



AGENT REPORTS



OCTOBER 2020

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NEW SALES RESULTS THROUGH OCTOBER 31, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ELI HANSEN	\$140,543	204.0
KENDON PERRY	\$61,965	146.9
LEE POUNDS	\$70,796	133.3
ANDREW MEYER	\$43,887	123.3
STEVEN ZAMORA	\$30,527	112.0
WALTER DINNING	\$40,111	101.1
ALEX SALINAS	\$35,315	100.2
CLINT VANBIEZEN	\$37,058	97.5
JERRY SPRAY	\$29,333	90.3
LYNNAE GLIEGE	\$22,527	86.0

MONTHLY LEADER



ELI HANSEN

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$386,937	1012.8
STEVEN ZAMORA	\$340,352	988.8
NEIL JENSEN	\$319,540	868.5
ANDREW MEYER	\$327,313	840.8
KEEFAN CARON	\$224,285	777.2
WAYNE HUNGATE	\$299,347	703.3
REDGE SORENSON	\$213,837	688.3
VAUGHN PRICE	\$187,738	653.2
JERRY SPRAY	\$211,006	638.9
ZAK POPEJOY	\$248,443	629.9

YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$43,887	123.3
KYLE CASEY	\$29,740	71.6
ANDREW SCOTT	\$17,480	49.5
DAKOTA STALLIONS	\$17,184	41.2
SARAH ROBIE	\$16,492	39.5
BRIAN WALTERS	\$12,158	37.7
STEVEN CLARK	\$13,124	34.7
DUSTY BRYANT	\$10,979	30.9
CODY CHAVERS	\$12,519	26.0
LEANN PULLMAN	\$4,142	25.7

MONTHLY ROOKIE LEADER



ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$327,313	840.8
JACOB ANDRUS	\$150,624	416.1
ANDREW SCOTT	\$147,144	413.6
STEVEN CLARK	\$114,978	317.4
JACE SPARROW	\$130,957	315.9
LEANN PULLMAN	\$111,738	310.2
JOLENE ZOLLINGER	\$102,569	300.0
DAKOTA STALLIONS	\$102,733	287.7
CODY CHAVERS	\$84,977	196.4
BRIAN WALTERS	\$66,566	191.5

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LEE POUNDS	\$40,946	51.0
WALTER DINNING	\$26,144	36.1
CLINT VAN BIEZEN	\$11,426	28.9
DUSTY BRYANT	\$8,333	18.3
STUART BARRETT	\$7,592	17.6
NEIL JENSEN	\$6,725	14.2
VAUGHN PRICE	\$2,458	10.0
MARCY BRODINE	\$171	5.2
RYAN BECKNER	\$159	2.7
GARY BLISS	\$119	2.6

FARM & RANCH MONTHLY LEADER



LEE POUNDS

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$89,428	141.9
MARCY BRODINE	\$31,002	111.0
BART CROFOOT	\$37,933	82.9
NEIL JENSEN	\$28,335	68.3
LEE POUNDS	\$45,625	68.1
DARIN PFOST	\$34,679	67.2
PERRY SHANK	\$41,299	63.8
KEVIN DEGN	\$19,712	62.2
WALTER DINNING	\$33,561	58.6
VAUGHN PRICE	\$16,263	53.8

FARM & RANCH YTD LEADER



WAYNE HUNGATE

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ELI HANSEN	\$129,209	171.7
KENDON PERRY	\$38,596	101.1
LYNNAE GLIEGE	\$15,049	67.5
STEVEN ZAMORA	\$10,665	53.2
SHAWN QUINN	\$20,384	52.8
ANTHONY NICHOLS	\$17,164	52.1
WALTER DINNING	\$7,956	50.4
PHIL ZEMAITIS	\$10,099	45.1
STEPHEN WIDMER	\$27,587	42.5
REDGE SORENSON	\$9,370	41.8

BOP/CPP MONTHLY LEADER



ELI HANSEN

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$183,353	543.3
ANTHONY NICHOLS	\$82,584	387.5
ELI HANSEN	\$178,125	373.1
REDGE SORENSON	\$84,313	366.8
WAYNE HUNGATE	\$125,688	355.7
PHIL ZEMAITIS	\$104,223	341.7
MATT ANDERSON	\$75,745	303.2
BRANDT LESLIE	\$144,044	291.5
LYNNAE GLIEGE	\$54,183	286.6
NEIL JENSEN	\$89,303	284.3

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$36,787	93.8
ALEX SALINAS	\$26,726	81.7
BART CROFOOT	\$30,141	65.1
NEIL JENSEN	\$23,740	61.2
STEVEN ZAMORA	\$19,862	58.9
LEE POUNDS	\$22,436	54.9
JERRY SPRAY	\$17,987	54.0
ERIC WILKINS	\$16,576	53.6
GRANT ROSANDICK	\$15,510	47.5
MARK VANDERWALL	\$28,917	45.9

PERSONAL LINES MONTHLY LEADER



ANDREW MEYER

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$281,662	717.7
ANDREW MEYER	\$297,778	703.8
NEIL JENSEN	\$201,902	515.9
KEEFAN CARON	\$183,519	511.5
TRUDY CRAWFORD	\$176,191	484.2
KENDON PERRY	\$203,469	467.0
RYAN PEARSON	\$184,130	444.1
ZAK POPEJOY	\$200,761	429.8
JERRY SPRAY	\$162,900	423.4
JACOB ANDRUS	\$144,807	372.8

PERSONAL LINES YTD LEADER



STEVEN ZAMORA

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KENDON PERRY	\$386,937	182	1,012.8
STEVEN ZAMORA	\$340,352	221	988.8
JERRY SPRAY	\$211,006	120	638.9
RYAN BECKNER	\$168,337	109	601.3
BEA SPEAKMAN	\$168,419	121	538.9
WALTER DINNING	\$159,894	111	504.3
MICHAEL ASKER	\$159,442	88	488.9
JOSEPH RICHARDS	\$153,772	82	457.8
ANDREW SCOTT	\$147,144	85	413.6
JOHN MARKS	\$126,117	77	386.1
JOHN NISHIMOTO	\$106,279	66	358.8
SHAWN QUINN	\$99,204	66	336.2
MARK VANDERWALL	\$110,015	56	293.4
TIMOTHY KASPER	\$70,254	51	233.7
DOUG WHEELOCK	\$60,241	44	174.2
ROBERT STOWELL	\$56,874	37	170.9
DANIEL NEUENFELDT	\$51,020	38	166.5
CHIP QUADE	\$44,519	26	132.5
SAMUEL ROGERS	\$35,956	25	108.9
SARAH ROBIE	\$33,679	18	96.7
KYLE CASEY	\$22,610	15	71.6
JANEL HOLMES	\$9,486	5	19.5



**KENDON PERRY
YTD LEADER**

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION



ALLAN GLIEGE,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ANDREW MEYER	\$327,313	218	840.8
KEEFAN CARON	\$224,285	153	777.2
WAYNE HUNGATE	\$299,347	95	703.3
ANTHONY NICHOLS	\$165,013	116	610.5
LYNNAE GLIEGE	\$166,542	111	582.0
DARIN PFOST	\$198,704	97	571.2
LEE POUNDS	\$201,546	95	544.5
TRUDY CRAWFORD	\$180,866	125	528.8
DALE ZIMNEY	\$132,329	92	497.3
PHIL ZEMAITIS	\$147,661	72	461.1
CHRISTOPHER LARSEN	\$150,824	81	436.8
JARED HART	\$105,461	98	412.9
SCOTT MALMSTROM	\$114,026	75	409.5
ALEX SALINAS	\$130,566	79	406.5
STUART BARRETT	\$125,677	77	389.7
JASON GARDNER	\$106,660	75	369.7
PAMELA RUSSOM	\$135,439	77	360.9
KERRY BAXTER	\$94,711	76	353.7
RICH SYKES	\$102,732	73	340.2
TAYLOR MINK	\$87,441	71	334.4
MARIO SALINAS	\$88,199	69	329.6
GILBERT TUNING	\$111,408	61	325.9



ANDREW MEYER
YTD LEADER

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
LEANN PULLMAN	\$111,738	56	310.2
HEATHER GROTHAUS	\$124,013	61	305.4
ERIC WILKINS	\$102,451	56	290.4
DAKOTA STALLIONS	\$102,733	59	287.7
VAN BARKUS	\$86,360	54	285.8
RYAN PORTER	\$99,499	60	279.4
RICHARD PERCIVAL	\$86,458	59	278.9
JOHN HILL	\$91,713	50	261.2
BRETT PAYNTER	\$90,238	43	258.7
RODNEY BIRD	\$59,832	47	233.3
KERRY HARRIS	\$55,881	42	216.4
GRANT ROSANDICK	\$76,106	47	212.0
CODY CHAVERS	\$84,977	43	196.4
BRIAN WALTERS	\$66,566	46	191.5
LUPE FRY	\$69,239	38	181.7
MICHAEL WARWICK	\$30,577	26	170.0
DREW LAAN	\$51,973	37	167.0
DUSTY BRYANT	\$51,136	31	161.1
NORMAN LACOMBE	\$38,163	23	91.6
SANDRA SPREIER	\$34,030	18	80.0

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ELI HANSEN	\$264,294	90	595.8
ROBERT ELLIS	\$178,769	86	507.7
MARCY BRODINE	\$136,832	83	488.3
STEPHEN WIDMER	\$160,669	77	434.1
CLINT VANBIEZEN	\$127,682	64	390.2
TRAVIS TERRY	\$117,748	67	389.2
LISA BOTHOF	\$120,269	70	358.7
NORMAN FUNK	\$112,039	64	325.0
BEATRIZ GUZMAN	\$83,690	72	321.6
JACE SPARROW	\$130,957	65	315.9
PERRY SHANK	\$120,676	39	285.1
JENNIFER COOK	\$99,142	62	283.6
KRIS BURKE	\$107,736	47	281.7
GARY BLISS	\$101,975	39	276.0
GARREN TAYLOR	\$122,302	44	262.7
CHAD COX	\$82,369	44	260.8
BARRETT MCCLURE	\$71,930	41	258.3
JAMES POWELL	\$68,213	51	237.7
CINDY PACKARD	\$105,568	43	234.0
JARED HALL	\$65,928	43	225.4



SCOTT BADGER,
DISTRICT MANAGER



ELI HANSEN
YTD LEADER

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
DONNA D'AMBRA	\$71,878	38	204.3
NEIL HAZELBAKER	\$61,281	51	202.7
PAUL DEWITT	\$64,381	30	193.3
DAVID NEVAREZ	\$71,185	31	191.1
CAMERON CARRICO	\$77,979	40	186.0
KURT GEARY	\$80,135	26	168.6
BRETT BARTON	\$71,273	29	168.3
PAUL JOHNSON	\$54,418	30	167.4
STETZEN BAILEY	\$56,734	38	148.2
RYAN REX	\$45,056	26	137.5
RON SILVERS	\$33,439	22	113.9
KEVIN MAW	\$1,614	1	4.6

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

EAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$319,540	152	868.5
REDGE SORENSON	\$213,837	137	688.3
VAUGHN PRICE	\$187,738	133	653.2
ZAK POPEJOY	\$248,443	114	629.9
BART CROFOOT	\$224,825	115	599.2
MATT ANDERSON	\$174,886	99	549.3
RYAN PEARSON	\$201,400	132	536.3
KYLE JEPPESEN	\$167,611	96	516.6
BRANDT LESLIE	\$227,637	61	507.6
RHETT PRICE	\$131,802	89	441.7
TODD BURKE	\$164,168	72	431.7
JACOB ANDRUS	\$150,624	85	416.1
TROY FERGUSON	\$151,321	96	413.8
JARED NELSON	\$134,881	93	411.3
KENT JEPPESEN	\$126,501	81	408.5
RYAN HARRIGFELD	\$131,972	76	397.4
DOUGLAS JOHNSON	\$125,381	86	381.8
ERICA CATT	\$122,667	73	361.1
DERALD ARMSTRONG	\$114,706	65	346.2
KEVIN DEGN	\$102,849	51	338.3
JUSTIN NICHOLS	\$101,523	71	336.5



NEIL JENSEN,
YTD LEADER

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
BROOKS LATIMORE	\$108,641	69	318.6
STEVEN CLARK	\$114,978	63	317.4
JOLENE ZOLLINGER	\$102,569	58	300.0
CHRIS AXENTY	\$102,952	59	289.4
RANDALL PITCHFORD	\$92,305	55	274.3
DOUGLAS GUTHRIE	\$87,186	55	271.2
BRITAIN POTTER	\$81,211	36	262.6
TREVOR CLARK	\$84,244	47	237.7
JERRY PETERSEN	\$77,629	52	230.6
TOM GALLUP	\$63,468	52	225.4
DAVID COLPRON	\$63,915	42	220.9
CRAIG STEPHENSON	\$67,342	44	195.8
KAREN RICHARDSON	\$54,068	40	187.5
SHANE KUNZ	\$73,985	36	187.5
JACOB LINGARD	\$41,853	31	134.3
BROCK MERRILL	\$43,806	23	127.7
DARYL TEUSCHER	\$26,429	23	106.9
LENA PERMANN	\$34,262	16	100.7
GRANT MOSES	\$22,733	14	62.2
KOLTER JEPPESEN	\$21,583	12	56.0
BRITTNEY SMITH	\$21,064	11	52.0