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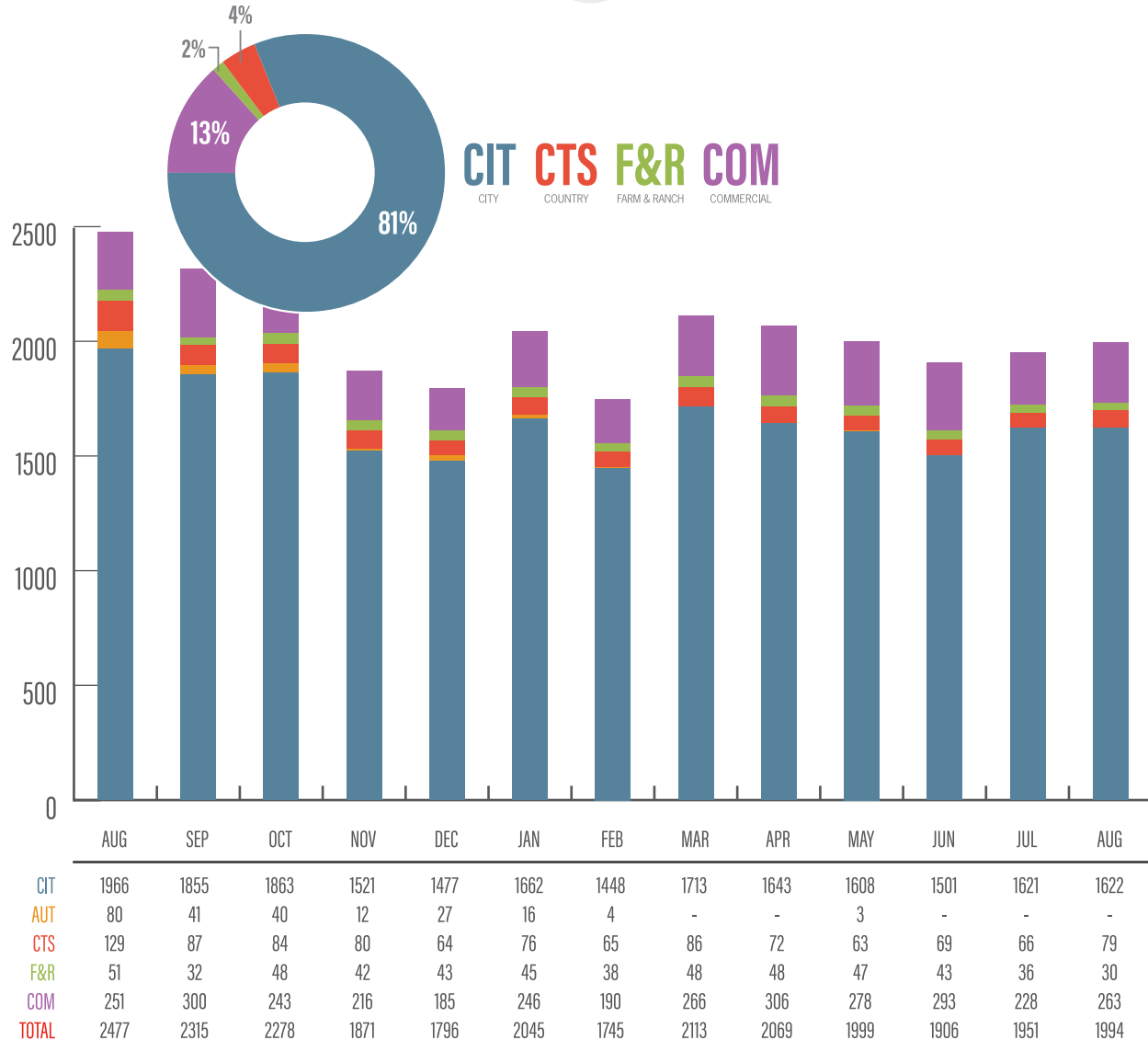
AGENT REPORTS

AUGUST 2019

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AUGUST 2019

APP COUNT



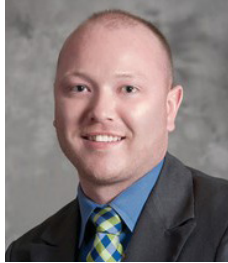
CURRENT

AUGUST 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
NORTH IDAHO	9,368,451	238,470	9,606,921
TREASURE VALLEY	7,441,309	463,428	7,904,737
EASTERN IDAHO	6,933,825	481,436	7,415,261
MAGIC VALLEY	5,935,299	290,181	6,225,480

AGENT OF THE MONTH

AUGUST 2019



JERRY PETERSEN
JEFFERSON 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

AUGUST 2019



ANDREW SCOTT
CLEARWATER 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



BEN RAE
REGIONAL EXECUTIVE



SAM ROGERS
KOOTENAI COUNTY



WALT DINNING
BOUNDARY COUNTY



BOB STOWELL
BENEWAH COUNTY



DEAN JOHNSTON
KOOTENAI COUNTY



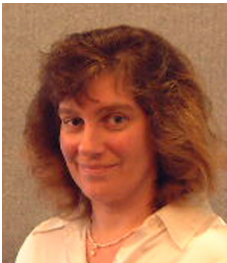
MIKE ASKER
IDAHO COUNTY



JOHN MARKS
BONNER COUNTY



TIM KASPER
NEZ PERCE COUNTY



REBECCA TINSLEY
CLEARWATER COUNTY



DOUG WHEELOCK
NEZ PERCE COUNTY



KENDON PERRY
BONNER COUNTY



SHAWN QUINN
KOOTENAI COUNTY

REGION OF THE MONTH



MARK VANDERWALL
IDAHO COUNTY



RYAN BECKNER
LATAH COUNTY



BEA SPEAKMAN
BONNER COUNTY



JOHN NISHIMOTO
KOOTENAI COUNTY



STEVEN ZAMORA
KOOTENAI COUNTY



JOSEPH RICHARDS
KOOTENAI COUNTY



JERRY SPRAY
KOOTENAI COUNTY



ANDREW SCOTT
CLEARWATER COUNTY



DANIEL NEUENFELDT
LATAH COUNTY

AUGUST 2019

TOP PRODUCERS

ISSUED LPC



JERRY PETERSEN
\$59,840

ISSUED FBL APPS



KENDON PERRY
10 APPLICATIONS

LIFE VOLUME



KRIS BURKE
\$2,375,000

FINANCE LOANS



TRAVIS TERRY
8 LOANS

NEW PERSONAL PREMIUM



ANDREW MEYER
\$50,410

NEW COMMERCIAL PREMIUM



KENT JEPPESEN
\$40,369

NEW PERS/COMM PREMIUM



ANDREW MEYER
\$52,310

TOTAL PERS/COMM PREMIUM



DARIN PFOF
\$697,473

ROOKIES

AUGUST 2019

TOP PRODUCERS



ISSUED LPC



ANDREW SCOTT
\$2,307

ISSUED FBL APPS



ANDREW SCOTT
4 APPLICATIONS

LIFE VOLUME



ANDREW SCOTT
\$1,020,000

FINANCE LOANS



STEVEN CLARK
1 LOAN

NEW PERSONAL PREMIUM



ANDREW MEYER
\$50,410

NEW COMMERCIAL PREMIUM



JOLENE ZOLLINGER
\$4,444

NEW PERS/COMM PREMIUM



ANDREW MEYER
\$52,310

TOTAL PERS/COMM PREMIUM



STEVEN CLARK
\$173,903

AUGUST 2019

SQUIRE HONOR ROLL



KEEFAN CARON

117 MONTHS

.....

RHETT PRICE.....	26
JARED NELSON.....	26
KYLE JEPPESEN.....	24
ZAK POPEJOY.....	24
RYAN BECKNER.....	23
JOHN W HILL.....	22
RYAN PEARSON.....	20
REBECCA TINSLEY.....	19
TROY FERGUSON.....	18
STEVEN ZAMORA.....	18
WALT DINNING.....	14
BEA GUZMAN.....	13



BROOKS LATIMORE

30 MONTHS

.....

JARED HART.....	8
ALEX SALINAS.....	8
BRITAIN POTTER.....	8
ANDREW MEYER.....	7
NEIL JENSEN.....	6
KENDON PERRY.....	6
DERALD C ARMSTRONG.....	5
VAN BARKUS.....	5
KENT JEPPESEN.....	4
RYAN HARRIGFELD.....	4
LEE POUNDS.....	4
CHAD COX.....	4



VAUGHN PRICE

28 MONTHS

.....

DAKOTA STALLIONS.....	4
DALE ZIMNEY.....	3
JASON B GARDNER.....	3
KEVIN DEGN.....	3
REDGE SORENSON.....	3
TAYLOR MINK.....	3
RICH SYKES.....	3
LYNNAE GLIEGE.....	3
TONY NICHOLS.....	3
JACOB ANDRUS.....	3
STETZEN BAILEY.....	3
ANDREW SCOTT.....	3

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

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
PETERSEN JERRY T	59,840	6	1,270,000	7,480	1,351	8,831	0
BURKE D KRIS	33,427	4	2,375,000	9,006	0	9,006	0
PERRY KENDON - AA	18,173	10	1,433,451	20,705	6,665	27,370	1
ROGERS SAMUEL A	8,241	2	0	4,886	6,583	11,469	0
GARDNER JASON B	4,826	3	290,000	17,887	2,924	20,811	1
ZAMORA STEVEN	4,704	5	1,650,000	13,296	1,903	15,199	2
SPRAY JERRY	3,814	7	1,130,000	12,644	2,732	15,376	0
COOK JENNIFER	2,928	1	100,000	4,880	1,626	6,506	1
ELLIS ROBERT - AA	2,580	2	825,000	3,278	14,623	17,901	1
MALMSTROM SCOTT G	2,326	2	1,000,000	8,115	5,001	13,116	1
SCOTT ANDREW	2,307	4	1,020,000	7,659	1,378	9,037	0
HARRIS KERRY	2,232	3	825,000	5,951	-867	5,084	2
SHANK PERRY E - AA	1,947	1	752,299	5,541	337	5,878	1
TUNING GILBERT	1,940	3	100,000	5,580	2,178	7,758	0
JENSEN NEIL - AA	1,931	4	1,024,000	8,766	7,215	15,981	0
NEUFELD DT DANIEL	1,920	2	100,000	4,374	500	4,874	0
DINNING WALTER - AA	1,710	1	300,000	11,048	4,629	15,677	1
WILKINS ERIC	1,569	1	200,000	5,997	4,074	10,071	0
RUSSOM PAMELA	1,484	0	50,000	12,588	258	12,846	0
BURKE WILLIAM TODD	1,372	3	1,143,000	5,109	-349	4,760	1
VANBIEZEN CLINT - AA	1,208	1	505,000	11,544	1,031	12,575	0
GROTHAUS HEATHER	1,089	3	510,000	6,202	1,969	8,171	0
MARKS JOHN E	1,061	2	1,150,000	10,425	2,040	12,465	0
HART JARED - AA	1,046	2	201,000	6,615	4,944	11,559	1
HANSEN ELI	1,029	1	525,000	16,102	5,199	21,301	5
ARMSTRONG DERALD - AA	1,017	1	166,863	2,578	1,641	4,219	0
LINGARD JACOB	864	2	660,000	5,373	0	5,373	0
ANDRUS JACOB	855	2	1,019,000	9,734	0	9,734	0
JOHNSON DOUGLAS - AA	851	1	550,000	7,432	147	7,579	2
VON BRETHORST JERRY	799	1	100,000	3,225	2,231	5,456	0
LAAN DREW	773	0	0	14,755	1,521	16,276	0
PITCHFORD RANDALL	762	0	0	2,577	348	2,925	1
BARRETT STUART - AA	759	2	510,000	6,509	817	7,326	2

CURRENT

AUGUST 2019

AGENTS' PRODUCTION

PAGE 2 OF 4

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
D'AMBRA DONNA - AA	751	1	125,000	4,538	461	4,999	0
BARKUS VAN J	633	1	1,000,000	4,192	717	4,909	0
JEPPESEN KYLE K	426	1	25,000	11,296	4,061	15,357	3
ZIMNEY DALE - AA	422	0	0	6,601	2,057	8,658	0
NICHOLS JUSTIN	397	1	25,000	4,936	701	5,637	0
PEARSON RYAN	308	1	200,000	22,660	0	22,660	0
POTTER BRITAIN	283	2	270,000	4,168	2,671	6,839	0
RICHARDS JOSEPH	212	1	925,000	7,427	598	8,025	1
MINK TAYLOR	193	1	253,309	16,729	4,622	21,351	1
HAZELBAKER NEIL	180	0	1,000	3,985	2,406	6,391	1
TAYLOR GARREN - AA	174	1	175,000	-365	2,132	1,767	0
PFOST DARIN - AA	140	0	0	1,340	24,923	26,263	0
POPEJOY ZAK	128	0	25,653	10,621	14,928	25,549	3
PEASE DYLAN	125	1	30,000	8,295	394	8,689	0
JOHNSON PAUL	86	0	435,000	1,117	1,208	2,325	0
GUTHRIE DOUGLAS	75	0	150,000	6,642	1,141	7,783	0
KASPER TIMOTHY - AA	75	0	1,450,000	4,637	0	4,637	0
GLIEGE LYNNAE - AA	73	0	600,000	21,830	1,891	23,721	0
BECKNER RYAN - AA	69	0	100,000	21,097	-93	21,004	0
REX RYAN - AA	39	0	106,000	4,562	1,166	5,728	1
GALLUP TOM - AA	34	0	0	5,464	1,880	7,344	0
FUNK NORMAN - AA	32	0	0	16,349	1,802	18,151	1
MERRILL BROCK	32	0	0	11,980	-37	11,943	0
HUNGATE D WAYNE	28	0	500,000	-24,047	4,086	-19,961	0
SALINAS MARIO A - AA	23	0	0	-2,871	2,694	-177	1
PRICE RHETT M	21	0	3,309	14,957	776	15,733	1
COLPRON DAVID	21	0	0	3,749	889	4,638	0
SYKES RICH	21	0	404,000	5,398	1,357	6,755	0
WIDMER STEPHEN	19	1	10,000	8,208	1,579	9,787	0
CATT ERICA K	19	0	0	8,287	0	8,287	0
FRY LUPE	17	0	0	1,962	6,711	8,673	1
FERGUSON TROY G - AA	17	0	102,000	13,875	1,018	14,893	1
MOSES GRANT	15	0	0	380	0	380	2
WHEELLOCK DOUG	15	0	0	1,013	148	1,161	0
BIRD RODNEY - AA	15	0	0	8,222	11,642	19,864	0

CURRENT

AUGUST 2019

AGENTS' PRODUCTION

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AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
SILVERS RON	14	0	0	-524	546	22	0
NISHIMOTO JOHN	13	0	60,000	2,784	875	3,659	0
CARON KEEFAN	12	0	4,000	19,110	-2,624	16,486	1
TINSLEY REBECCA	11	0	0	18,784	176	18,960	0
HILL JOHN W	11	0	0	9,341	2,781	12,122	2
POUNDS LEE	11	0	0	16,736	7,398	24,134	2
ASKER MICHAEL W	10	0	50,000	494	3,690	4,184	0
LESLIE BRANDT	10	0	0	3,558	146	3,704	1
JOHNSTON DEAN	9	0	0	2,751	4,330	7,081	2
BARTON BRETT O - AA	9	0	1,000	2,375	0	2,375	0
QUINN SHAWN - AA	9	0	0	10,049	3,208	13,257	7
PERMANN J LENA - AA	8	0	0	1,209	0	1,209	0
ZEMAITIS PHIL	8	0	0	2,694	4,290	6,984	0
PORTER RYAN	7	0	0	-170	2,783	2,613	1
HALL JARED - AA	6	0	0	4,815	3,982	8,797	2
GUZMAN BEATRIZ - AA	6	0	0	2,721	996	3,717	2
LEACH R JOE	5	0	0	8,482	170	8,652	2
SORENSEN REDGE	5	0	50,000	14,594	13,413	28,007	0
DEWITT PAUL E	4	0	0	8,775	476	9,251	0
STEPHENSON CRAIG	3	0	0	6,179	905	7,084	3
WARWICK MICHAEL	3	0	0	1,740	2,294	4,034	0
BAXTER KERRY	3	0	110,000	19,898	-1,737	18,161	0
KUNZ SHANE R	2	0	0	-1,580	6,977	5,397	1
FLANDRO DEBBIE	2	0	0	352	0	352	1
RICHARDSON KAREN	2	0	0	6,372	3,346	9,718	3
DEGN KEVIN - AA	2	0	0	25,579	731	26,310	0
PERCIVAL RICHARD M	2	0	0	7,696	1,567	9,263	0
TERRY TRAVIS	2	0	0	9,406	1,244	10,650	8
BOTHOF LISA	2	0	0	7,307	3,946	11,253	0
ROSANDICK GRANT	2	0	0	10,250	1,335	11,585	0
ZOLLINGER JOLENE	2	0	0	1,112	4,444	5,556	0
MCCLURE BARRETT - AA	1	0	0	8,207	5,977	14,184	1
NEVAREZ DAVID - AA	1	0	0	99	14,614	14,713	0
VANDERWALL MARK A - AA	1	0	0	14,550	1	14,551	1
SALINAS ALEX	1	0	0	14,597	3,145	17,742	1

CURRENT

AUGUST 2019

AGENTS' PRODUCTION

PAGE 4 OF 4

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
NELSON JARED	1	0	0	15,893	2,410	18,303	0
STOWELL ROBERT C	0	0	0	10,197	0	10,197	1
JEPPESEN KENT E	0	0	0	11,878	40,369	52,247	0
PRICE VAUGHN	0	0	0	22,972	7,674	30,646	2
GEARY KURT	0	0	0	1,960	388	2,348	0
TEUSCHER DARYL M	0	0	0	936	-108	828	2
PAYNTER BRETT - AA	0	0	0	453	-30,993	-30,540	0
AXENTY CHRIS	0	0	0	12,526	1,621	14,147	3
HARRIGFELD RYAN	0	0	0	10,472	856	11,328	1
BLISS GARY	0	0	0	10,990	179	11,169	1
ANDERSON MATT - AA	0	0	0	1,532	15,662	17,194	0
BRODINE MARCY	0	0	0	12,827	5,320	18,147	1
LATIMORE BROOKS	0	0	0	5,040	0	5,040	1
COX CHAD	0	0	0	10,650	-2,556	8,094	0
LARSEN CHRISTOPHER	0	0	4,000	11,170	162	11,332	0
NICHOLS ANTHONY	0	0	0	19,057	6,248	25,305	0
CROFOOT BART	0	0	0	21,508	4,721	26,229	0
CLARK TREVOR	0	0	0	8,099	1,679	9,778	0
SPEAKMAN BEA	0	0	0	17,491	2,796	20,287	0
PONTIUS JUSTIN	0	0	0	3,556	424	3,980	0
CRAWFORD TRUDY	0	0	0	9,888	15,866	25,754	0
PACKARD CINDY	0	0	0	3,999	0	3,999	0
POWELL JAMES	0	0	0	2,889	324	3,213	0
JENSON MICHAEL	0	0	0	4,089	0	4,089	0
CARRICO CAMERON	0	0	0	19,076	2,248	21,324	1
PULLMAN LEANN	0	0	0	4,844	422	5,266	0
HARMON JUSTIN	0	0	0	3,393	-192	3,201	0
BAILEY STETZEN	0	0	0	12,406	0	12,406	0
MEYER ANDREW	0	0	0	50,410	1,900	52,310	0
STALLIONS DAKOTA	0	0	0	13,825	1,536	15,361	0
CLARK STEVEN	0	0	0	2,266	0	2,266	1

YEAR-TO-DATE

AUGUST 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	111,555	46	3	3			104,563	33,093	137,656	2,128,374	7
ELLIS ROBERT - AA	91,076	19	3	3			142,868	72,813	215,681	2,029,929	6
BURKE D KRIS	86,509	11		3			42,599	20,615	63,214	1,280,096	4
PETERSEN JERRY T	66,169	7		1			64,006	6,262	70,268	1,282,682	2
SHANK PERRY E - AA	56,750	17	3	3			89,456	6,699	96,155	1,224,267	3
JENSEN NEIL - AA	46,541	31	3	3			130,277	50,844	181,121	2,606,077	2
BAXTER KERRY	44,303	12		3			52,992	14,505	67,497	767,692	4
PFOST DARIN - AA	43,395	24	3	3			73,724	79,834	153,558	4,974,176	7
PRICE RHETT M	34,888	13	3	3			80,683	22,041	102,724	2,678,023	12
CARON KEEFAN	32,337	19	3	3			167,896	23,183	191,079	1,890,080	4
JOHNSON DOUGLAS - AA	32,254	18	3	3			70,734	15,021	85,755	1,881,549	8
TUNING GILBERT	29,943	11	3				57,808	28,165	85,973	1,584,666	3
RUSSOM PAMELA	29,608	9	3	3			51,936	9,872	61,808	803,386	1
BARTON BRETT O - AA	27,340	3		3			22,305	253	22,558	760,940	8
GUTHRIE DOUGLAS	26,255	12	1	3			52,345	14,196	66,541	1,984,659	3
BURKE WILLIAM TODD	22,502	23	3	3			116,294	66,906	183,200	1,550,041	5
BARKUS VAN J	20,860	16	3	3			52,532	12,140	64,672	1,376,261	1
ZAMORA STEVEN	19,701	12	2	2			226,327	23,871	250,198	980,883	11
JEPPESEN KYLE K	19,520	17	3	2			92,204	18,682	110,886	2,070,393	50
ZIMNEY DALE - AA	19,412	6	3				47,951	23,978	71,929	2,209,871	0
HART JARED - AA	17,941	15	3	1			102,069	46,940	149,009	2,964,374	15
COOK JENNIFER	16,855	9	3	1			58,810	5,654	64,464	1,185,764	7
ASKER MICHAEL W	16,744	4	3	2			43,064	26,697	69,761	2,019,875	2
HAZELBAKER NEIL	15,925	5		3			57,782	10,827	68,609	738,510	5
SALINAS ALEX	15,877	13	1				106,200	26,420	132,620	741,337	5
TAYLOR GARREN - AA	14,641	9		3			102,402	20,421	122,823	634,715	1
COX CHAD	13,679	8	2	2			50,062	13,654	63,716	970,417	0
SPRAY JERRY	13,588	16		1			69,690	36,607	106,297	492,610	5
JOHNSON PAUL	13,438	8	3	1			25,358	12,113	37,471	957,691	2
BECKNER RYAN - AA	13,294	18	1	2			93,368	28,470	121,838	1,586,867	6
D'AMBRA DONNA - AA	12,620	6	3				57,133	13,120	70,253	1,450,289	6
LESLIE BRANDT	12,408	8	3	1			70,346	16,108	86,454	1,581,555	6
GLIEGE LYNNAE - AA	12,340	6	3				82,128	35,419	117,547	1,464,765	0
POWELL JAMES	11,622	6		3			67,069	13,764	80,833	626,579	2
MOSES GRANT	11,467	9	1				86,770	6,288	93,058	1,532,947	11

YEAR-TO-DATE

AUGUST 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					
HANSEN ELI	11,459	22	1	1			72,363	35,152	107,515	1,631,897	42
RICHARDS JOSEPH	11,407	14	3				64,286	21,767	86,053	432,482	2
GARDNER JASON B	9,897	8	1				77,037	36,562	113,599	1,820,599	11
TINSLEY REBECCA	9,776	7	1	1			117,789	12,526	130,315	1,650,857	2
PAYNTER BRETT - AA	9,225	10	1				35,692	58,749	94,441	1,693,037	6
KASPER TIMOTHY - AA	9,212	7	1	1			62,827	9,454	72,281	927,070	0
JOHNSTON DEAN	9,036	6	1	1			27,741	16,800	44,541	907,428	5
HARRIS KERRY	8,905	8	1				88,897	8,476	97,373	1,534,167	6
GALLUP TOM - AA	8,875	7	2	1			43,024	13,777	56,801	848,201	4
MCCLURE BARRETT - AA	8,404	7	1				36,626	37,809	74,435	1,348,998	3
ANDRUS JACOB	8,399	32		1			72,718	3,993	76,711	83,237	0
SALINAS MARIO A - AA	8,301	6	2				57,851	16,680	74,531	1,426,681	8
ROGERS SAMUEL A	8,289	2					20,140	9,822	29,962	798,339	2
DINNING WALTER - AA	7,852	12		1			106,238	20,043	126,281	1,911,310	7
JEPPESSEN KENT E	7,798	8		1			80,500	67,178	147,678	2,770,891	8
ANDERSON MATT - AA	7,776	5	1	1			28,409	62,617	91,026	1,370,578	4
HUNGATE D WAYNE	7,324	6	1	1			113,857	68,596	182,453	3,076,727	3
GROTHAUS HEATHER	7,288	12	1				71,942	3,807	75,749	686,266	9
RICHARDSON KAREN	7,193	3		2			57,627	9,094	66,721	886,177	18
PRICE VAUGHN	6,790	8		1			112,674	54,797	167,471	2,531,422	12
NISHIMOTO JOHN	6,667	3		1			64,029	24,394	88,423	523,740	0
MARKS JOHN E	6,252	4		1			64,433	19,777	84,210	1,699,075	5
DEGN KEVIN - AA	6,179	6	1	1			86,677	11,828	98,505	1,542,054	0
QUINN SHAWN - AA	6,175	4		1			63,924	15,464	79,388	1,021,302	31
POUNDS LEE	5,912	7					93,440	27,444	120,884	1,634,737	6
PITCHFORD RANDALL	5,574	4	1				48,095	3,055	51,150	1,644,045	10
VANBIEZEN CLINT - AA	5,503	8	1				49,133	13,480	62,613	1,026,648	1
SCOTT ANDREW	5,244	8					33,334	1,378	34,712	34,727	0
CLARK TREVOR	4,916	2		1			49,538	10,362	59,900	568,310	0
BARRETT STUART - AA	4,845	6		1			54,574	27,005	81,579	1,465,681	16
FERGUSON TROY G - AA	4,819	1	1				85,871	6,414	92,285	1,191,476	6
TERRY TRAVIS	4,744	7		2			81,050	13,349	94,399	1,756,919	59
HALL JARED - AA	4,674	5					50,439	9,146	59,585	1,986,625	5
HARMON JUSTIN	4,177	5		1			44,684	1,803	46,487	53,225	0
MALMSTROM SCOTT G	3,928	3					43,811	45,972	89,783	1,607,935	5

YEAR-TO-DATE

AUGUST 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					
WARWICK MICHAEL	3,639	5					12,470	25,823	38,293	612,653	6
LINGARD JACOB	3,639	8					35,925	4,289	40,214	656,700	1
ARMSTRONG DERALD - AA	3,610	5					78,505	13,259	91,764	1,440,348	3
NEVAREZ DAVID - AA	3,533	6					23,604	44,610	68,214	991,153	8
LATIMORE BROOKS	3,475	6		1			95,381	8,540	103,921	982,129	5
COLPRON DAVID	3,444	3		1			47,589	13,275	60,864	946,027	5
REX RYAN - AA	3,382	3			1		25,515	9,079	34,594	734,712	4
PONTIUS JUSTIN	3,293	10			1		32,048	6,763	38,811	414,023	0
HILL JOHN W	3,077	7					97,134	11,118	108,252	1,525,674	8
BRODINE MARCY	3,058	4					63,645	25,973	89,618	1,782,876	10
WIDMER STEPHEN	3,025	4					60,763	28,812	89,575	899,424	5
BIRD RODNEY - AA	2,961	2					58,414	46,826	105,240	1,197,412	6
LAAN DREW	2,777	2					47,691	11,502	59,193	444,916	3
STOWELL ROBERT C	2,630	2					44,632	8,055	52,687	903,634	6
PORTER RYAN	2,628	2					29,454	29,935	59,389	871,219	2
FUNK NORMAN - AA	2,498	4					71,597	24,325	95,922	1,839,997	11
PEASE DYLAN	2,391	4					78,761	5,394	84,155	311,716	2
NELSON JARED	2,289	7					118,960	43,282	162,242	1,072,935	4
KUNZ SHANE R	2,203	3					40,850	13,932	54,782	1,346,571	5
DEWITT PAUL E	2,152	1					30,099	14,332	44,431	1,174,325	2
NEUFELD DT DANIEL	1,920	2					13,478	3,763	17,241	138,027	0
PERCIVAL RICHARD M	1,891	5					56,440	6,122	62,562	688,154	5
NICHOLS JUSTIN	1,875	4					52,398	10,767	63,165	782,915	1
AXENTY CHRIS	1,815	2					95,480	7,670	103,150	923,874	31
WILKINS ERIC	1,768	1					49,332	23,215	72,547	1,108,777	1
BLISS GARY	1,745	1					40,341	14,615	54,956	1,297,062	6
PEARSON RYAN	1,738	9					122,737	7,037	129,774	616,152	1
CATT ERICA K	1,630	6					48,961	6,113	55,074	1,286,545	1
SPEAKMAN BEA	1,629	3					88,859	22,411	111,270	814,619	3
GEARY KURT	1,578	4					18,987	1,836	20,823	1,318,838	3
STALLIONS DAKOTA	1,484	2					44,823	6,118	50,941	58,969	0
VON BRETHORST JERRY	1,471	3					25,019	28,620	53,639	986,000	1
BAILEY STETZEN	1,417	5					141,807	5,122	146,929	403,820	4
VANDERWALL MARK A - AA	1,382	1					67,338	11,306	78,644	824,149	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					
JENSON MICHAEL	1,320	1					63,619	4,907	68,526	168,424	0
STEPHENSON CRAIG	1,216	2					40,527	5,099	45,626	1,521,850	6
MINK TAYLOR	1,155	4					72,056	20,532	92,588	1,311,915	5
WHELOCK DOUG	1,119	2					28,421	6,457	34,878	830,718	1
FRY LUPE	1,110	2					26,826	13,472	40,298	600,635	5
FLANDRO DEBBIE	992	1					16,764	8,270	25,034	1,167,135	3
LARSEN CHRISTOPHER	944	3					72,721	14,219	86,940	899,716	1
LEACH R JOE	894	1					41,255	1,729	42,984	1,238,253	11
PERMANN J LENA - AA	817	1					23,555	1,160	24,715	641,196	8
NICHOLS ANTHONY	591	1					93,249	82,863	176,112	1,346,030	3
BOTHOF LISA	555	1					51,451	11,944	63,395	1,158,206	12
TEUSCHER DARYL M	446	0					19,059	5,248	24,307	855,886	7
ROSANDICK GRANT	434	1					43,122	4,567	47,689	452,587	1
CARRICO CAMERON	432	1					89,837	6,517	96,354	124,084	2
SORENSEN REDGE	428	2					129,449	53,281	182,730	2,451,771	6
POPEJOY ZAK	367	0					187,871	52,009	239,880	1,606,216	15
POTTER BRITAIN	304	2					67,759	3,240	70,999	960,899	3
MERRILL BROCK	233	0					48,065	3,676	51,741	935,042	0
SILVERS RON	116	0					14,747	6,658	21,405	713,351	4
SYKES RICH	86	0					58,707	10,220	68,927	728,443	3
GUZMAN BEATRIZ - AA	63	0					84,915	13,649	98,564	595,116	9
ZEMAITIS PHIL	55	0					32,745	37,617	70,362	1,411,193	2
CROFOOT BART	6	0					100,663	31,389	132,052	1,524,385	2
ZOLLINGER JOLENE	4	0					6,902	4,475	11,377	304,884	0
HARRIGFELD RYAN	0	0					76,357	28,298	104,655	1,393,193	2
BIRD CODY	0	0					-35	-1,222	-1,257	459,324	0
CRAWFORD TRUDY	0	0					102,268	23,838	126,106	553,603	0
PACKARD CINDY	0	0					69,980	6,568	76,548	205,821	0
PULLMAN LEANN	0	0					43,820	6,761	50,581	1,115,235	7
MEYER ANDREW	0	0					155,943	8,259	164,202	357,945	0
CLARK STEVEN	0	0					10,409	570	10,979	343,203	1

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

AUGUST 2019

AGENT CURRENT



JERRY PETERSEN

248,191

.....

BURKE D KRIS	142,714
PERRY KENDON - AA	100,062
*MEYER ANDREW	52,310
JEPPESEN KENT E	52,247
ROGERS SAMUEL A	44,433
GARDNER JASON B	40,115
ZAMORA STEVEN	34,015
PRICE VAUGHN	30,646
SPRAY JERRY	30,632

ROOKIE CURRENT



ANDREW MEYER

52,310

.....

CARRICO CAMERON	21,324
SCOTT ANDREW	18,265
STALLIONS DAKOTA	15,361
ANDRUS JACOB	13,154
NEUENFELDT DANIEL	12,554
BAILEY STETZEN	12,406
ROSANDICK GRANT	11,593
PEASE DYLAN	9,189
LINGARD JACOB	8,829

ROOKIE YEAR-TO-DATE



ANDREW MEYER

164,202

.....

BAILEY STETZEN	152,597
ANDRUS JACOB	110,307
CARRICO CAMERON	98,082
PEASE DYLAN	93,719
JENSON MICHAEL	73,806
HARMON JUSTIN	63,195
STALLIONS DAKOTA	56,877
SCOTT ANDREW	55,688
LINGARD JACOB	54,770
PULLMAN LEANN	50,581
ROSANDICK GRANT	49,425
NEUENFELDT DANIEL	24,921
ZOLLINGER JOLENE	11,393
CLARK STEVEN	10,979

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

PERRY KENDON - AA	583,876	RUSSOM PAMELA	180,240	HAZELBAKER NEIL	132,309
ELLIS ROBERT - AA	579,985	JEPPESSEN KENT E	178,870	CROFOOT BART	132,076
BURKE D KRIS	409,250	NICHOLS ANTHONY	178,476	BARTON BRETT O - AA	131,918
JENSEN NEIL - AA	367,285	BECKNER RYAN - AA	175,014	COOK JENNIFER	131,884
PETERSEN JERRY T	334,944	GUTHRIE DOUGLAS	171,561	RICHARDS JOSEPH	131,681
ZAMORA STEVEN	329,002	NELSON JARED	171,398	PAYNTER BRETT - AA	131,341
PFOST DARIN - AA	327,138	TINSLEY REBECCA	169,419	POWELL JAMES	127,321
SHANK PERRY E - AA	323,155	GLIEGE LYNNAE - AA	166,907	CRAWFORD TRUDY	126,106
CARON KEEFAN	320,427	*MEYER ANDREW	164,202	DEGN KEVIN - AA	123,221
BURKE WILLIAM TODD	273,208	SPRAY JERRY	160,649	ANDERSON MATT - AA	122,130
BAXTER KERRY	244,709	DINNING WALTER - AA	157,689	D'AMBRA DONNA - AA	120,733
PRICE RHETT M.	242,276	HANSEN ELI	153,351	HILL JOHN W	120,560
POPEJOY ZAK	241,348	GARDNER JASON B	153,187	COX CHAD	118,432
HART JARED - AA	220,773	*BAILEY STETZEN	152,597	LATIMORE BROOKS	117,821
JOHNSON DOUGLAS - AA	214,771	ZIMNEY DALE - AA	149,577	SPEAKMAN BEA	117,786
HUNGATE D WAYNE	211,749	BARKUS VAN J	148,112	BIRD RODNEY - AA	117,084
TUNING GILBERT	205,745	POUNDS LEE	144,532	NISHIMOTO JOHN	115,091
SALINAS ALEX	196,128	MOSES GRANT	138,926	TERRY TRAVIS	113,375
PRICE VAUGHN	194,631	ASKER MICHAEL W	136,737	FERGUSON TROY G - AA	111,561
JEPPESSEN KYLE K	188,966	PEARSON RYAN	136,726	AXENTY CHRIS	110,410
SORENSEN REDGE	184,442	LESLIE BRANDT	136,086	*ANDRUS JACOB	110,307
TAYLOR GARREN - AA	181,387	HARRIS KERRY	132,993	MARKS JOHN E	109,218

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

KASPER TIMOTHY - AA	109,129	JOHNSTON DEAN	80,685	*STALLIONS DAKOTA	56,877
MCCLURE BARRETT - AA	108,051	WILKINS ERIC	79,619	*SCOTT ANDREW	55,688
SALINAS MARIO A - AA	107,735	CLARK TREVOR.	79,564	*LINGARD JACOB	54,770
ARMSTRONG DERALD - AA	106,204	HALL JARED - AA	78,281	DEWITT PAUL E	53,039
FUNK NORMAN - AA	105,914	PACKARD CINDY	76,548	WARWICK MICHAEL	52,849
MALMSTROM SCOTT G	105,495	COLPRON DAVID	74,640	MERRILL BROCK	52,673
GROTHAUS HEATHER	104,901	*JENSON MICHAEL	73,806	PONTIUS JUSTIN.	51,983
HARRIGFELD RYAN.	104,655	PITCHFORD RANDALL	73,446	*PULLMAN LEANN	50,581
QUINN SHAWN - AA	104,088	POTTER BRITAIN	72,215	STEPHENSON CRAIG	50,490
BRODINE MARCY	101,850	NICHOLS JUSTIN.	70,665	*ROSANDICK GRANT	49,425
WIDMER STEPHEN	101,675	ZEMAITIS PHIL	70,582	REX RYAN - AA.	48,122
BARRETT STUART - AA.	100,959	LAAN DREW	70,301	LEACH R JOE	46,560
GUZMAN BEATRIZ - AA	98,816	PERCIVAL RICHARD M	70,126	FRY LUPE	44,738
*CARRICO CAMERON.	98,082	PORTER RYAN	69,901	WHEELOCK DOUG	39,354
MINK TAYLOR.	97,208	SYKES RICH.	69,271	FLANDRO DEBBIE	29,002
RICHARDSON KAREN.	95,493	BOTHOF LISA.	65,615	PERMANN J LENA - AA	27,983
*PEASE DYLAN	93,719	KUNZ SHANE R	63,594	GEARY KURT	27,135
GALLUP TOM - AA	92,301	STOWELL ROBERT C	63,207	TEUSCHER DARYL M	26,091
JOHNSON PAUL	91,223	*HARMON JUSTIN	63,195	*NEUENFELDT DANIEL	24,921
LARSEN CHRISTOPHER	90,716	ROGERS SAMUEL A	63,118	SILVERS RON	21,869
VANBIEZEN CLINT - AA	84,625	BLISS GARY	61,936	*ZOLLINGER JOLENE	11,393
VANDERWALL MARK A - AA	84,172	CATT ERICA K	61,594	*CLARK STEVEN	10,979
NEVAREZ DAVID - AA	82,346	VON BRETHORST JERRY	59,523		



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	111,708	46	104,563	33,093	137,656
ROB ELLIS	91,079	19	142,868	72,813	215,681
JERRY T PETERSEN	66,188	7	64,006	6,262	70,268
PERRY E SHANK	56,956	17	89,456	6,699	96,155
NEIL JENSEN	46,541	31	130,277	50,844	181,121
KRIS BURKE	45,945	11	42,599	20,615	63,214
KERRY BAXTER	44,303	12	52,992	14,505	67,497
DARIN PFOST	43,425	24	73,724	79,834	153,558
RHETT PRICE	34,891	13	80,683	22,041	102,724
KEEFAN CARON	32,335	19	167,896	23,183	191,079
DOUG JOHNSON	32,254	18	70,734	15,021	85,755
GILBERT TUNING	29,943	11	57,808	28,165	85,973
PAMELA RUSSOM	29,609	9	51,936	9,872	61,808
BRETT BARTON	27,340	3	22,305	253	22,558
DOUG GUTHRIE	26,263	12	52,345	14,196	66,541

ALL AMERICAN & PRESIDENT'S CLUB

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	373,417	782,800	2,883,499	780,109	3,663,608
MAGIC VALLEY REGION	385,318	551,700	1,896,619	524,743	2,421,362
TREASURE VALLEY REGION	363,244	734,000	2,747,286	1,029,736	3,777,022
NORTH IDAHO REGION	263,746	450,000	1,404,572	350,447	1,755,019

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

AUGUST 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					
NORTH IDAHO	42,359	263,517	450,000	9.40%	58.50%	2,932,361	21,245,109	32,486,000	9.00%	65.30%	9.20%
EASTERN IDAHO	69,374	374,557	782,800	8.80%	47.80%	6,610,594	53,654,035	81,620,000	8.00%	65.70%	8.50%
MAGIC VALLEY	44,465	425,660	551,700	8.00%	77.10%	4,274,289	35,860,661	54,132,000	7.80%	66.20%	8.00%
TREASURE VALLEY	22,116	367,472	734,000	3.00%	50.00%	6,563,823	51,351,462	76,953,000	8.50%	66.70%	5.80%
TOTAL	178,314	1,431,206	2,518,500	7.00%	56.80%	20,381,067	162,111,266	245,191,000	8.30%	66.10%	9.20%
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	338,209	2,883,499	5,725,408	46,378,378	6.20%	450,720	3,215,801	5,685,661	43,775,677
MAGIC VALLEY	218,950	1,896,619	3,537,455	30,660,084	6.20%	212,295	1,865,583	3,515,416	28,881,835
TREASURE VALLEY	360,252	2,747,286	5,241,455	41,005,085	6.70%	407,774	3,068,269	5,229,033	39,137,789
NORTH IDAHO	196,311	1,404,572	2,478,442	17,704,865	7.90%	246,267	1,482,501	2,317,709	16,553,240
TOTAL	1,113,722	8,931,976	16,982,760	135,748,412	6.60%	1,317,056	9,632,154	16,747,819	128,348,541
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	143,227	780,109	885,186	7,275,657	10.70%	78,035	702,857	760,867	6,653,960
MAGIC VALLEY	71,231	524,743	736,834	5,200,577	10.10%	85,886	593,470	677,038	4,867,768
TREASURE VALLEY	103,176	1,029,736	1,322,368	10,346,377	10.00%	214,896	1,036,005	1,408,029	9,831,656
NORTH IDAHO	42,159	350,447	453,919	3,540,244	9.90%	56,834	389,830	410,413	3,485,967
TOTAL 2019 GOAL	359,793	2,685,034	3,398,307	26,362,854 39,085,000	10.20%	435,651	2,722,163	3,256,347	24,839,351
Personal and Commercial Lines									
EASTERN IDAHO	481,436	3,663,608	6,610,594	53,654,035	6.80%	528,755	3,918,658	6,446,528	50,429,637
MAGIC VALLEY	290,181	2,421,362	4,274,289	35,860,661	6.80%	298,181	2,459,053	4,192,454	33,749,603
TREASURE VALLEY	463,428	3,777,022	6,563,823	51,351,462	7.40%	622,670	4,104,274	6,637,062	48,969,445
NORTH IDAHO	238,470	1,755,019	2,932,361	21,245,109	8.30%	303,101	1,872,331	2,728,122	20,039,207
TOTAL 2019 GOAL	1,473,515	11,617,010	20,381,067	162,111,266 245,191,000	7.20%	1,752,707	12,354,317	20,004,166	153,187,892

To be on track % of goal should be 67% 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

AUGUST 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	119	223,098
JUNE	106	167,892	70	172,806	79	102,149
JULY	86	87,382	65	109,787	81	132,309
AUGUST	82	77,491	109	159,591	94	178,314
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
NORTH IDAHO	42,359	34	9,368,451	196,311	42,159	238,470	2,932,361	16
EASTERN IDAHO	69,374	24	6,933,825	338,209	143,227	481,436	6,610,594	32
MAGIC VALLEY	44,465	13	5,935,299	218,950	71,231	290,181	4,274,289	30
TREASURE VALLEY	22,116	23	7,441,309	360,252	103,176	463,428	6,563,823	17
STATE TOTALS	178,314	94	29,678,884	1,113,722	359,793	1,473,515	20,381,067	95

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	425,660	193	51,193,758	1,896,619	524,743	2,421,362	35,860,661	250
NORTH IDAHO	263,517	173	49,890,745	1,404,572	350,447	1,755,019	21,245,109	97
TREASURE VALLEY	367,472	254	57,034,897	2,747,286	1,029,736	3,777,022	51,351,462	171
EASTERN IDAHO	374,557	278	64,174,596	2,883,499	780,109	3,663,608	53,654,035	274
STATE TOTALS	1,431,206	898	222,293,996	8,931,976	2,685,035	11,617,011	162,111,267	792

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



KENDON PERRY
111,555

ISSUED LPC

ROB ELLIS	91,076
KRIS BURKE	86,509
JERRY T PETERSEN	66,169
PERRY E SHANK	56,750
NEIL JENSEN	46,541
KERRY BAXTER	44,303
DARIN PFOST	43,395
RHETT PRICE	34,888
KEEFAN CARON	32,337



KENDON PERRY
46

ISSUED FBL APPS

JACOB ANDRUS	32
NEIL JENSEN	31
DARIN PFOST	24
TODD BURKE	23
ELI HANSEN	22
ROB ELLIS	19
KEEFAN CARON	19
DOUG JOHNSON	18
RYAN BECKNER	18



KENDON PERRY
12,216,090

LIFE VOLUME

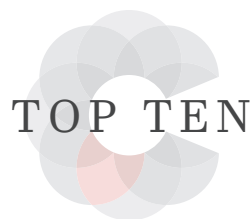
PERRY E SHANK	8,743,882
JOSEPH RICHARDS	8,601,000
JACOB ANDRUS	7,365,000
KEEFAN CARON	7,132,338
TODD BURKE	6,636,509
ELI HANSEN	6,461,000
JERRY T PETERSEN	6,070,000
NEIL JENSEN	5,918,560
ROB ELLIS	5,286,627



KEEFAN CARON
240

NEW CITY SQUIRES

ZAK POPEJOY	183
STEVEN ZAMORA	172
RYAN PEARSON	163
VAUGHN PRICE	138
TODD BURKE	130
NEIL JENSEN	130
TROY FERGUSON	120
BROOKS LATIMORE	115
JARED HART	110



BECKY TINSLEY

15

NEW COUNTRY SQUIRES

BRANDT LESLIE	14
RYAN BECKNER	13
MARK VANDERWALL	12
TAYLOR MINK	10
STU BARRETT	9
TODD BURKE	9
JENNIFER COOK	9
LEE POUNDS	9
BARRETT MCCLURE	8



WAYNE HUNGATE

11

NEW FARM & RANCH

DONNA D'AMBRA	6
RYAN HARRIGFELD	6
MIKE ASKER	5
ROB ELLIS	5
VAUGHN PRICE	5
KAREN RICHARDSON	5
GARY BLISS	4
BART CROFOOT	4
KEVIN DEGN	4



STEVEN ZAMORA

226,327

NEW PERS PREMIUM

ZAK POPEJOY	187,871
KEEFAN CARON	167,896
ANDREW MEYER	155,943
ROB ELLIS	142,868
STETZEN BAILEY	141,807
NEIL JENSEN	130,277
REDGE SORENSON	129,449
RYAN PEARSON	122,737
JARED NELSON	118,960



DARIN PFOF

3,842,682

TOTAL PERS PREMIUM

WAYNE HUNGATE	2,511,852
JARED HART	2,485,592
RHETT PRICE	2,395,973
KENT JEPPESEN	2,389,727
NEIL JENSEN	2,155,179
VAUGHN PRICE	2,058,392
KYLE JEPPESEN	1,832,696
JARED HALL	1,813,569
REDGE SORENSON	1,808,335



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
50

NEW BOP AND CPP

WAYNE HUNGATE	44
ZAK POPEJOY	43
JARED HART	40
DARIN PFOST	37
PHIL ZEMAITIS	35
KEEFAN CARON	31
SCOTT MALMSTROM	31
MATT ANDERSON	30
STUART BARRETT	30



BRETT PAYNTER
82,863

NEW COMM PREMIUM

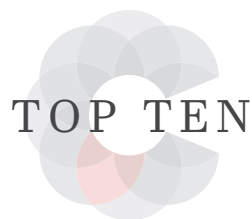
DARIN PFOST	79,834
ROB ELLIS	72,813
WAYNE HUNGATE	68,596
KENT JEPPESEN	67,178
TODD BURKE	66,906
MATT ANDERSON	62,617
BRETT PAYNTER	58,749
VAUGHN PRICE	54,797
REDGE SORENSON	53,281



DARIN PFOST
1,131,494

TOTAL COMM PREMIUM

DALE ZIMNEY	751,407
REDGE SORENSON	643,436
WAYNE HUNGATE	564,875
ROB ELLIS	507,621
KENDON PERRY	490,715
PHILIP ZEMAITIS	485,801
JARED HART	478,782
VAUGHN PRICE	473,030
MATT ANDERSON	468,332



WADE ANDERSEN

7

NEW CROP HAIL

ARDEN ANDERSON	6
BRETT PAYNTER	5
DARIN PFOST	5
TOM GALLUP	4
BARRETT MCCLURE	4
MARCY BRODINE	3
PAMELA RUSSOM	2
DUSTIE PAYNTER	2
TYLER HOOPES	2



PAMELA RUSSOM

61,642

CROP HAIL PREMIUM

TOM GALLUP	50,050
MARCY BRODINE	47,891
KYLE JEPPESEN	32,238
LEANN PULLMAN	31,239
JARED HART	28,132
ARDEN ANDERSON	24,544
BRETT PAYNTER	22,753
DARIN PFOST	20,380
DUSTIE PAYNTER	20,012



TRAVIS TERRY

59

FINANCE LOANS

KYLE JEPPESEN	50
ELI HANSEN	42
SHAWN QUINN	31
CHRIS AXENTY	31
KAREN RICHARDSON	18
STUART BARRETT	16
JARED HART	15
ZAK POPEJOY	15
VAUGHN PRICE	12



ELI HANSEN

896,912

FINANCE VOLUME

TRAVIS TERRY	635,325
KYLE JEPPESEN	599,936
SHAWN QUINN	404,176
VAUGHN PRICE	384,319
CHRIS AXENTY	297,415
RHETT PRICE	236,794
NORMAN FUNK	206,777
JARED HART	199,502
CRAIG STEPHENSON	174,339



DARIN PFOF
4,974,176

TOTAL PERS/COMM PREM

WAYNE HUNGATE	3,076,727
JARED HART	2,964,374
KENT JEPPESEN	2,770,891
RHETT PRICE	2,678,023
NEIL JENSEN	2,606,077
VAUGHN PRICE	2,531,422
REDGE SORENSON	2,451,771
DALE ZIMNEY	2,209,871
KENDON PERRY	2,128,374