



AGENT LIFE PRODUCTION



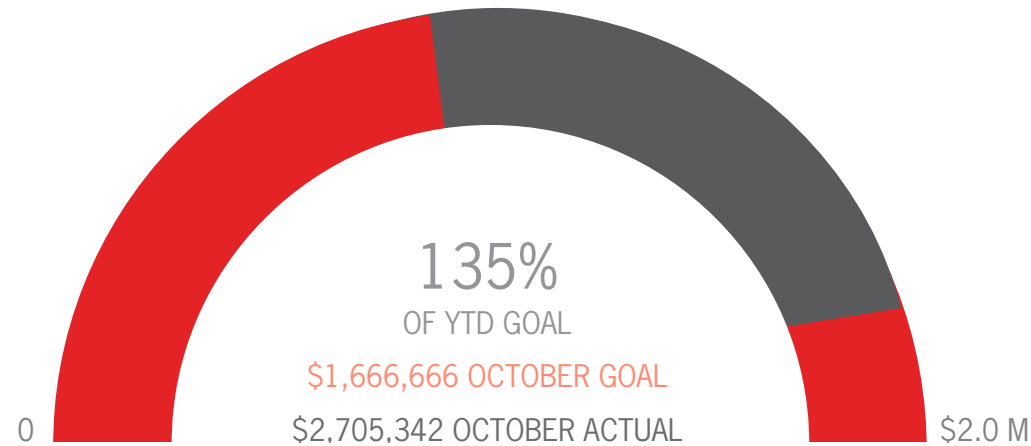
OCTOBER 2021

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NEW SALES RESULTS THROUGH OCTOBER 31, 2021

LIFE CONTEST CREDIT: OCTOBER YTD ACTUAL, OCTOBER YTD GOAL, AND 2021 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
NORTH IDAHO	30	\$126,557
TREASURE VALLEY EAST	22	\$95,903
MAGIC VALLEY	33	\$69,609
EAST IDAHO	22	\$54,776
SOUTHEAST IDAHO	27	\$46,383
TREASURE VALLEY WEST	4	\$5,387



LIFE PRODUCTION DISTRICT OF THE MONTH
NORTH IDAHO, BEN RAE, DISTRICT MANAGER

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
NORTH IDAHO	215	\$747,933
MAGIC VALLEY	226	\$651,421
EAST IDAHO	196	\$416,596
TREASURE VALLEY EAST	177	\$352,772
SOUTHEAST IDAHO	221	\$316,350
TREASURE VALLEY WEST	158	\$220,270



LIFE PRODUCTION DISTRICT OF THE YEAR
NORTH IDAHO, BEN RAE, DISTRICT MANAGER

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
MIKE ASKER	11	\$100,764
VAN BARKUS	1	\$65,877
RILEY JEPPESEN	3	\$20,842
MATT ANDERSON	9	\$16,744
RHETT PRICE	9	\$16,259
STETZEN BAILEY	4	\$11,015
PERRY SHANK	9	\$9,742
NORMAN FUNK	2	\$8,728
TRAVIS TERRY	6	\$8,559
KENDON PERRY	3	\$8,314

LIFE LINES LEADER OF THE MONTH



MIKE ASKER,
NORTH IDAHO

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
MIKE ASKER	36	\$352,284
DONNA D'AMBRA	10	\$183,978
KENDON PERRY	35	\$158,953
RILEY JEPPESEN	42	\$138,335
PAUL JOHNSON	14	\$104,933
PERRY SHANK	27	\$78,850
RHETT PRICE	29	\$76,651
VAN BARKUS	5	\$72,520
MATT ANDERSON	31	\$63,008
DOUGLAS JOHNSON	24	\$57,974

LIFE LINES AGENT YTD LEADER



MIKE ASKER,
NORTH IDAHO

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

NORTH IDAHO YTD LIFE PRODUCTION



BEN RAE,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
MICHAEL ASKER	36	\$352,284
KENDON PERRY	35	\$158,953
JERRY SPRAY	12	\$54,483
STEVEN ZAMORA	31	\$35,005
WALTER DINNING	4	\$18,439
BEA SPEAKMAN	12	\$15,915
JOHN NISHIMOTO	9	\$15,442
JOSEPH RICHARDS	9	\$15,225
SHAWN QUINN	7	\$14,920
TIMOTHY KASPER	8	\$12,577
JANEL HOLMES	6	\$10,709
KYLE PERRY	6	\$9,910
RYAN BECKNER	11	\$8,550
JOHN MARKS	3	\$5,600
MARK VANDERWALL	1	\$5,552
KYLE CASEY	11	\$5,056
SARAH ROBIE	9	\$4,551
DOUG WHEELLOCK	3	\$2,411
CHIP QUADE	1	\$714
ANNA BISHOP	0	\$0
COLEMAN FRANK	0	\$0



MIKE ASKER,
LIFE LINES YTD LEADER
NORTH IDAHO

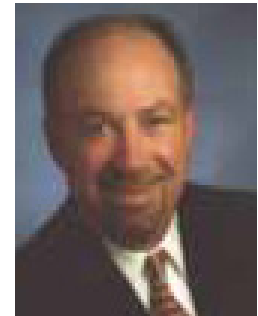
NEW SALES RESULTS THROUGH OCTOBER 31, 2021

TREASURE VALLEY EAST YTD LIFE PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
VAN BARKUS	5	\$72,520
SCOTT MALMSTROM	9	\$45,710
KEEFAN CARON	18	\$30,777
ALEX SALINAS	24	\$29,478
LYNNAE GLIEGE	13	\$27,207
GILBERT TUNING	8	\$24,353
BRIAN WALTERS	20	\$20,376
JARED HART	13	\$16,155
DALE ZIMNEY	6	\$15,239
TRUDY CRAWFORD	7	\$13,009
MARIO SALINAS	7	\$10,991
STUART BARRETT	10	\$10,817
CHRISTOPHER LARSEN	8	\$7,998
ANDREW MEYER	12	\$7,584
RODNEY BIRD	1	\$6,914
RICHARD PERCIVAL	3	\$4,250
KERRY BAXTER	6	\$4,018
GRANT ROSANDICK	4	\$2,771
DAKOTA STALLIONS	2	\$1,574
RICH SYKES	1	\$999
PHIL ZEMAITIS	0	\$30
ZAK BURKARD	0	\$0
JOSHUA WILSON	0	\$0
TOM CAHILL	0	\$0



VAN BARKUS
LIFE LINES YTD LEADER
TREASURE VALLEY EAST

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

TREASURE VALLEY WEST YTD LIFE PRODUCTION



JAMIE MASON,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DARIN PFOST	31	\$43,986
ERIC WILKINS	13	\$32,151
KERRY HARRIS	15	\$31,335
WAYNE HUNGATE	10	\$19,266
JOHN HILL	13	\$16,727
RYAN PORTER	14	\$14,046
JASON GARDNER	14	\$12,416
PAMELA RUSSOM	7	\$12,092
BRETT PAYNTER	11	\$10,946
LEE POUNDS	8	\$7,926
LEANN PULLMAN	2	\$6,301
TAYLOR MINK	8	\$4,468
CODY CHAVERS	4	\$3,231
HEATHER GROTHAUS	2	\$1,399
ANTHONY NICHOLS	1	\$1,298
DUSTY BRYANT	2	\$1,003
LUPE FRY	1	\$278
DAVE CEREGHINO	0	\$0
ROGER BERRETH	0	\$0
NORMAN LACOMBE	0	\$0



DARIN PFOST,
LIFE LINES YTD LEADER
TREASURE VALLEY WEST

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

MAGIC VALLEY YTD LIFE PRODUCTION



KENT JEPPESEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DONNA D'AMBRA	10	\$183,978
PAUL JOHNSON	14	\$104,933
PERRY SHANK	27	\$78,850
TRAVIS TERRY	19	\$39,148
NEIL HAZELBAKER	8	\$27,103
ELI HANSEN	14	\$19,876
GARREN TAYLOR	7	\$18,138
ROBERT ELLIS	16	\$17,231
JENNIFER COOK	11	\$16,829
KURT GEARY	3	\$16,615
JAMES POWELL	7	\$14,740
CLINT VANBIEZEN	8	\$14,021
LISA BOTHOF	6	\$13,546
STETZEN BAILEY	6	\$12,218
NORMAN FUNK	5	\$11,323
CAMERON CARRICO	11	\$11,067
CINDY PACKARD	9	\$10,583
BARRETT MCCLURE	7	\$10,139
STEPHEN WIDMER	9	\$8,963
GARY BLISS	5	\$6,418



DONNA D'AMBRA
LIFE LINES YTD LEADER
MAGIC VALLEY

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
BRETT BARTON	2	\$5,319
DAVID NEVAREZ	9	\$4,676
JACE SPARROW	6	\$1,951
MARCY BRODINE	3	\$1,944
RYAN REX	4	\$1,798
SANDRA GOMEZ	0	\$0
NOLAN STOUDE	0	\$0

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

EAST IDAHO YTD LIFE PRODUCTION



JUSTIN CHRISTENSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
RILEY JEPPESEN	42	\$138,335
MATT ANDERSON	31	\$63,008
NEIL JENSEN	21	\$46,939
KYLE JEPPESEN	22	\$34,432
JERRY PETERSEN	12	\$23,695
TREVOR CLARK	8	\$22,092
REDGE SORENSON	13	\$17,837
TAGG JEPPESEN	6	\$16,110
BART CROFOOT	4	\$14,659
RYAN HARRIGFELD	5	\$10,760
JOLENE ZOLLINGER	4	\$6,556
TROY FERGUSON	4	\$4,511
CRAIG STEPHENSON	0	\$4,475
VAUGHN PRICE	5	\$4,373
TOM GALLUP	4	\$2,023
KAREN RICHARDSON	1	\$1,072
KOLTER JEPPESEN	5	\$1,072
JUSTIN NICHOLS	2	\$473
DANIEL BEZZANT	0	\$0
BLAKE VAN ETEN	0	\$0
KAYSIE PERRY	0	\$0
SHERIDAN BIRD	0	\$0



RILEY JEPPESEN,
LIFE LINES YTD LEADER
EAST IDAHO

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

SOUTHEAST IDAHO YTD LIFE PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
RHETT PRICE	29	\$76,651
DOUGLAS JOHNSON	24	\$57,974
KRIS BURKE	15	\$21,300
TODD BURKE	21	\$19,570
ZAK POPEJOY	15	\$14,020
KEVIN DEGN	14	\$13,712
JARED HALL	5	\$13,686
BRANDT LESLIE	11	\$11,057
JACOB ANDRUS	11	\$8,819
DAVID COLPRON	8	\$8,718
DERALD ARMSTRONG	4	\$8,241
BROOKS LATIMORE	3	\$7,524
CHAD COX	6	\$6,322
JACOB LINGARD	10	\$5,271
ERICA CATT	6	\$4,298
CHRIS AXENTY	5	\$4,126
DOUGLAS GUTHRIE	8	\$3,828
KEVIN MAW	5	\$3,474
DARYL TEUSCHER	2	\$2,927
JARED NELSON	3	\$2,194



RHETT PRICE,
LIFE LINES YTD LEADER
SOUTHEAST IDAHO

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

SOUTHEAST IDAHO YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
BRITTNEY SMITH	5	\$1,638
RANDALL PITCHFORD	0	\$1,387
GRANT MOSES	0	\$768
LENA PERMANN	1	\$443
PRESTON WELLS	0	\$0