485	21,005	1
SILVERS RON	14	0	0	-1,039	5,588	4,549	2
CHASE REBECCA	11	0	0	8,666	2,655	11,321	0
BARTON BRETT O - AA	10	0	0	629	0	629	2
HILL JOHN W	9	0	0	8,314	4,708	13,022	0
PITCHFORD RANDALL	8	0	0	1,831	950	2,781	4
PERMANN J LENA - AA	8	0	0	3,029	-859	2,170	0
BARRETT STUART - AA	6	0	0	11,150	3,328	14,478	3
GUZMAN BEATRIZ - AA	6	0	0	7,300	608	7,908	1
POUNDS LEE	5	0	0	3,242	1,683	4,925	0
ZEMAITIS PHIL	5	0	0	6,804	-308	6,496	0
ROGERS SAMUEL A	3	0	0	5,480	807	6,287	1
GLIEGE LYNNAE - AA	3	0	0	3,226	1,383	4,609	0
CROFOOT BART	3	0	0	11,752	1,966	13,718	0
POTTER BRITAIN	3	0	0	12,689	436	13,125	1
HARDY EILEEN N	2	0	0	1,605	0	1,605	1
ARMSTRONG DERALD - AA	2	0	0	15,510	2,385	17,895	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
RICHARDSON KAREN	2	0	0	11,933	1,126	13,059	3
HALL JARED - AA	2	0	0	8,598	2,318	10,916	0
BOTHOF LISA	2	0	0	3,294	2,612	5,906	1
ROSANDICK GRANT	2	0	0	3,904	2,803	6,707	1
NEVAREZ DAVID - AA	1	0	0	6,595	4,464	11,059	3
MINK TAYLOR	1	0	0	5,553	3,831	9,384	1
VANDERWALL MARK A - AA	1	0	0	13,046	317	13,363	0
SYKES RICH	1	0	4,000	6,996	2,368	9,364	1
RUSSOM PAMELA	1	0	0	4,641	547	5,188	0
GEARY KURT	0	0	0	1,971	-70	1,901	1
TEUSCHER DARYL M	0	0	0	3,203	251	3,454	1
PAYNTER BRETT - AA	0	0	0	14,144	45,847	59,991	1
AXENTY CHRIS	0	0	0	5,733	784	6,517	7
HARRIGFELD RYAN	0	0	0	8,169	431	8,600	0
SORENSEN REDGE	0	0	0	10,713	2,577	13,290	0
BAXTER KERRY	0	0	0	7,077	3,342	10,419	0
WILKINS ERIC	0	0	0	2,346	1,105	3,451	1
PORTER RYAN	0	0	0	876	9,399	10,275	1
NICHOLS ANTHONY	0	0	0	5,824	41,082	46,906	0
NICHOLS JUSTIN	0	0	0	14,539	4,800	19,339	0
CRAWFORD TRUDY	0	0	0	20,034	17	20,051	0
PACKARD CINDY	0	0	0	5,363	108	5,471	0
SPRAY JERRY	0	0	0	6,585	494	7,079	1
PEASE DYLAN	0	0	0	16,735	0	16,735	0
JENSON MICHAEL	0	0	0	9,401	-92	9,309	0
CARRICO CAMERON	0	0	0	12,284	0	12,284	0
PULLMAN LEANN	0	0	0	11,136	0	11,136	3
MEYER ANDREW	0	0	0	20,925	243	21,168	0

AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
ELLIS ROBERT - AA	83,590	13	3				115,308	47,972	163,280	1,133,480	1
SHANK PERRY E - AA	51,598	12	3				51,802	4,620	56,422	747,424	1
PERRY KENDON - AA	50,038	22	3				55,381	23,717	79,098	963,510	6
PFOST DARIN - AA	35,253	19	3				41,516	36,044	77,560	2,318,601	5
TUNING GILBERT	26,847	7	3				31,094	18,774	49,868	692,831	3
CARON KEEFAN	26,058	16	3				78,663	8,534	87,197	846,594	3
PRICE RHETT M	25,887	8	3				42,959	6,262	49,221	1,230,454	7
ZIMNEY DALE - AA	24,371	7	3				15,919	7,574	23,493	1,101,316	0
JENSEN NEIL - AA	18,988	20	3				46,364	20,808	67,172	1,291,565	1
JEPPESSEN KYLE K	16,880	13	3				38,683	9,497	48,180	891,617	24
HART JARED - AA	15,473	9	3				57,448	28,734	86,182	1,473,720	10
BARKUS VAN J	15,025	11	3				17,273	2,416	19,689	705,425	0
COOK JENNIFER	13,927	8	3				33,445	498	33,943	616,475	4
RUSSOM PAMELA	12,985	5	3				24,632	6,861	31,493	411,418	0
POWELL JAMES	11,474	5					39,451	4,694	44,145	242,245	0
GLIEGE LYNNNAE - AA	10,965	5	3				48,392	28,201	76,593	718,142	0
D'AMBRA DONNA - AA	10,829	4	3				38,685	5,704	44,389	624,611	5
ASKER MICHAEL W	10,514	2	3				21,553	12,395	33,948	1,068,686	1
LESLIE BRANDT	10,170	7	3				46,874	4,096	50,970	797,039	3
BURKE WILLIAM TODD	10,119	5	3				73,874	62,304	136,178	847,654	3
JOHNSON DOUGLAS - AA	10,068	11	3				39,335	5,765	45,100	878,942	4
ZAMORA STEVEN	9,420	6	2				121,220	14,920	136,140	449,150	7
GUTHRIE DOUGLAS	9,197	5	1				30,047	9,038	39,085	965,825	0
JOHNSON PAUL	9,141	6	3				6,751	10,623	17,374	495,718	1
RICHARDS JOSEPH	8,916	11	3				35,820	10,312	46,132	188,265	0
GALLUP TOM - AA	8,905	4	2				28,428	5,161	33,589	397,608	2
JOHNSTON DEAN	8,253	5	1				10,017	9,646	19,663	428,013	3
COX CHAD	7,679	6	2				17,480	3,007	20,487	483,130	0
BURKE D KRIS	7,571	0					16,505	14,173	30,678	712,706	3
BECKNER RYAN - AA	7,374	12	1				44,252	12,063	56,315	695,976	3
ANDERSON MATT - AA	7,191	5	1				16,159	24,889	41,048	665,114	1
HARRIS KERRY	6,572	5	1				50,466	4,456	54,922	669,819	2
SALINAS MARIO A - AA	6,453	3	2				19,948	7,282	27,230	607,515	3
HUNGATE D WAYNE	6,385	4	1				56,422	30,721	87,143	1,656,203	2



AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
HANSEN ELI	6,267	14	1				33,112	22,753	55,865	863,308	24
PAYNTER BRETT - AA	5,965	6	1				21,778	51,767	73,545	885,589	4
JEPPESEN KENT E	5,665	5					23,849	14,616	38,465	1,269,818	5
ANDRUS JACOB	5,307	22					32,926	1,472	34,398	34,644	0
CHASE REBECCA	5,266	3	1				70,006	8,807	78,813	783,569	0
PETERSEN JERRY T	5,176	1					41,522	4,446	45,968	640,059	1
GROTHAUS HEATHER	5,134	6	1				43,361	2,372	45,733	364,203	5
MCCLURE BARRETT - AA	5,018	3	1				19,076	26,891	45,967	640,944	2
QUINN SHAWN - AA	4,955	3					36,545	5,162	41,707	493,312	16
KASPER TIMOTHY - AA	4,954	3	1				37,873	5,391	43,264	437,856	0
GARDNER JASON B	4,942	5	1				35,593	13,306	48,899	932,514	5
CLARK TREVOR	4,916	2					28,229	6,215	34,444	274,211	0
FERGUSON TROY G - AA	4,751	1	1				48,661	2,801	51,462	540,092	2
MOSES GRANT	4,690	7	1				66,215	4,543	70,758	1,021,139	4
VANBIEZEN CLINT - AA	4,128	7	1				28,532	4,079	32,611	639,254	0
PRICE VAUGHN	4,048	7					44,844	38,923	83,767	1,240,624	6
DEGN KEVIN - AA	3,817	3	1				40,780	3,404	44,184	804,177	0
DINNING WALTER - AA	3,792	8					53,532	9,654	63,186	869,467	4
HARDY EILEEN N	3,741	5	1				9,184	1,354	10,538	306,038	5
HAZELBAKER NEIL	3,491	4					27,070	1,806	28,876	349,781	2
LATIMORE BROOKS	3,475	6	1				58,025	290	58,315	404,132	2
SALINAS ALEX	3,378	6	1				65,584	17,549	83,133	403,567	2
COLPRON DAVID	3,353	3	1				34,447	9,315	43,762	485,227	3
PITCHFORD RANDALL	3,209	1	1				18,357	540	18,897	786,152	4
BRODINE MARCY	2,794	2					33,679	10,074	43,753	923,914	6
TERRY TRAVIS	2,723	6					46,483	7,656	54,139	896,517	28
NEVAREZ DAVID - AA	2,710	5					17,319	13,276	30,595	485,121	5
WIDMER STEPHEN	2,634	3					23,596	14,934	38,530	428,235	3
REX RYAN - AA	2,563	3					16,551	1,649	18,200	397,686	2
FUNK NORMAN - AA	2,391	4					39,724	12,237	51,961	884,416	4
NELSON JARED	2,285	7					65,486	7,180	72,666	554,250	3
WARWICK MICHAEL	2,235	3					7,025	18,885	25,910	313,134	4
KUNZ SHANE R	2,195	3					28,035	-154	27,881	522,613	2
DEWITT PAUL E	2,121	1					7,365	12,611	19,976	645,857	1

AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
PEASE DYLAN	2,090	2					53,404	1,806	55,210	139,969	2
LINGARD JACOB	2,020	5					33,363	568	33,931	283,884	0
PERCIVAL RICHARD M	1,880	5					24,508	3,277	27,785	309,403	1
ARMSTRONG DERALD - AA	1,861	2					38,077	7,750	45,827	712,298	2
POUNDS LEE	1,825	3					41,552	12,698	54,250	799,070	3
BAXTER KERRY	1,752	3					22,419	7,077	29,496	364,248	2
HILL JOHN W	1,751	6					43,915	5,844	49,759	750,308	3
SPEAKMAN BEA	1,629	3					37,813	4,130	41,943	286,516	2
GEARY KURT	1,578	4					8,639	883	9,522	625,583	1
PORTER RYAN	1,500	1					23,133	18,185	41,318	438,542	1
BLISS GARY	1,385	1					14,884	17,626	32,510	692,700	3
JENSON MICHAEL	1,320	1					30,983	957	31,940	77,313	0
MALMSTROM SCOTT G	1,257	1					13,235	27,069	40,304	745,371	3
STOWELL ROBERT C	1,129	1					23,606	4,990	28,596	397,460	2
PONTIUS JUSTIN	1,093	5					17,919	3,238	21,157	227,898	0
WHELOCK DOUG	1,059	2					17,731	3,126	20,857	369,112	0
FRY LUPE	1,047	2					21,101	5,883	26,984	336,423	1
BAILEY STETZEN	964	3					101,367	1,864	103,231	133,139	1
LARSEN CHRISTOPHER	944	3					50,428	10,386	60,814	450,973	1
BARRETT STUART - AA	842	3					25,405	15,350	40,755	730,206	9
LEACH R JOE	816	1					14,289	110	14,399	676,157	5
BIRD RODNEY - AA	795	1					25,415	11,969	37,384	507,596	3
TAYLOR GARREN - AA	679	1					60,105	7,935	68,040	280,653	0
PEARSON RYAN	658	2					60,198	5,920	66,118	282,176	1
NICHOLS JUSTIN	571	2					32,755	1,717	34,472	423,083	1
CATT ERICA K	469	2					25,987	2,772	28,759	569,039	0
CARRICO CAMERON	432	1					47,253	1,671	48,924	52,436	0
ROSANDICK GRANT	426	1					17,379	1,996	19,375	180,770	1
TEUSCHER DARYL M	400	0					11,056	4,330	15,386	365,863	4
MINK TAYLOR	374	2					41,124	13,309	54,433	582,667	2
HARMON JUSTIN	374	3					22,577	1,129	23,706	26,749	0
COWMAN RICHARD J	351	1					0	0	0	0	0
LAAN DREW	254	1					30,803	5,256	36,059	213,757	3
SORENSEN REDGE	243	2					68,264	18,517	86,781	1,236,637	2

YEAR-TO-DATE

APRIL 2019

AGENTS' PRODUCTION

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AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
POPEJOY ZAK	239	0					122,346	18,619	140,965	797,061	9
MARKS JOHN E	215	0					29,091	6,851	35,942	752,604	3
NISHIMOTO JOHN	208	1					31,541	15,948	47,489	223,644	0
WILKINS ERIC	199	0					21,495	5,859	27,354	513,939	1
FLANDRO DEBBIE	174	0					10,668	4,100	14,768	608,107	0
MERRILL BROCK	128	0					18,967	1,331	20,298	442,392	0
PERMANN J LENA - AA	101	0					18,413	-297	18,116	277,868	5
VON BRETHORST JERRY	87	0					13,280	10,713	23,993	526,714	0
SILVERS RON	60	0					2,904	6,158	9,062	334,487	2
STEPHENSON CRAIG	46	1					23,109	2,650	25,759	750,210	2
ROGERS SAMUEL A	39	0					7,524	1,337	8,861	310,664	2
GUZMAN BEATRIZ - AA	36	0					50,227	8,213	58,440	348,143	5
BARTON BRETT O - AA	34	0					11,552	248	11,800	314,344	6
ZEMAITIS PHIL	27	0					15,222	24,502	39,724	769,189	1
SYKES RICH	25	0					28,432	5,961	34,393	399,097	1
VANDERWALL MARK A - AA	20	0					28,524	2,111	30,635	437,084	0
HALL JARED - AA	17	0					17,941	2,087	20,028	1,090,381	1
POTTER BRITAIN	12	0					53,578	379	53,957	512,009	3
RICHARDSON KAREN	8	0					34,972	1,336	36,308	415,606	8
BOTHOF LISA	8	0					28,448	7,555	36,003	565,471	5
CROFOOT BART	6	0					61,876	19,773	81,649	744,685	0
AXENTY CHRIS	0	0					49,157	2,579	51,736	471,651	17
HARRIGFELD RYAN	0	0					38,863	3,650	42,513	656,200	1
NICHOLS ANTHONY	0	0					42,134	62,340	104,474	579,098	2
CRAWFORD TRUDY	0	0					67,169	2,907	70,076	263,031	0
PACKARD CINDY	0	0					45,257	5,328	50,585	94,633	0
SPRAY JERRY	0	0					29,565	10,664	40,229	234,491	2
PULLMAN LEANN	0	0					20,353	5,667	26,020	567,820	4
MEYER ANDREW	0	0					52,995	478	53,473	93,473	0

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

APRIL 2019

AGENT CURRENT



ROB ELLIS

185,731

.....

CARON KEEFAN	83,900
SHANK PERRY E - AA.....	78,231
PFOST DARIN - AA.....	77,342
PERRY KENDON - AA.....	67,893
PAYNTER BRETT - AA.....	59,991
POWELL JAMES.....	52,386
ZAMORA STEVEN.....	50,793
NICHOLS ANTHONY	46,906
JENSEN NEIL - AA.....	44,068

ROOKIE CURRENT



JACOB ANDRUS

22,302

.....

MEYER ANDREW	21,168
BAILEY STETZEN.....	19,538
PEASE DYLAN.....	16,735
CARRICO CAMERON.....	12,284
PULLMAN LEANN.....	11,136
JENSON MICHAEL.....	9,309
LINGARD JACOB.....	8,759
HARMON JUSTIN.....	7,265
ROSANDICK GRANT.....	6,715

ROOKIE YEAR-TO-DATE



STETZEN BAILEY

107,087

.....

PEASE DYLAN.....	63,570
ANDRUS JACOB	55,626
MEYER ANDREW	53,473
CARRICO CAMERON.....	50,652
LINGARD JACOB.....	42,011
JENSON MICHAEL	37,220
PULLMAN LEANN.....	26,020
HARMON JUSTIN	25,202
ROSANDICK GRANT.....	21,079

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

ELLIS ROBERT - AA	497,640	LESLIE BRANDT	91,650	ANDERSON MATT - AA	69,812
PERRY KENDON - AA	279,250	POWELL JAMES	90,041	GALLUP TOM - AA	69,209
SHANK PERRY E - AA	262,814	COOK JENNIFER	89,651	PEARSON RYAN	68,750
PFOST DARIN - AA	218,572	MOSES GRANT	89,518	GARDNER JASON B	68,667
CARON KEEFAN	191,429	SORENSEN REDGE	87,753	PETERSEN JERRY T	66,672
BURKE WILLIAM TODD	176,654	D'AMBRA DONNA - AA	87,705	GROTHAUS HEATHER	66,269
ZAMORA STEVEN	173,820	BECKNER RYAN - AA	85,811	MCCLURE BARRETT - AA	66,039
TUNING GILBERT	157,256	JOHNSON DOUGLAS - AA	85,372	TERRY TRAVIS	65,031
PRICE RHETT M.	152,769	RUSSOM PAMELA	83,433	LARSEN CHRISTOPHER	64,590
HART JARED - AA	148,074	NELSON JARED	81,806	*PEASE DYLAN	63,570
JENSEN NEIL - AA	143,124	RICHARDS JOSEPH	81,796	KASPER TIMOTHY - AA	63,080
POPEJOY ZAK	141,921	CROFOOT BART	81,673	POUNDS LEE	61,550
ZIMNEY DALE - AA	120,977	HARRIS KERRY	81,210	QUINN SHAWN - AA	61,527
GLIEGE LYNNAE - AA	120,453	HANSEN ELI	80,933	FUNK NORMAN - AA	61,525
JEPPESEN KYLE K	115,700	BARKUS VAN J.	79,789	JEPPESEN KENT E	61,125
HUNGATE D WAYNE	112,683	DINNING WALTER - AA	78,354	BURKE D KRIS	60,962
*BAILEY STETZEN	107,087	ASKER MICHAEL W.	76,004	DEGN KEVIN - AA	59,452
NICHOLS ANTHONY	104,474	GUTHRIE DOUGLAS	75,873	GUZMAN BEATRIZ - AA	58,584
PRICE VAUGHN	99,959	LATIMORE BROOKS	72,215	COLPRON DAVID	57,174
CHASE REBECCA	99,877	TAYLOR GARREN - AA	70,756	HILL JOHN W	56,763
PAYNTER BRETT - AA	97,405	FERGUSON TROY G - AA	70,466	MINK TAYLOR	55,929
SALINAS ALEX	96,645	CRAWFORD TRUDY	70,076	*ANDRUS JACOB	55,626

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

BRODINE MARCY	54,929	NEVAREZ DAVID - AA	41,435	REX RYAN - AA	28,452
CLARK TREVOR	54,108	BIRD RODNEY - AA	40,564	WILKINS ERIC	28,150
POTTER BRITAIN	54,005	SPRAY JERRY	40,229	*PULLMAN LEANN	26,020
JOHNSON PAUL	53,938	ZEMAITIS PHIL	39,832	STEPHENSON CRAIG	25,943
*MEYER ANDREW	53,473	BLISS GARY	38,050	PONTIUS JUSTIN	25,529
ARMSTRONG DERALD - AA	53,271	*JENSON MICHAEL	37,220	HARDY EILEEN N.	25,502
SALINAS MARIO A - AA	53,042	LAAN DREW	37,075	*HARMON JUSTIN	25,202
JOHNSTON DEAN	52,675	MARKS JOHN E	36,802	WHELOCK DOUG	25,093
AXENTY CHRIS	51,736	NICHOLS JUSTIN	36,756	VON BRETHORST JERRY	24,341
COX CHAD	51,203	KUNZ SHANE R	36,661	*ROSANDICK GRANT	21,079
*CARRICO CAMERON	50,652	BAXTER KERRY	36,504	MERRILL BROCK	20,810
PACKARD CINDY	50,585	RICHARDSON KAREN	36,340	HALL JARED - AA	20,096
VANBIEZEN CLINT - AA	49,123	BOTHOF LISA	36,035	PERMANN J LENA - AA	18,520
WIDMER STEPHEN	49,066	PERCIVAL RICHARD M	35,305	LEACH R JOE	17,663
SPEAKMAN BEA	48,459	WARWICK MICHAEL	34,850	TEUSCHER DARYL M	16,986
NISHIMOTO JOHN	48,321	SYKES RICH	34,493	GEARY KURT	15,834
PORTER RYAN	47,318	STOWELL ROBERT C	33,112	FLANDRO DEBBIE	15,464
MALMSTROM SCOTT G	45,332	PITCHFORD RANDALL	31,733	BARTON BRETT O - AA	11,936
BARRETT STUART - AA	44,123	FRY LUPE	31,172	SILVERS RON	9,302
HAZELBAKER NEIL	42,840	VANDERWALL MARK A - AA	30,715	ROGERS SAMUEL A	9,017
HARRIGFELD RYAN	42,513	CATT ERICA K	30,635	COWMAN RICHARD J	1,404
*LINGARD JACOB	42,011	DEWITT PAUL E	28,460		



ALL AMERICAN & PRESIDENT'S CLUB

TOP FIFTEEN AGENTS	LIFE CONTEST CREDIT	ISSUED FBL APPS	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
ROB ELLIS	83,592	13	115,308	47,972	163,280
PERRY E SHANK	51,606	12	51,802	4,620	56,422
KENDON PERRY	50,105	22	55,381	23,717	79,098
DARIN PFOST	35,268	19	41,516	36,044	77,560
GILBERT TUNING	26,847	7	31,094	18,774	49,868
KEEFAN CARON	26,056	16	78,663	8,534	87,197
RHETT PRICE	25,889	8	42,959	6,262	49,221
DALE ZIMNEY	24,378	7	15,919	7,574	23,493
NEIL JENSEN	18,988	20	46,364	20,808	67,172
KYLE JEPPESEN	16,885	13	38,683	9,497	48,180
JARED HART	15,478	9	57,448	28,734	86,182
VAN BARKUS	15,025	11	17,273	2,416	19,689
JENNIFER COOK	13,927	8	33,445	498	33,943
PAMELA RUSSOM	12,986	5	24,632	6,861	31,493
JIM POWELL	11,474	5	39,451	4,694	44,145



ALL AMERICAN & PRESIDENT'S CLUB

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	181,268	782,800	1,592,538	337,036	1,929,574
MAGIC VALLEY REGION	235,365	551,700	1,049,218	284,197	1,333,415
TREASURE VALLEY REGION	226,254	734,000	1,377,211	553,268	1,930,479
NORTH IDAHO REGION	117,906	450,000	693,183	160,201	853,384

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

YEAR-TO-DATE

APRIL 2019

PRODUCTION REPORT

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REGION	2019 LIFE					2019 TOTAL P&C					
	CURRENT LPC	YTD LPC	GOAL	CURRENT PCT OF GOAL	YTD PCT OF GOAL	CURRENT PREMIUM	YTD PREMIUM	GOAL	CURRENT PCT OF GOAL	YTD PCT OF GOAL*	AVG PCT OF GOAL*
Farm Bureau Life						Personal and Commercial					
MAGIC VALLEY	87,716	239,958	551,700	15.80%	43.40%	5,373,723	18,602,536	54,132,000	9.90%	34.30%	12.90%
TREASURE VALLEY	56,439	228,990	734,000	7.60%	31.10%	6,992,607	25,084,027	76,953,000	9.00%	32.50%	8.40%
EASTERN IDAHO	49,431	182,120	782,800	6.30%	23.20%	7,619,847	25,887,361	81,620,000	9.30%	31.70%	7.80%
NORTH IDAHO	24,400	117,808	450,000	5.40%	26.10%	2,974,662	9,775,718	32,486,000	9.10%	30.00%	7.30%
TOTAL	217,986	768,876	2,518,500	8.60%	30.50%	22,960,840	79,349,642	245,191,000	9.30%	32.30%	7.30%
2019 GOAL			2,518,500					245,191,000			

REGION	2019 NEW CURRENT PREMIUM	2019 NEW YTD PREMIUM	2019 TOTAL CURRENT PREMIUM	2019 TOTAL YTD PREMIUM	2019 PCT NEW TOTAL	2018 NEW CURRENT PREMIUM	2018 NEW YTD PREMIUM	2018 TOTAL CURRENT PREMIUM	2018 TOTAL YTD PREMIUM
Personal Lines**									
EASTERN IDAHO	368,489	1,592,538	6,676,985	22,293,860	7.10%	383,327	1,604,114	5,672,697	20,735,137
MAGIC VALLEY	222,015	1,049,218	4,641,650	16,145,094	6.50%	307,460	1,055,503	3,614,305	14,373,334
TREASURE VALLEY	356,718	1,377,211	5,672,090	20,051,722	6.90%	314,020	1,490,702	4,393,368	18,678,404
NORTH IDAHO	179,878	693,183	2,446,766	8,144,765	8.50%	148,096	613,722	1,941,709	7,405,726
TOTAL	1,127,100	4,712,150	19,437,491	66,635,441	7.10%	1,152,903	4,764,041	15,622,079	61,192,601
2019 GOAL				206,106,000					

REGION	2019 NEW CURRENT PREMIUM	2019 NEW YTD PREMIUM	2019 TOTAL CURRENT PREMIUM	2019 TOTAL YTD PREMIUM	2019 PCT NEW TOTAL	2018 NEW CURRENT PREMIUM	2018 NEW YTD PREMIUM	2018 TOTAL CURRENT PREMIUM	2018 TOTAL YTD PREMIUM
Commercial Lines***									
EASTERN IDAHO	70,338	337,036	942,862	3,593,501	9.40%	63,421	333,487	812,092	3,303,638
MAGIC VALLEY	69,731	284,197	732,073	2,457,442	11.60%	107,819	272,326	713,551	2,280,003
TREASURE VALLEY	215,387	553,268	1,320,517	5,032,305	11.00%	135,233	502,440	1,171,029	4,555,218
NORTH IDAHO	56,673	160,201	527,896	1,630,953	9.80%	34,553	139,727	505,202	1,662,120
TOTAL 2019 GOAL	412,129	1,334,702	3,523,349	12,714,201 39,085,000	10.50%	341,027	1,247,981	3,201,873	11,800,979
Personal and Commercial Lines									
EASTERN IDAHO	438,827	1,929,574	7,619,847	25,887,361	7.50%	446,748	1,937,601	6,484,789	24,038,775
MAGIC VALLEY	291,746	1,333,415	5,373,723	18,602,536	7.20%	415,279	1,327,829	4,327,856	16,653,337
TREASURE VALLEY	572,105	1,930,479	6,992,607	25,084,027	7.70%	449,253	1,993,142	5,564,397	23,233,622
NORTH IDAHO	236,551	853,384	2,974,662	9,775,718	8.70%	182,649	753,449	2,446,911	9,067,846
TOTAL 2019 GOAL	1,539,229	6,046,852	22,960,840	79,349,642 245,191,000	7.60%	1,493,930	6,012,022	18,823,952	72,993,580

To be on track % of goal should be 33% 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

APRIL 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		
JUNE	106	167,892	70	172,806		
JULY	86	87,382	65	109,787		
AUGUST	82	77,491	109	159,591		
SEPTEMBER	99	151,742	160	135,985		
OCTOBER	165	180,984	246	286,593		
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 FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
MAGIC VALLEY	87,716	31	8,486,516	222,015	69,731	291,746	5,373,723	29
TREASURE VALLEY	56,439	45	5,787,332	356,718	215,387	572,105	6,992,607	30
EASTERN IDAHO	49,431	66	14,572,853	368,489	70,338	438,827	7,619,847	41
NORTH IDAHO	24,400	22	6,891,000	179,878	56,673	236,551	2,974,662	18
STATE TOTALS	217,986	164	35,737,701	1,127,100	412,129	1,539,229	22,960,839	118

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



REGION	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
MAGIC VALLEY	239,958	122	30,653,883	1,049,218	284,197	1,333,415	18,602,536	123
TREASURE VALLEY	228,990	160	31,528,295	1,377,211	553,268	1,930,479	25,084,027	92
NORTH IDAHO	117,808	82	21,567,000	693,183	160,201	853,384	9,775,718	52
EASTERN IDAHO	182,120	167	39,681,645	1,592,538	337,036	1,929,574	25,887,361	137
STATE TOTALS	768,876	531	123,430,823	4,712,150	1,334,702	6,046,852	79,349,642	404

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



ROB ELLIS
80,590

ISSUED LPC

PERRY E SHANK	51,598
KENDON PERRY	50,038
DARIN PFOST	35,253
GILBERT TUNING	26,847
KEEFAN CARON	26,058
RHETT PRICE	25,887
DALE ZIMNEY	24,371
NEIL JENSEN	18,988
KYLE JEPPESEN	16,880



KENDON PERRY
22

ISSUED FBL APPS

JACOB ANDRUS	22
NEIL JENSEN	20
DARIN PFOST	19
KEEFAN CARON	16
ELI HANSEN	14
ROB ELLIS	13
KYLE JEPPESEN	13
PERRY E SHANK	12
RYAN BECKNER	12



KENDON PERRY
7,280,000

LIFE VOLUME

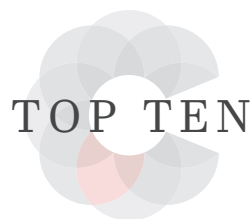
KEEFAN CARON	5,664,338
PERRY E SHANK	5,038,805
JOSEPH RICHARDS	4,575,000
MATT ANDERSON	4,080,000
ELI HANSEN	3,886,000
NEIL JENSEN	3,686,000
JACOB ANDRUS	3,568,000
ROB ELLIS	3,420,536
DARIN PFOST	3,061,000



KEEFAN CARON
165

NEW CITY SQUIRES

ZAK POPEJOY	125
RYAN PEARSON	108
TODD BURKE	100
STEVEN ZAMORA	96
VAUGHN PRICE	92
TROY FERGUSON	79
NEIL JENSEN	77
ALEX SALINAS	76
TRUDY CRAWFORD	75



BRANDT LESLIE

11

NEW COUNTRY SQUIRES

BECKY TINSLEY	9
STUART BARRETT	8
MARK VANDERWALL	7
RYAN BECKNER	6
GRANT MOSES	6
LEE POUNDS	6
STETZEN BAILEY	5
TODD BURKE	5
JENNIFER COOK	5



WAYNE HUNGATE

5

NEW FARM & RANCH

MIKE ASKER	4
GARY BLISS	4
DONNA D'AMBRA	4
ROB ELLIS	4
KRIS BURKE	3
KEVIN DEGN	3
RYAN HARRIGFELD	3
JARED HART	3
KAREN RICHARDSON	3



ZAK POPEJOY

122,346

NEW PERS PREMIUM

STEVEN ZAMORA	121,220
ROB ELLIS	115,308
STETZEN BAILEY	101,367
KEEFAN CARON	78,663
TODD BURKE	73,874
REBECCA CHASE	70,006
REDGE SORENSON	68,264
TRUDY CRAWFORD	67,169
GRANT MOSES	66,215

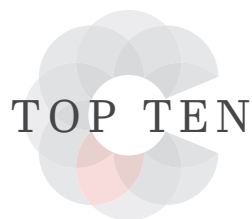


DARIN PFOF

1,943,929

TOTAL PERS PREMIUM

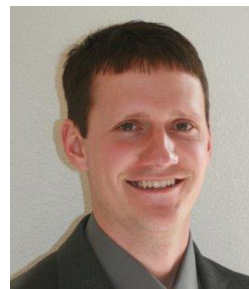
WAYNE HUNGATE	1,343,240
JARED HART	1,267,806
KENT JEPPESEN	1,160,239
RHETT PRICE	1,080,488
NEIL JENSEN	1,068,863
JARED HALL	1,000,806
VAUGHN PRICE	987,315
GRANT MOSES	949,467
REDGE SORENSON	897,105



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
24

NEW BOP AND CPP

WAYNE HUNGATE	23
SCOTT MALMSTROM	21
STUART BARRETT	19
JARED HART	18
DARIN PFOST	18
PHIL ZEMAITIS	18
ZAK POPEJOY	17
TAYLOR MINK	16
TODD BURKE	15



TONY NICHOLS
62,340

NEW COMM PREMIUM

TODD BURKE	62,304
BRETT PAYNTER	51,767
ROB ELLIS	47,972
VAUGHN PRICE	38,923
DARIN PFOST	36,044
WAYNE HUNGATE	30,721
JARED HART	28,734
LYNNAE GLIEGE	28,201
SCOTT G MALMSTROM	27,069



DALE ZIMNEY
452,972

TOTAL COMM PREMIUM

DARIN PFOST	374,672
ROB ELLIS	341,459
REDGE SORENSON	339,532
WAYNE HUNGATE	312,963
PHILIP ZEMAITIS	302,361
VAUGHN PRICE	253,309
VAN BARKUS	252,559
LYNNAE GLIEGE	232,578
NORMAN FUNK	232,279



TRAVIS TERRY
28

FINANCE LOANS

ELI HANSEN	24
KYLE JEPPESEN	24
CHRIS AXENTY	17
SHAWN QUINN	16
JARED HART	10
ZAK POPEJOY	9
STUART BARRETT	9
KAREN RICHARDSON	8
RHETT PRICE	7



TRAVIS TERRY
450,010

FINANCE VOLUME

ELI HANSEN	311,521
KYLE JEPPESEN	240,255
SHAWN QUINN	190,865
CHRIS AXENTY	162,195
JARED HART	144,642
RHETT PRICE	123,463
KRIS BURKE	107,607
MARCY BRODINE	90,864
STEVEN ZAMORA	85,532



DARIN PFOF
2,318,601

TOTAL PERS/COMM PREM

WAYNE HUNGATE	1,656,203
JARED HART	1,473,720
NEIL JENSEN	1,291,565
KENT JEPPESEN	1,269,818
VAUGHN PRICE	1,240,624
REDGE SORENSON	1,236,637
RHETT PRICE	1,230,454
ROB ELLIS	1,133,480
DALE ZIMNEY	1,101,316