



COVERAGE

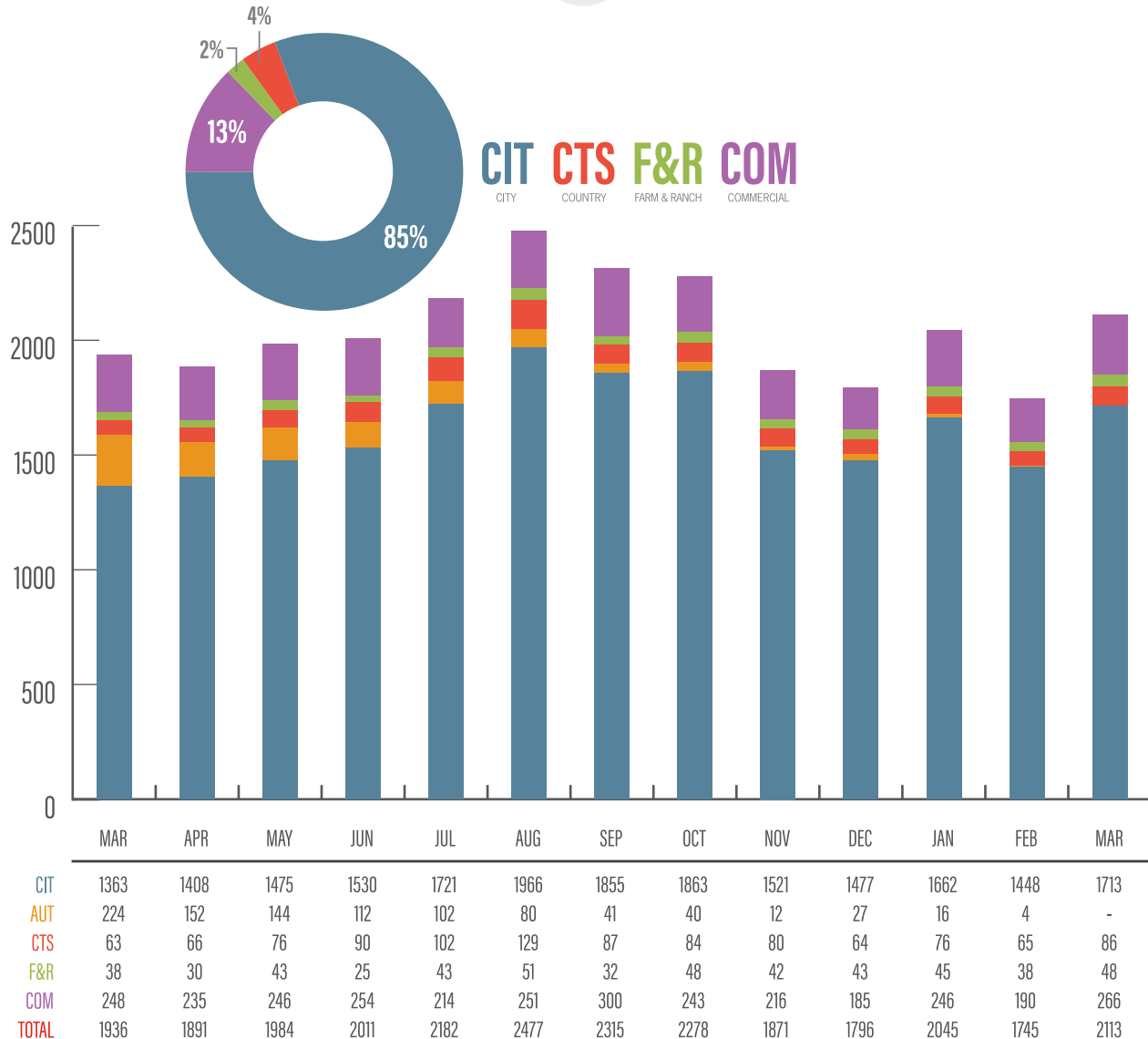
AGENT REPORTS

MARCH 2019

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MARCH 2019

APP COUNT



CURRENT

MARCH 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	12,697,750	581,966	13,279,716
TREASURE VALLEY	10,087,250	490,025	10,577,275
MAGIC VALLEY	9,732,831	514,348	10,247,179
NORTH IDAHO	5,034,000	271,741	5,305,741

MARCH 2019

AGENT OF THE MONTH



PERRY SHANK
JEROME 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.

ROOKIE OF THE MONTH

MARCH 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



JUSTIN HARMON
TWIN FALLS COUNTY



STETZEN BAILEY
CASSIA COUNTY

MARCH 2019

TOP PRODUCERS

ISSUED LPC



PERRY SHANK
\$36,690

ISSUED FBL APPS



DOUG JOHNSON
10 APPLICATIONS

LIFE VOLUME



JOSEPH RICHARDS
\$2,101,000

FINANCE LOANS



KYLE JEPPESEN
9 LOANS

NEW PERSONAL PREMIUM



ROB ELLIS
\$92,011

NEW COMMERCIAL PREMIUM



TODD BURKE
\$52,933

NEW PERS/COMM PREMIUM



ROB ELLIS
\$114,922

TOTAL PERS/COMM PREMIUM



WAYNE HUNGATE
\$523,528

ROOKIES

MARCH 2019

TOP PRODUCERS



ISSUED LPC



JACOB ANDRUS
\$1,974

ISSUED FBL APPS



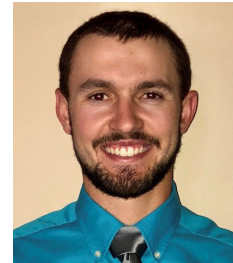
JACOB ANDRUS
8 APPLICATIONS

LIFE VOLUME



JACOB ANDRUS
\$1,468,000

FINANCE LOANS



DYLAN PEASE
2 LOANS

NEW PERSONAL PREMIUM



STETZEN BAILEY
\$77,226

NEW COMMERCIAL PREMIUM



JACOB LINGARD
\$1,872

NEW PERS/COMM PREMIUM



STETZEN BAILEY
\$77,226

TOTAL PERS/COMM PREMIUM



LEANN PULLMAN
\$124,229

MARCH 2019

SQUIRE HONOR ROLL



KEEFAN CARON

112 MONTHS

.....

GRANT MOSES	23
VAUGHN PRICE	23
TRAVIS TERRY	23
RHETT PRICE	21
JARED NELSON	21
KYLE JEPPESEN	19
TODD BURKE	19
ZAK POPEJOY	19
RYAN BECKNER	18
JOHN W HILL	17
WAYNE HUNGATE	16
TONY NICHOLS	15
RYAN PEARSON	15
REBECCA CHASE	14
BEA SPEAKMAN	14
REDGE SORENSON	13



SCOTT MALMSTROM

26 MONTHS

.....

TROY FERGUSON	13
STEVEN ZAMORA	13
LYNNAE GLIEGE	11
WALT DINNING	9
JOSEPH RICHARDS	9
MARIO SALINAS	8
JENNIFER COOK	8
BEA GUZMAN	8
JERRY T PETERSEN	7
STEPHEN WIDMER	7
ELI HANSEN	7
MARCY BRODINE	7
RICH SYKES	7
DARIN PFOST	6
CHRIS AXENTY	4
RYAN HARRIGFELD	4



BROOKS LATIMORE

25 MONTHS

.....

BRANDT LESLIE	4
TAYLOR MINK	4
JERRY SPRAY	4
SHAWN QUINN	3
KEVIN DEGN	3
JARED HART	3
GILBERT TUNING	3
DOUG JOHNSON	3
ALEX SALINAS	3
BART CROFOOT	3
BRITAIN POTTER	3
TRUDY CRAWFORD	3
JIM POWELL	3
MICHAEL JENSON	3
CAMERON CARRICO	3

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

CURRENT

MARCH 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
SHANK PERRY E - AA	36,690	9	1,685,307	4,671	-247	4,424	1
PFOST DARIN - AA	20,277	9	1,986,000	7,615	1,894	9,509	2
PRICE RHETT M	19,061	4	475,000	7,963	2,039	10,002	2
PERRY KENDON - AA	16,989	4	1,403,000	22,816	7,244	30,060	1
TUNING GILBERT	12,245	2	200,000	5,911	3,331	9,242	0
JEPPESSEN KYLE K	12,231	7	725,000	8,668	2,041	10,709	9
ZIMNEY DALE - AA	10,803	2	309,419	8,389	3,136	11,525	0
D'AMBRA DONNA - AA	9,965	2	2,001,000	8,800	3,415	12,215	3
JOHNSON DOUGLAS - AA	9,482	10	1,685,000	16,874	332	17,206	3
COOK JENNIFER	9,138	2	10,000	13,745	-1,020	12,725	1
BARKUS VAN J	8,894	3	1,250,000	2,579	-2,936	-357	0
JENSEN NEIL - AA	8,032	2	550,000	14,056	3,881	17,937	0
BURKE WILLIAM TODD	6,753	3	610,000	24,045	52,933	76,978	0
GALLUP TOM - AA	6,595	2	396,750	11,154	28	11,182	1
LESLIE BRANDT	6,204	1	1,300,000	17,141	514	17,655	0
ZAMORA STEVEN	4,916	3	150,000	29,890	568	30,458	3
MCCLURE BARRETT - AA	4,621	3	37,000	11,929	4,725	16,654	0
RICHARDS JOSEPH	4,317	9	2,101,000	12,568	1,682	14,250	0
ASKER MICHAEL W	4,208	1	50,000	8,541	2,640	11,181	0
KASPER TIMOTHY - AA	3,903	2	430,000	28,019	4,748	32,767	0
PAYNTER BRETT - AA	3,855	2	501,000	4,132	1,202	5,334	2
HART JARED - AA	3,845	2	250,000	13,400	3,617	17,017	5
HARDY EILEEN N	3,720	5	150,000	5,609	-109	5,500	2
VANBIEZEN CLINT - AA	3,284	6	1,850,000	7,065	1,287	8,352	0
JOHNSTON DEAN	3,220	1	100,000	4,080	5,200	9,280	1
SALINAS ALEX	3,210	5	1,334,000	14,241	2,628	16,869	2
HANSEN ELI	2,857	6	1,510,000	8,495	4,614	13,109	5
CARON KEEFAN	2,492	3	1,192,524	27,693	2,188	29,881	0
JOHNSON PAUL	2,330	1	650,000	1,497	9,113	10,610	0
QUINN SHAWN - AA	2,005	1	500,000	18,309	1,644	19,953	3
ANDRUS JACOB	1,974	8	1,468,000	18,118	0	18,118	0
LATIMORE BROOKS	1,784	3	400,000	21,283	-454	20,829	0
GLIEGE LYNNAE - AA	1,763	1	750,000	15,092	16,580	31,672	0

CURRENT

MARCH 2019

AGENTS' PRODUCTION

PAGE 2 OF 4

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
DEWITT PAUL E	1,689	1	500,000	2,684	2,715	5,399	0
SALINAS MARIO A - AA	1,680	1	0	2,428	665	3,093	2
ANDERSON MATT - AA	1,651	1	836,000	8,120	7,269	15,389	0
PRICE VAUGHN	1,535	1	300,000	9,133	13,250	22,383	1
PORTER RYAN	1,500	1	1,000	10,673	2,038	12,711	0
PITCHFORD RANDALL	1,430	0	0	1,716	-43	1,673	0
LINGARD JACOB	1,392	3	1,400,000	8,904	1,872	10,776	0
FUNK NORMAN - AA	1,361	3	275,000	1,095	282	1,377	1
JENSON MICHAEL	1,320	1	0	5,635	-74	5,561	0
BURKE D KRIS	1,319	0	12,524	6,998	12,641	19,639	0
PEASE DYLAN	1,131	1	500,000	20,143	45	20,188	2
BRODINE MARCY	1,112	1	75,000	9,628	1,297	10,925	1
DINNING WALTER - AA	1,062	2	100,000	10,122	7,492	17,614	2
HARRIS KERRY	994	2	250,000	16,550	1,780	18,330	1
WARWICK MICHAEL	989	1	250,000	5,758	5,411	11,169	0
TERRY TRAVIS	889	2	50,000	13,648	2,619	16,267	5
GUTHRIE DOUGLAS	872	0	0	8,698	2,942	11,640	0
NEVAREZ DAVID - AA	804	1	25,000	4,893	3,457	8,350	1
NELSON JARED	769	2	950,000	15,829	1,302	17,131	1
BIRD RODNEY - AA	750	1	0	3,572	-1,812	1,760	1
POUNDS LEE	686	1	150,000	14,862	2,023	16,885	2
BECKNER RYAN - AA	674	2	200,000	12,960	1,365	14,325	1
ROSANDICK GRANT	420	1	300,000	5,125	492	5,617	0
GEARY KURT	290	2	265,000	3,503	146	3,649	0
WIDMER STEPHEN	268	1	10,000	4,341	2,233	6,574	1
PETERSEN JERRY T	253	0	510,000	6,370	-904	5,466	0
SORENSEN REDGE	243	2	110,000	15,482	2,391	17,873	1
REX RYAN - AA	196	1	100,000	3,248	281	3,529	0
HAZELBAKER NEIL	168	0	152,000	7,593	-99	7,494	1
LARSEN CHRISTOPHER	165	1	0	2,536	333	2,869	1
MALMSTROM SCOTT G	115	0	0	3,986	10,554	14,540	0
WILKINS ERIC	106	0	9,307	3,614	955	4,569	0
MOSES GRANT	103	1	40,000	25,207	574	25,781	1
ELLIS ROBERT - AA	46	0	275,000	92,011	22,911	114,922	0

CURRENT

MARCH 2019

AGENTS' PRODUCTION

PAGE 3 OF 4

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
MARKS JOHN E	45	0	0	-827	1,775	948	1
MERRILL BROCK	32	0	0	7,634	0	7,634	0
COLPRON DAVID	31	0	0	16,764	2,624	19,388	0
VON BRETHORST JERRY	19	0	0	8,546	6,286	14,832	0
VANDERWALL MARK A - AA	19	0	0	13,028	-508	12,520	0
GUZMAN BEATRIZ - AA	18	0	0	16,814	1,579	18,393	3
FRY LUPE	17	0	0	7,667	908	8,575	0
FLANDRO DEBBIE	16	0	0	2,786	0	2,786	0
FERGUSON TROY G - AA	16	0	100,000	12,907	1,462	14,369	1
WHELOCK DOUG	15	0	0	-3,822	1,108	-2,714	0
SILVERS RON	14	0	0	832	0	832	0
ROGERS SAMUEL A	13	0	0	-3	298	295	1
NISHIMOTO JOHN	12	0	0	11,495	2,784	14,279	0
CHASE REBECCA	10	0	0	30,579	823	31,402	0
HUNGATE D WAYNE	10	0	100,000	8,549	10,540	19,089	2
GARDNER JASON B	10	0	0	13,312	-893	12,419	2
HILL JOHN W	10	0	0	11,518	-1,464	10,054	2
CATT ERICA K	9	0	0	4,565	1,052	5,617	0
BARTON BRETT O - AA	8	0	0	2,074	0	2,074	1
BARRETT STUART - AA	8	0	0	5,134	654	5,788	1
PERMANN J LENA - AA	8	0	0	2,413	862	3,275	1
ZEMAITIS PHIL	7	0	0	1,304	7,967	9,271	1
TAYLOR GARREN - AA	7	0	0	18,170	581	18,751	0
STOWELL ROBERT C	6	0	0	8,090	632	8,722	0
TEUSCHER DARYL M	6	0	0	1,766	3,539	5,305	1
LEACH R JOE	5	0	0	2,100	0	2,100	1
STEPHENSON CRAIG	3	0	0	7,239	885	8,124	1
POTTER BRITAIN	3	0	0	11,319	0	11,319	1
KUNZ SHANE R	2	0	0	9,057	-2,756	6,301	0
ARMSTRONG DERALD - AA	2	0	0	4,057	1,143	5,200	2
RICHARDSON KAREN	2	0	0	11,605	-97	11,508	2
DEGN KEVIN - AA	2	0	0	17,115	2,144	19,259	0
HALL JARED - AA	2	0	0	10,684	300	10,984	0
BOTHOF LISA	2	0	0	14,674	2,516	17,190	2

CURRENT

MARCH 2019

AGENTS' PRODUCTION

PAGE 4 OF 4

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
PERCIVAL RICHARD M	1	0	0	13,091	916	14,007	0
MINK TAYLOR	1	0	0	7,468	4,177	11,645	0
SYKES RICH	1	0	4,000	9,267	726	9,993	0
RUSSOM PAMELA	1	0	0	4,315	-20	4,295	0
JEPPESEN KENT E	0	0	0	5,434	968	6,402	2
AXENTY CHRIS	0	0	0	16,933	94	17,027	3
HARRIGFELD RYAN	0	0	0	10,704	0	10,704	1
BLISS GARY	0	0	0	7,964	4,290	12,254	0
BAXTER KERRY	0	0	0	3,666	696	4,362	1
COX CHAD	0	0	0	10,295	1,156	11,451	0
GROTHAUS HEATHER	0	0	0	14,615	797	15,412	0
NICHOLS ANTHONY	0	0	0	17,922	10,507	28,429	1
NICHOLS JUSTIN	0	0	0	8,004	-5,193	2,811	0
POPEJOY ZAK	0	0	2,000	34,981	1,927	36,908	2
CROFOOT BART	0	0	0	26,629	7,599	34,228	0
CLARK TREVOR	0	0	0	6,791	2,149	8,940	0
SPEAKMAN BEA	0	0	0	6,336	2,142	8,478	0
PONTIUS JUSTIN	0	0	0	10,424	2,051	12,475	0
CRAWFORD TRUDY	0	0	0	16,960	2,062	19,022	0
LAAN DREW	0	0	0	3,614	759	4,373	2
PACKARD CINDY	0	0	0	25,217	5,491	30,708	0
POWELL JAMES	0	0	0	9,385	3,505	12,890	0
SPRAY JERRY	0	0	0	10,073	7,825	17,898	1
PEARSON RYAN	0	0	0	13,244	174	13,418	1
CARRICO CAMERON	0	0	0	3,661	-22	3,639	0
PULLMAN LEANN	0	0	0	3,951	503	4,454	0
HARMON JUSTIN	0	0	0	16,105	0	16,105	0
BAILEY STETZEN	0	0	0	77,226	0	77,226	0
MEYER ANDREW	0	0	0	21,182	235	21,417	0

YEAR-TO-DATE

MARCH 2019

AGENTS' PRODUCTION

PAGE 1 OF 4

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					
PERRY KENDON - AA	42,005	17	3				34,089	12,028	46,117	691,651	4
SHANK PERRY E - AA	39,031	9	3				28,339	120	28,459	601,507	1
ELLIS ROBERT - AA	38,741	7	3				110,741	46,204	156,945	810,478	1
TUNING GILBERT	26,649	6	3				24,245	10,961	35,206	481,436	2
PFOST DARIN - AA	24,087	16	3				30,020	14,862	44,882	1,814,083	3
PRICE RHETT M	22,652	5	3				29,844	5,615	35,459	795,975	5
ZIMNEY DALE - AA	16,130	5	3				13,943	7,369	21,312	796,498	0
HART JARED - AA	13,013	6	3				54,734	19,676	74,410	1,092,866	6
RUSSOM PAMELA	13,001	5	3				19,991	6,315	26,306	308,083	0
JEPPESEN KYLE K	12,789	8	3				29,280	5,483	34,763	632,171	15
JENSEN NEIL - AA	12,312	9	3				40,305	9,503	49,808	933,403	1
GLIEGE LYNNAE - AA	10,962	5	3				45,166	26,818	71,984	582,593	0
D'AMBRA DONNA - AA	10,806	4	3				17,781	4,244	22,025	403,942	5
ASKER MICHAEL W	10,457	2	3				19,249	5,423	24,672	706,467	0
BARKUS VAN J	10,196	6	3				11,189	-227	10,962	485,391	0
COOK JENNIFER	10,105	6	3				25,974	233	26,207	430,046	3
JOHNSON DOUGLAS - AA	10,010	11	3				36,133	1,416	37,549	612,484	4
CARON KEEFAN	9,832	9	3				61,738	6,463	68,201	616,724	2
BURKE WILLIAM TODD	9,646	4	3				53,616	59,750	113,366	609,192	2
RICHARDS JOSEPH	9,251	11	3				27,885	4,071	31,956	137,306	0
LESLIE BRANDT	9,117	4	3				38,935	4,096	43,031	572,492	1
JOHNSON PAUL	9,093	6	3				5,569	10,360	15,929	336,935	0
COX CHAD	7,474	6	2				14,283	3,641	17,924	378,829	0
GALLUP TOM - AA	6,850	2	2				19,844	2,082	21,926	313,320	1
SALINAS MARIO A - AA	6,400	3	2				14,711	5,157	19,868	389,072	3
ZAMORA STEVEN	6,366	5	2				86,236	11,327	97,563	310,600	3
PAYNTER BRETT - AA	5,965	6	1				7,634	5,919	13,553	605,085	3
BECKNER RYAN - AA	5,900	9	1				32,822	10,291	43,113	478,246	2
HARRIS KERRY	5,375	4	1				39,648	4,020	43,668	493,309	2
CHASE REBECCA	5,255	3	1				61,340	6,151	67,491	575,773	0
JOHNSTON DEAN	4,998	3	1				6,349	6,917	13,266	269,466	2
HANSEN ELI	4,785	10	1				23,865	19,729	43,594	569,322	22
FERGUSON TROY G - AA	4,735	1	1				33,813	2,319	36,132	360,158	2
MCCLURE BARRETT - AA	4,624	3	1				19,501	17,206	36,707	428,087	2

YEAR-TO-DATE

MARCH 2019

AGENTS' PRODUCTION

PAGE 2 OF 4

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					
MOSES GRANT	4,022	5	1				49,125	3,904	53,029	742,859	4
ANDERSON MATT - AA	3,960	3	1				15,671	21,332	37,003	498,362	1
GROTHAUS HEATHER	3,937	2	1				25,978	1,988	27,966	270,066	0
KASPER TIMOTHY - AA	3,921	2	1				37,412	5,188	42,600	335,178	0
VANBIEZEN CLINT - AA	3,889	7	1				23,537	2,297	25,834	514,262	0
HUNGATE D WAYNE	3,861	3	1				33,282	23,108	56,390	1,225,983	2
HARDY EILEEN N	3,739	5	1				7,579	1,354	8,933	214,110	4
COLPRON DAVID	3,332	3	1				30,211	5,226	35,437	362,595	1
SALINAS ALEX	3,240	7	1				41,430	10,881	52,311	328,421	2
PITCHFORD RANDALL	3,201	1	1				16,526	-410	16,116	594,395	0
LATIMORE BROOKS	3,198	5	1				50,958	309	51,267	297,491	1
GARDNER JASON B	3,100	4	1				21,616	9,636	31,252	628,482	4
GUTHRIE DOUGLAS	3,033	4	1				22,056	7,012	29,068	706,368	0
DEGN KEVIN - AA	3,015	2	1				28,686	2,453	31,139	555,566	0
PRICE VAUGHN	2,915	6					39,130	32,844	71,974	922,908	3
PETERSEN JERRY T	2,846	0					21,987	1,131	23,118	451,277	1
NEVAREZ DAVID - AA	2,709	5					10,724	8,812	19,536	325,320	2
HAZELBAKER NEIL	2,696	3					19,244	1,509	20,753	248,240	2
WIDMER STEPHEN	2,420	3					16,392	11,968	28,360	289,933	1
DINNING WALTER - AA	2,374	5					37,394	7,726	45,120	606,938	4
TERRY TRAVIS	2,166	4					32,778	7,060	39,838	579,866	23
LINGARD JACOB	2,115	4					23,836	2,628	26,464	156,858	0
PEASE DYLAN	2,090	2					36,669	1,806	38,475	96,014	2
QUINN SHAWN - AA	2,020	1					31,865	2,875	34,740	358,427	11
FUNK NORMAN - AA	1,981	4					39,016	11,198	50,214	608,243	2
ANDRUS JACOB	1,974	8					26,028	0	26,028	27,030	0
DEWITT PAUL E	1,892	1					5,704	3,518	9,222	474,308	1
ARMSTRONG DERALD - AA	1,859	2					22,567	5,365	27,932	446,974	2
POUNDS LEE	1,820	3					38,310	11,015	49,325	610,307	3
BAXTER KERRY	1,752	3					15,342	3,735	19,077	252,003	2
HILL JOHN W	1,742	6					35,601	1,137	36,738	506,433	3
GEARY KURT	1,578	4					6,668	952	7,620	447,482	0
PORTER RYAN	1,500	1					22,257	8,786	31,043	298,802	0
WARWICK MICHAEL	1,471	2					6,124	10,723	16,847	218,742	3

YEAR-TO-DATE

MARCH 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					
KUNZ SHANE R	1,391	1					15,073	-154	14,919	374,685	2
JEPPESEN KENT E	1,378	2					22,623	16,391	39,014	818,598	4
JENSON MICHAEL	1,320	1					21,582	1,049	22,631	56,788	0
BURKE D KRIS	1,319	0					14,822	12,906	27,728	422,382	1
SPEAKMAN BEA	1,190	2					21,520	835	22,355	170,543	2
MALMSTROM SCOTT G	1,143	1					12,505	19,807	32,312	564,119	2
BRODINE MARCY	1,112	1					31,237	8,865	40,102	676,761	5
POWELL JAMES	1,099	4					28,950	4,309	33,259	113,960	0
NELSON JARED	1,083	3					48,968	5,846	54,814	351,186	2
WHELOCK DOUG	1,044	2					13,458	3,000	16,458	262,010	0
BARRETT STUART - AA	839	3					14,255	12,022	26,277	503,581	6
BIRD RODNEY - AA	780	1					11,895	4,484	16,379	310,332	2
NICHOLS JUSTIN	571	2					18,216	-3,083	15,133	281,273	1
CARRICO CAMERON	432	1					34,969	1,671	36,640	40,176	0
ROSANDICK GRANT	424	1					13,475	-806	12,669	128,671	0
TEUSCHER DARYL M	400	0					7,853	4,078	11,931	249,993	3
MINK TAYLOR	373	2					35,571	9,478	45,049	384,182	1
CATT ERICA K	298	1					18,033	2,172	20,205	377,949	0
SORENSEN REDGE	243	2					57,551	15,940	73,491	943,995	2
REX RYAN - AA	238	1					15,232	332	15,564	313,819	1
WILKINS ERIC	199	0					19,149	4,754	23,903	358,010	0
MARKS JOHN E	176	0					20,922	4,452	25,374	535,665	2
LARSEN CHRISTOPHER	165	1					31,987	7,014	39,001	281,911	1
MERRILL BROCK	96	0					12,765	1,337	14,102	342,848	0
PERMANN J LENA - AA	93	0					15,384	563	15,947	187,095	5
LEACH R JOE	73	0					1,401	110	1,511	523,773	4
POPEJOY ZAK	65	0					99,448	15,045	114,493	545,424	6
VON BRETHORST JERRY	63	0					11,328	8,451	19,779	387,584	0
FRY LUPE	48	0					10,687	5,056	15,743	213,438	0
SILVERS RON	46	0					3,943	570	4,513	266,042	0
FLANDRO DEBBIE	40	0					6,941	3,356	10,297	306,338	0
ROGERS SAMUEL A	36	0					2,044	530	2,574	212,568	1
NISHIMOTO JOHN	33	0					24,503	7,954	32,457	133,687	0
GUZMAN BEATRIZ - AA	30	0					42,927	7,605	50,532	266,990	4

YEAR-TO-DATE

MARCH 2019

AGENTS' PRODUCTION

PAGE 4 OF 4

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					
BARTON BRETT O - AA	24	0					10,923	248	11,171	212,434	4
SYKES RICH	24	0					21,436	3,593	25,029	303,341	0
ZEMAITIS PHIL	22	0					8,418	24,810	33,228	571,093	1
TAYLOR GARREN - AA	21	0					42,755	6,355	49,110	175,538	0
VANDERWALL MARK A - AA	19	0					15,478	1,794	17,272	289,723	0
STOWELL ROBERT C	18	0					16,170	2,598	18,768	281,593	1
HALL JARED - AA	15	0					9,343	-230	9,113	849,799	1
STEPHENSON CRAIG	9	0					21,657	2,650	24,307	521,562	1
POTTER BRITAIN	9	0					40,889	-57	40,832	357,076	2
RICHARDSON KAREN	6	0					23,039	209	23,248	282,958	5
BOTHOF LISA	6	0					25,154	4,943	30,097	364,962	4
PERCIVAL RICHARD M	3	0					23,309	2,698	26,007	236,845	1
CROFOOT BART	3	0					50,124	17,807	67,931	496,349	0
AXENTY CHRIS	0	0					43,424	1,795	45,219	316,726	10
HARRIGFELD RYAN	0	0					30,694	3,219	33,913	485,985	1
BLISS GARY	0	0					11,937	9,123	21,060	536,571	3
BIRD CODY	0	0					1,532	0	1,532	174,898	0
NICHOLS ANTHONY	0	0					36,310	21,258	57,568	406,810	2
CLARK TREVOR	0	0					19,629	3,648	23,277	174,888	0
PONTIUS JUSTIN	0	0					16,769	1,880	18,649	160,731	0
CRAWFORD TRUDY	0	0					47,135	2,891	50,026	199,505	0
LAAN DREW	0	0					26,733	4,570	31,303	140,982	3
PACKARD CINDY	0	0					39,894	5,220	45,114	65,892	0
SPRAY JERRY	0	0					22,980	10,170	33,150	154,828	1
PEARSON RYAN	0	0					44,275	3,200	47,475	204,948	1
PULLMAN LEANN	0	0					9,217	5,667	14,884	384,988	1
HARMON JUSTIN	0	0					17,937	0	17,937	20,980	0
BAILEY STETZEN	0	0					87,549	0	87,549	89,694	0
MEYER ANDREW	0	0					32,070	235	32,305	32,158	0

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

MARCH 2019

AGENT CURRENT



PERRY SHANK

151,184

.....

ELLIS ROBERT - AA	115,106
BURKE WILLIAM TODD	103,990
PERRY KENDON - AA	98,016
PFOST DARIN - AA.....	90,617
PRICE RHETT M.....	86,246
*BAILEY STETZEN	77,226
JEPPESEN KYLE K	59,633
TUNING GILBERT	58,222
JOHNSON DOUGLAS - AA.....	55,134

ROOKIE CURRENT



STETZEN BAILEY

77,226

.....

ANDRUS JACOB	26,014
PEASE DYLAN.....	24,712
MEYER ANDREW	21,417
LINGARD JACOB.....	16,344
HARMON JUSTIN	16,105
JENSON MICHAEL	10,841
ROSANDICK GRANT.....	7,297
PULLMAN LEANN.....	4,454
CARRICO CAMERON.....	3,639

ROOKIE YEAR-TO-DATE



STETZEN BAILEY

87,549

.....

PEASE DYLAN.....	46,835
CARRICO CAMERON.....	38,368
LINGARD JACOB.....	34,924
ANDRUS JACOB	33,924
MEYER ANDREW	32,305
JENSON MICHAEL	27,911
HARMON JUSTIN	17,937
PULLMAN LEANN.....	14,884
ROSANDICK GRANT.....	14,365

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	311,909	HUNGATE D WAYNE	71,834	BARKUS VAN J.	51,746
PERRY KENDON - AA	214,137	MOSES GRANT	69,117	GUZMAN BEATRIZ - AA	50,652
SHANK PERRY E - AA	184,583	RICHARDS JOSEPH	68,960	CRAWFORD TRUDY	50,026
BURKE WILLIAM TODD	151,950	CROFOOT BART	67,943	GALLUP TOM - AA	49,326
TUNING GILBERT.	141,802	BECKNER RYAN - AA.	66,713	TAYLOR GARREN - AA.	49,194
PFOST DARIN - AA.	141,230	COOK JENNIFER	66,627	COLPRON DAVID.	48,765
HART JARED - AA	126,462	ASKER MICHAEL W.	66,500	TERRY TRAVIS.	48,502
PRICE RHETT M.	126,067	SALINAS ALEX	65,271	COX CHAD	47,820
ZAMORA STEVEN	123,027	D'AMBRA DONNA - AA.	65,249	PEARSON RYAN	47,475
GLIEGE LYNNAE - AA	115,832	HARRIS KERRY	65,168	*PEASE DYLAN	46,835
POPEJOY ZAK	114,753	LATIMORE BROOKS	64,059	MINK TAYLOR.	46,541
CARON KEEFAN	107,529	HANSEN ELI	62,734	SALINAS MARIO A - AA	45,468
JENSEN NEIL - AA	99,056	NELSON JARED	59,146	AXENTY CHRIS	45,219
CHASE REBECCA	88,511	KASPER TIMOTHY - AA.	58,284	PACKARD CINDY	45,114
*BAILEY STETZEN	87,549	FUNK NORMAN - AA	58,138	BRODINE MARCY	44,550
JEPPESSEN KYLE K	85,919	NICHOLS ANTHONY	57,568	JEPPESSEN KENT E	44,526
ZIMNEY DALE - AA.	85,832	POUNDS LEE	56,605	GROTHAUS HEATHER	43,714
PRICE VAUGHN	83,634	MCCLURE BARRETT - AA.	55,203	HILL JOHN W	43,706
LESLIE BRANDT.	79,499	FERGUSON TROY G - AA	55,072	GARDNER JASON B	43,652
RUSSOM PAMELA	78,310	DINNING WALTER - AA	54,616	DEGN KEVIN - AA.	43,199
JOHNSON DOUGLAS - AA.	77,589	ANDERSON MATT - AA	52,843	QUINN SHAWN - AA.	42,820
SORENSEN REDGE	74,463	JOHNSON PAUL.	52,301	VANBIEZEN CLINT - AA	41,390

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

GUTHRIE DOUGLAS	41,200	NEVAREZ DAVID - AA	30,372	STOWELL ROBERT C	18,840
POTTER BRITAIN	40,868	BOTHOF LISA	30,121	PONTIUS JUSTIN	18,649
LARSEN CHRISTOPHER	39,661	BARRETT STUART - AA	29,633	*HARMON JUSTIN	17,937
*CARRICO CAMERON	38,368	PITCHFORD RANDALL	28,920	NICHOLS JUSTIN	17,417
WIDMER STEPHEN	38,040	*JENSON MICHAEL	27,911	VANDERWALL MARK A - AA	17,348
POWELL JAMES	37,655	SPEAKMAN BEA	27,115	DEWITT PAUL E	16,790
PAYNTER BRETT - AA	37,413	BAXTER KERRY	26,085	REX RYAN - AA	16,516
PORTER RYAN	37,043	MARKS JOHN E	26,078	PERMANN J LENA - AA	16,319
MALMSTROM SCOTT G	36,884	PERCIVAL RICHARD M	26,019	FRY LUPE	15,935
ARMSTRONG DERALD - AA	35,368	SYKES RICH	25,125	*PULLMAN LEANN	14,884
*LINGARD JACOB	34,924	WILKINS ERIC	24,699	MERRILL BROCK	14,486
PETERSEN JERRY T	34,502	STEPHENSON CRAIG	24,343	*ROSANDICK GRANT	14,365
*ANDRUS JACOB	33,924	HARDY EILEEN N	23,889	GEARY KURT	13,932
HARRIGFELD RYAN	33,913	CLARK TREVOR	23,277	TEUSCHER DARYL M	13,531
ZEMAITIS PHIL	33,316	RICHARDSON KAREN	23,272	BARTON BRETT O - AA	11,267
JOHNSTON DEAN	33,258	WARWICK MICHAEL	22,731	FLANDRO DEBBIE	10,457
SPRAY JERRY	33,150	CATT ERICA K	21,397	HALL JARED - AA	9,173
BURKE D KRIS	33,004	BLISS GARY	21,060	SILVERS RON	4,697
NISHIMOTO JOHN	32,589	WHEELOCK DOUG	20,634	ROGERS SAMUEL A	2,718
*MEYER ANDREW	32,305	KUNZ SHANE R	20,483	LEACH R JOE	1,803
HAZELBAKER NEIL	31,537	VON BRETHORST JERRY	20,031		
LAAN DREW	31,303	BIRD RODNEY - AA	19,499		



ALL AMERICAN & PRESIDENT'S CLUB

TOP FIFTEEN AGENTS	LIFE CONTEST CREDIT	ISSUED FBL APPS	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
KENDON PERRY	42,062	17	34,089	12,028	46,117
PERRY E SHANK	39,036	9	28,339	120	28,459
ROB ELLIS	38,743	7	110,741	46,204	156,945
GILBERT TUNING	26,649	6	24,245	10,961	35,206
DARIN PFOST	24,096	16	30,020	14,862	44,882
RHETT PRICE	22,653	5	29,844	5,615	35,459
DALE ZIMNEY	16,135	5	13,943	7,369	21,312
JARED HART	13,017	6	54,734	19,676	74,410
PAMELA RUSSOM	13,002	5	19,991	6,315	26,306
KYLE JEPPESEN	12,792	8	29,280	5,483	34,763
NEIL JENSEN	12,312	9	40,305	9,503	49,808
LYNNAE GLIEGE	10,962	5	45,166	26,818	71,984
DONNA D'AMBRA	10,806	4	17,781	4,244	22,025
MIKE ASKER	10,457	2	19,249	5,423	24,672
VAN BARKUS	10,196	6	11,189	-227	10,962

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	133,298	783,700	1,224,049	266,699	1,490,748
MAGIC VALLEY REGION	149,184	518,300	827,203	214,466	1,041,669
TREASURE VALLEY REGION	169,845	714,200	1,020,493	337,880	1,358,373
NORTH IDAHO REGION	95,161	502,300	513,305	103,529	616,834

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 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	77,120	149,184	518,300	14.80%	28.70%	4,645,759	13,228,813	54,132,000	8.50%	24.40%	11.70%
TREASURE VALLEY	77,386	172,586	714,200	10.80%	24.10%	6,173,344	18,091,420	76,953,000	8.00%	23.50%	9.40%
EASTERN IDAHO	84,512	134,094	783,700	10.70%	17.10%	6,532,732	18,267,514	81,620,000	8.00%	22.30%	9.40%
NORTH IDAHO	41,421	95,089	502,300	8.20%	18.90%	2,563,958	6,801,056	32,486,000	7.80%	20.90%	8.10%
TOTAL	280,439	550,953	2,518,500	11.10%	21.80%	19,915,793	56,388,802	245,191,000	8.10%	22.90%	8.10%
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	473,531	1,224,049	5,615,254	15,616,875	7.80%	413,757	1,220,787	5,594,644	15,062,440
MAGIC VALLEY	424,582	827,203	3,957,893	11,503,444	7.20%	288,256	748,043	3,891,217	10,759,029
TREASURE VALLEY	382,499	1,020,493	4,911,207	14,379,632	7.10%	485,826	1,176,682	5,153,131	14,285,036
NORTH IDAHO	222,279	513,305	2,133,839	5,697,999	9.00%	167,114	465,626	1,999,093	5,464,017
TOTAL	1,502,891	3,585,050	16,618,193	47,197,950	7.60%	1,354,953	3,611,138	16,638,085	45,570,522
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	108,435	266,699	917,478	2,650,639	10.10%	142,212	270,066	876,048	2,491,546
MAGIC VALLEY	89,766	214,466	687,866	1,725,369	12.40%	114,311	164,507	650,919	1,566,452
TREASURE VALLEY	107,526	337,880	1,262,137	3,711,788	9.10%	111,728	367,207	1,140,707	3,384,189
NORTH IDAHO	49,462	103,529	430,119	1,103,057	9.40%	22,797	105,174	385,967	1,156,919
TOTAL 2019 GOAL	355,188	922,574	3,297,600	9,190,852 39,085,000	10.00%	391,048	906,955	3,053,640	8,599,106

Personal and Commercial Lines

EASTERN IDAHO	581,966	1,490,748	6,532,732	18,267,514	8.20%	555,969	1,490,853	6,470,692	17,553,986
MAGIC VALLEY	514,348	1,041,669	4,645,759	13,228,813	7.90%	402,567	912,550	4,542,136	12,325,481
TREASURE VALLEY	490,025	1,358,373	6,173,344	18,091,420	7.50%	597,554	1,543,889	6,293,838	17,669,225
NORTH IDAHO	271,741	616,834	2,563,958	6,801,056	9.10%	189,911	570,800	2,385,060	6,620,936
TOTAL 2019 GOAL	1,858,079	4,507,624	19,915,793	56,388,802 245,191,000	8.00%	1,746,001	4,518,093	19,691,725	54,169,628

To be on track % of goal should be 25% 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

MARCH 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		
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	77,120	41	9,732,831	424,582	89,766	514,348	4,645,759	28
TREASURE VALLEY	77,386	40	10,087,250	382,499	107,526	490,025	6,173,344	32
EASTERN IDAHO	84,512	55	12,697,750	473,531	108,435	581,966	6,532,732	39
NORTH IDAHO	41,421	25	5,034,000	222,279	49,462	271,741	2,563,958	14
STATE TOTALS	280,439	161	37,551,831	1,502,891	355,189	1,858,080	19,915,793	113

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	149,184	91	22,167,367	827,203	214,466	1,041,669	13,228,813	94
TREASURE VALLEY	172,586	116	26,240,963	1,020,493	337,880	1,358,373	18,091,420	62
NORTH IDAHO	95,089	62	14,702,000	513,305	103,529	616,834	6,801,056	34
EASTERN IDAHO	134,094	103	25,279,792	1,224,049	266,699	1,490,748	18,267,514	93
STATE TOTALS	550,953	372	88,390,122	3,585,050	922,574	4,507,624	56,388,803	283

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



KENDON PERRY
42,005

ISSUED LPC

PERRY E SHANK	39,031
ROB ELLIS	38,741
GILBERT TUNING	26,649
DARIN PFOST	24,087
RHETT PRICE	22,652
DALE ZIMNEY	16,130
JARED HART	13,013
PAMELA RUSSOM	13,001
KYLE JEPPESEN	12,789



KENDON PERRY
17

ISSUED FBL APPS

DARIN PFOST	16
DOUG JOHNSON	11
JOSEPH RICHARDS	11
ELI HANSEN	10
PERRY E SHANK	9
NEIL JENSEN	9
KEEFAN CARON	9
RYAN BECKNER	9
KYLE JEPPESEN	8



KENDON PERRY
4,889,000

LIFE VOLUME

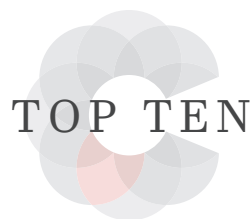
KEEFAN CARON	4,084,338
JOSEPH RICHARDS	3,501,000
PERRY E SHANK	3,185,307
DARIN PFOST	2,906,000
DONNA D'AMBRA	2,751,000
MATT ANDERSON	2,586,000
ELI HANSEN	2,461,000
DOUG JOHNSON	2,410,000
CLINT VANBIEZEN	2,351,000



KEEFAN CARON
137

NEW CITY SQUIRES

ZAK POPEJOY	100
RYAN PEARSON	87
VAUGHN PRICE	83
TODD BURKE	80
STEVEN ZAMORA	74
TROY FERGUSON	64
ALEX SALINAS	63
NEIL JENSEN	62
TRUDY CRAWFORD	61



BRANDT LESLIE

10

NEW COUNTRY SQUIRES

BECKY CHASE	9
RYAN BECKNER	6
GRANT MOSES	6
LEE POUNDS	6
TODD BURKE	5
BART CROFOOT	5
JARED HART	5
PAMELA RUSSOM	5
MARK VANDERWALL	5



GARY BLISS

4

NEW FARM & RANCH

ROB ELLIS	4
WAYNE HUNGATE	4
MIKE ASKER	3
KRIS BURKE	3
JERRY VON BRETHORST	3
BART CROFOOT	2
DONNA D'AMBRA	2
KEVIN DEGN	2
NORMAN FUNK	2



ROB ELLIS

110,741

NEW PERS PREMIUM

ZAK POPEJOY	99,448
STETZEN BAILEY	87,549
STEVEN ZAMORA	86,236
KEEFAN CARON	61,738
REBECCA CHASE	61,340
REDGE SORENSON	57,551
JARED HART	54,734
TODD BURKE	53,616
BROOKS LATIMORE	50,958

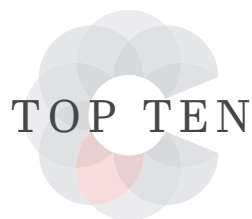


DARIN PFOF

1,557,155

TOTAL PERS PREMIUM

WAYNE HUNGATE	965,910
JARED HART	953,606
JARED HALL	767,703
NEIL JENSEN	762,737
KENT JEPPESEN	747,541
VAUGHN PRICE	703,826
GRANT MOSES	692,496
RHETT PRICE	687,676
REDGE SORENSON	685,038



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



WAYNE HUNGATE
18

NEW BOP AND CPP

VAUGHN PRICE	17
PHIL ZEMAITIS	17
STUART BARRETT	16
TONY NICHOLS	16
JARED HART	13
SCOTT MALMSTROM	13
TAYLOR MINK	13
ZAK POPEJOY	12
TODD BURKE	11



TODD BURKE
59,750

NEW COMM PREMIUM

ROB ELLIS	46,204
VAUGHN PRICE	32,844
LYNNAE GLIEGE	26,818
PHILIP ZEMAITIS	24,810
WAYNE HUNGATE	23,108
MATT ANDERSON	21,332
TONY NICHOLS	21,258
SCOTT G MALMSTROM	19,807
ELI HANSEN	19,729



DALE ZIMNEY
350,406

TOTAL COMM PREMIUM

WAYNE HUNGATE	260,073
REDGE SORENSON	258,957
DARIN PFOST	256,928
PHILIP ZEMAITIS	243,333
ROB ELLIS	228,742
LYNNAE GLIEGE	228,607
VAUGHN PRICE	219,082
VAN BARKUS	214,650
MATT ANDERSON	180,128



TRAVIS TERRY

23

FINANCE LOANS

ELI HANSEN	22
KYLE JEPPESEN	15
SHAWN QUINN	11
CHRIS AXENTY	10
JARED HART	6
STUART BARRETT	6
ZAK POPEJOY	6
RHETT PRICE	5
DONNA D'AMBRA	5



TRAVIS TERRY

402,159

FINANCE VOLUME

ELI HANSEN	277,142
KYLE JEPPESEN	123,022
SHAWN QUINN	116,440
RHETT PRICE	85,530
DONNA D'AMBRA	78,846
JARED HART	77,520
WALT DINNING	77,050
MARCY BRODINE	74,699
KENT JEPPESEN	73,002



DARIN PFOF

1,814,083

TOTAL PERS/COMM PREM

WAYNE HUNGATE	1,225,983
JARED HART	1,092,866
REDGE SORENSON	943,995
NEIL JENSEN	933,403
VAUGHN PRICE	922,908
JARED HALL	849,799
KENT JEPPESEN	818,598
ROB ELLIS	810,478
DALE ZIMNEY	796,498