



COVERAGE

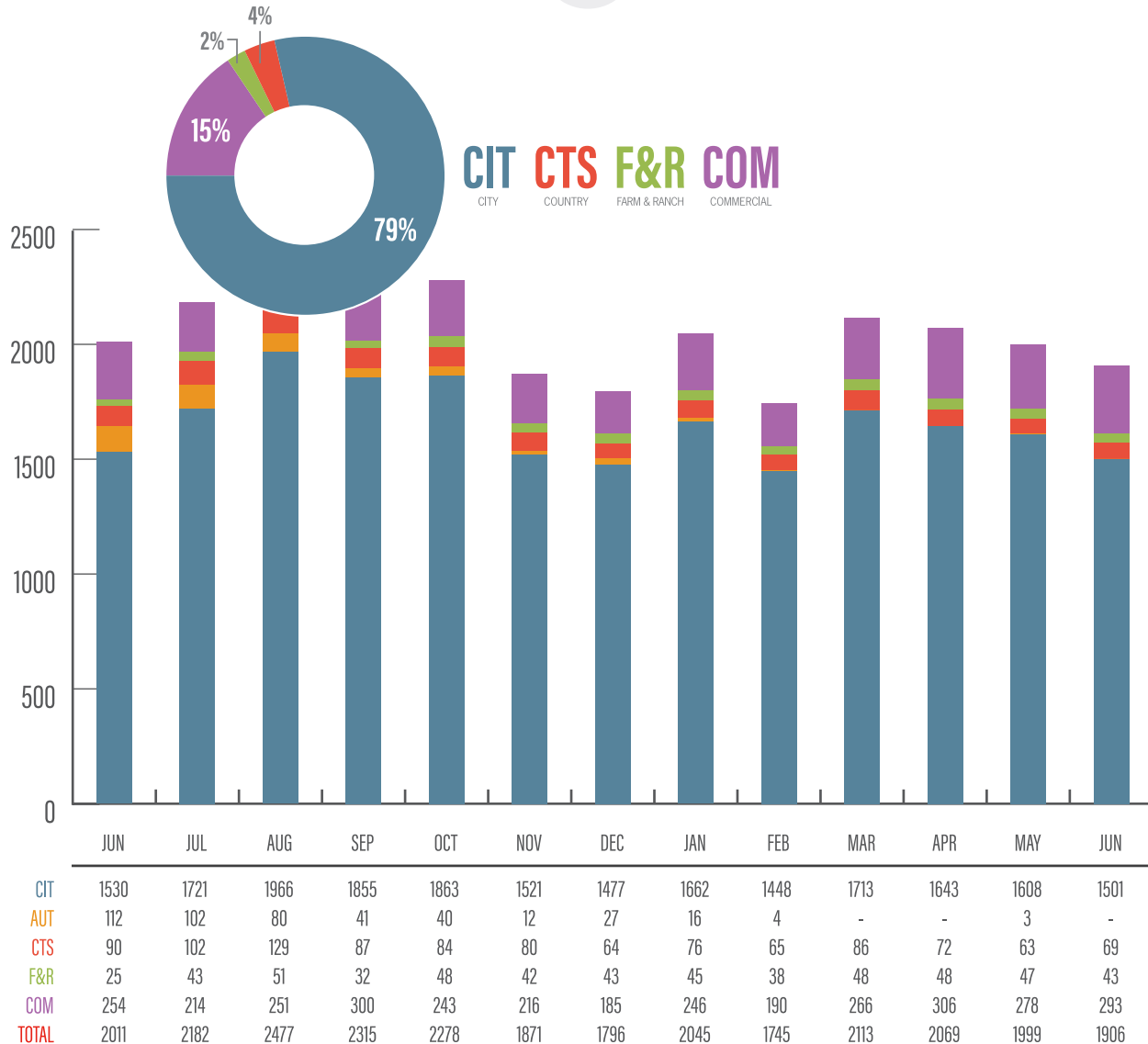
AGENT REPORTS

JUNE 2019

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JUNE 2019

APP COUNT



CURRENT

JUNE 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	6,773,630	374,711	7,148,341
MAGIC VALLEY	6,369,238	235,379	6,604,617
TREASURE VALLEY	5,719,398	491,012	6,210,410
NORTH IDAHO	5,478,105	195,072	5,673,177

JUNE 2019

AGENT OF THE MONTH



KEEFAN CARON
ADA 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

JUNE 2019



JUD HARMON
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 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

JUNE 2019

TOP PRODUCERS

ISSUED LPC



TODD BURKE
\$6,293

ISSUED FBL APPS



KENDON PERRY
9 APPLICATIONS

LIFE VOLUME



TODD BURKE
\$2,456,000

FINANCE LOANS



KYLE JEPPESEN
8 LOANS

NEW PERSONAL PREMIUM



KEEFAN CARON
\$32,103

NEW COMMERCIAL PREMIUM



BRETT PAYNTER
\$37,434

NEW PERS/COMM PREMIUM



BRETT PAYNTER
\$43,950

TOTAL PERS/COMM PREMIUM



DARIN PFOF
\$556,645

ROOKIES

JUNE 2019

TOP PRODUCERS



ISSUED LPC



JUSTIN HARMON
\$3,622

ISSUED FBL APPS



JUSTIN HARMON
2 APPLICATIONS

LIFE VOLUME



ANDREW SCOTT
\$525,000

FINANCE LOANS



STETZEN BAILEY
3 LOANS

NEW PERSONAL PREMIUM



ANDREW MEYER
\$20,241

NEW COMMERCIAL PREMIUM



STETZEN BAILEY
\$2,814

NEW PERS/COMM PREMIUM



ANDREW MEYER
\$20,075

TOTAL PERS/COMM PREMIUM



LEANN PULLMAN
\$134,114

JUNE 2019

SQUIRE HONOR ROLL



KEEFAN CARON

115 MONTHS

.....

VAUGHN PRICE	26
TRAVIS TERRY	26
RHETT PRICE	24
JARED NELSON	24
KYLE JEPPESEN	22
TODD BURKE	22
ZAK POPEJOY	22
RYAN BECKNER	21
JOHN W HILL	20
WAYNE HUNGATE	19
RYAN PEARSON	18
REBECCA TINSLEY	17



BROOKS LATIMORE

28 MONTHS

.....

TROY FERGUSON	16
STEVEN ZAMORA	16
WALT DINNING	12
BEA GUZMAN	11
STEPHEN WIDMER	10
MARCY BRODINE	10
DARIN PFOST	9
BRANDT LESLIE	7
JARED HART	6
GILBERT TUNING	6
ALEX SALINAS	6
BRITAIN POTTER	6



GRANT MOSES

26 MONTHS

.....

TRUDY CRAWFORD	6
MICHAEL JENSON	6
ANDREW MEYER	5
TOM GALLUP	4
NEIL JENSEN	4
KENDON PERRY	4
LEANN PULLMAN	4
MIKE ASKER	3
JOE LEACH	3
JOHN MARKS	3
DERALD C ARMSTRONG	3
VAN BARKUS	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
BURKE WILLIAM TODD	6,293	7	2,456,000	6,932	1,581	8,513	0
HAZELBAKER NEIL	6,237	1	151,000	2,445	3,188	5,633	1
ASKER MICHAEL W	6,195	2	750,000	10,072	6,349	16,421	1
COX CHAD	6,000	2	0	10,939	5,823	16,762	0
BAXTER KERRY	5,250	2	0	-517	2,993	2,476	1
RUSSOM PAMELA	5,125	1	453,000	6,033	189	6,222	0
BECKNER RYAN - AA	4,756	4	500,000	12,873	7,039	19,912	0
CARON KEEFAN	4,450	1	750,000	32,103	4,043	36,146	0
JOHNSON PAUL	4,150	2	967,000	4,718	0	4,718	1
PRICE RHETT M	4,061	2	98,630	9,199	2,638	11,837	2
HARMON JUSTIN	3,622	2	200,000	5,009	462	5,471	0
BARRETT STUART - AA	3,214	1	100,000	8,743	2,185	10,928	0
SHANK PERRY E - AA	3,045	3	1,256,398	6,234	-89	6,145	1
PRICE VAUGHN	2,748	1	150,000	19,139	5,217	24,356	2
PERRY KENDON - AA	2,703	9	1,038,105	16,967	-860	16,107	0
POUNDS LEE	2,347	1	0	14,483	4,461	18,944	0
HANSEN ELI	2,014	2	800,000	7,680	3,093	10,773	3
GUTHRIE DOUGLAS	1,889	2	184,000	2,502	-1,629	873	1
BURKE D KRIS	1,831	1	500,000	2,468	2,686	5,154	1
PITCHFORD RANDALL	1,740	3	800,000	13,449	620	14,069	1
JEPPESEN KENT E	1,537	2	301,000	16,752	9,875	26,627	0
PFOST DARIN - AA	1,376	1	100,000	6,917	10,669	17,586	1
BARTON BRETT O - AA	1,365	1	500,000	5,790	0	5,790	0
VANDERWALL MARK A - AA	1,359	1	250,000	5,316	2,103	7,419	0
QUINN SHAWN - AA	1,193	1	350,000	416	2,380	2,796	2
KASPER TIMOTHY - AA	1,187	1	640,000	1,546	-119	1,427	0
SCOTT ANDREW	1,052	2	525,000	10,328	0	10,328	0
TAYLOR GARREN - AA	1,046	2	395,000	29,231	589	29,820	0
PETERSEN JERRY T	1,039	0	1,270,000	9,153	137	9,290	0
D'AMBRA DONNA - AA	994	1	10,000	127	340	467	1
TUNING GILBERT	954	1	800,000	5,227	960	6,187	0
HALL JARED - AA	918	1	75,000	2,343	853	3,196	1
HUNGATE D WAYNE	858	2	1,100,000	18,917	18,387	37,304	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
STALLIONS DAKOTA	822	1	500,000	8,945	514	9,459	0
FLANDRO DEBBIE	788	1	300,000	1,434	1,022	2,456	0
REX RYAN - AA	758	0	0	5,425	1,385	6,810	1
GROTHAUS HEATHER	733	1	150,000	7,122	141	7,263	1
MCCLURE BARRETT - AA	723	2	570,000	2,533	595	3,128	0
PERMANN J LENA - AA	692	1	100,000	945	1,315	2,260	2
NEVAREZ DAVID - AA	617	1	90,000	4,691	9,042	13,733	1
GLIEGE LYNNAE - AA	424	0	546,000	830	1,360	2,190	0
CATT ERICA K	399	1	300,000	7,033	0	7,033	0
BLISS GARY	360	0	0	722	-1,261	-539	0
VANBIEZEN CLINT - AA	336	0	217,420	2,663	778	3,441	1
WIDMER STEPHEN	334	0	12,420	5,287	4,702	9,989	0
ZIMNEY DALE - AA	294	0	0	11,192	4,932	16,124	0
JOHNSON DOUGLAS - AA	285	1	350,000	374	4,096	4,470	1
ANDRUS JACOB	270	2	260,000	17,240	0	17,240	0
ZAMORA STEVEN	224	1	450,000	18,923	2,753	21,676	0
PEASE DYLAN	176	1	10,000	5,455	653	6,108	0
POWELL JAMES	148	1	50,000	10,097	7,381	17,478	1
HARRIS KERRY	145	0	6,398	9,419	3,068	12,487	1
MALMSTROM SCOTT G	115	0	0	4,404	2,640	7,044	0
RICHARDS JOSEPH	68	0	975,000	1,521	2,723	4,244	0
ELLIS ROBERT - AA	61	0	275,000	6,264	388	6,652	1
JENSEN NEIL - AA	53	0	0	11,978	1,833	13,811	1
MARKS JOHN E	47	0	0	13,583	4,611	18,194	1
GALLUP TOM - AA	34	0	0	2,478	2,181	4,659	0
MERRILL BROCK	32	0	0	2,942	538	3,480	0
JEPPESEN KYLE K	28	0	0	13,167	2,795	15,962	8
HART JARED - AA	28	0	50,000	13,078	3,743	16,821	0
COLPRON DAVID	26	0	0	1,725	-314	1,411	0
MOSES GRANT	22	0	0	7,727	1,906	9,633	3
VON BRETHORST JERRY	18	0	0	877	6,929	7,806	1
FUNK NORMAN - AA	17	0	0	2,774	790	3,564	4
FERGUSON TROY G - AA	17	0	102,000	648	1,950	2,598	0
SALINAS MARIO A - AA	15	0	0	11,171	2,163	13,334	0
WHELOCK DOUG	15	0	0	8,162	2,367	10,529	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
BIRD RODNEY - AA	15	0	0	13,152	14,283	27,435	0
SILVERS RON	14	0	0	6,025	0	6,025	0
DINNING WALTER - AA	11	0	0	8,506	2,905	11,411	1
TINSLEY REBECCA	11	0	0	7,240	1,019	8,259	1
NISHIMOTO JOHN	10	0	0	11,881	2,787	14,668	0
HILL JOHN W	9	0	0	13,809	2,285	16,094	0
BARKUS VAN J	9	0	500,000	10,678	3,646	14,324	0
FRY LUPE	8	0	0	1,184	630	1,814	0
SYKES RICH	8	0	404,000	6,157	522	6,679	0
TEUSCHER DARYL M	6	0	0	3,514	0	3,514	0
GUZMAN BEATRIZ - AA	6	0	0	9,906	3,155	13,061	0
LEACH R JOE	5	0	0	6,595	-235	6,360	2
SORENSEN REDGE	5	0	50,000	20,184	456	20,640	2
LESLIE BRANDT	5	0	0	6,447	8,634	15,081	0
ZEMAITIS PHIL	5	0	0	4,807	30	4,837	0
DEWITT PAUL E	4	0	0	3,243	66	3,309	0
GARDNER JASON B	4	0	0	10,995	2,449	13,444	2
SALINAS ALEX	4	0	0	7,568	1,854	9,422	0
LINGARD JACOB	4	0	100,000	-2,922	-1,170	-4,092	0
ROGERS SAMUEL A	3	0	0	1,282	1,789	3,071	0
STEPHENSON CRAIG	3	0	0	-266	178	-880	0
POTTER BRITAIN	3	0	0	2,308	-74	2,234	0
KUNZ SHANE R	2	0	0	5,603	2,332	7,935	0
RICHARDSON KAREN	2	0	0	373	145	518	1
DEGN KEVIN - AA	2	0	0	7,201	3,032	10,233	0
TERRY TRAVIS	2	0	0	2,316	1,642	3,958	7
BOTHOF LISA	2	0	0	3,400	551	3,951	2
ROSANDICK GRANT	2	0	0	7,779	-338	7,441	0
ARMSTRONG DERALD - AA	1	0	0	20,635	-20	20,615	1
PERCIVAL RICHARD M	1	0	0	13,518	18	13,536	2
MINK TAYLOR	1	0	0	3,351	-435	2,916	0
PORTER RYAN	1	0	0	157	4,324	4,481	0
NELSON JARED	1	0	0	13,747	26,505	40,252	0
STOWELL ROBERT C	0	0	0	-312	658	346	2
JOHNSTON DEAN	0	0	0	8,456	2,453	10,909	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
GEARY KURT	0	0	0	3,949	68	4,017	1
PAYNTER BRETT - AA	0	0	0	6,517	37,434	43,951	2
AXENTY CHRIS	0	0	0	-1,454	3,417	1,963	5
HARRIGFELD RYAN	0	0	0	518	6,434	6,952	0
WARWICK MICHAEL	0	0	0	2,325	-981	1,344	1
ANDERSON MATT - AA	0	0	0	4,107	6,425	10,532	1
BRODINE MARCY	0	0	0	6,707	3,098	9,805	1
LATIMORE BROOKS	0	0	0	13,132	2,720	15,852	2
WILKINS ERIC	0	0	0	83	169	252	0
COOK JENNIFER	0	0	0	6,253	1,672	7,925	2
LARSEN CHRISTOPHER	0	0	0	6,830	3,008	9,838	0
NICHOLS ANTHONY	0	0	0	16,634	6,170	22,804	1
NICHOLS JUSTIN	0	0	0	962	630	1,592	0
POPEJOY ZAK	0	0	2,000	11,122	6,771	17,893	1
CROFOOT BART	0	0	0	2,324	3,323	5,647	1
CLARK TREVOR	0	0	0	2,863	724	3,587	0
SPEAKMAN BEA	0	0	0	931	6,778	7,709	0
PONTIUS JUSTIN	0	0	0	2,283	0	2,283	0
CRAWFORD TRUDY	0	0	0	5,707	2,404	8,111	0
LAAN DREW	0	0	0	6,371	332	6,703	0
PACKARD CINDY	0	0	0	8,972	1,256	10,228	0
SPRAY JERRY	0	0	0	4,146	2,066	6,212	1
PEARSON RYAN	0	0	0	13,304	561	13,865	0
JENSON MICHAEL	0	0	0	10,755	2,310	13,065	0
CARRICO CAMERON	0	0	0	456	0	456	0
PULLMAN LEANN	0	0	0	5,496	237	5,733	0
BAILEY STETZEN	0	0	0	2,828	2,814	5,642	3
MEYER ANDREW	0	0	0	20,241	-165	20,076	0
ZOLLINGER JOLENE	0	0	0	1,777	83	1,860	0
NEUENFELDT DANIEL	0	0	0	2,268	1,166	3,434	0
CLARK STEVEN	0	0	0	0	0	0	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	87,705	16	3	3			126,668	53,188	179,856	1,479,697	3
PERRY KENDON - AA	57,977	33	3	3			81,613	26,919	108,532	1,491,217	6
SHANK PERRY E - AA	56,490	16	3	3			80,574	5,473	86,047	974,745	2
BURKE D KRIS	50,796	6		3			32,671	20,615	53,286	1,007,202	4
PFOST DARIN - AA	40,434	21	3	3			66,719	57,596	124,315	3,589,856	6
BAXTER KERRY	37,607	11		3			21,315	10,739	32,054	567,119	4
JENSEN NEIL - AA	35,485	25	3	3			90,787	30,050	120,837	1,928,329	2
PRICE RHETT M	33,787	12	3	3			54,542	17,123	71,665	1,879,047	11
CARON KEEFAN	31,827	19	3	3			126,178	17,695	143,873	1,330,561	3
JOHNSON DOUGLAS - AA	30,967	16	3	3			55,351	12,009	67,360	1,418,979	5
TUNING GILBERT	28,000	8	3				46,815	21,613	68,428	1,096,828	3
BARTON BRETT O - AA	27,323	3		3			21,660	253	21,913	538,317	6
RUSSOM PAMELA	22,677	7	3	3			37,341	7,681	45,022	597,578	1
BURKE WILLIAM TODD	20,474	18	3	3			101,500	64,964	166,464	1,180,161	3
BARKUS VAN J	20,150	15	3	3			35,645	9,610	45,255	1,069,555	1
JEPPESEN KYLE K	19,028	15	3	2			73,496	13,856	87,352	1,512,943	39
ZIMNEY DALE - AA	18,798	6	3				33,886	18,042	51,928	1,623,460	0
HART JARED - AA	16,871	13	3	1			80,876	36,029	116,905	2,219,875	11
ASKER MICHAEL W	16,718	4	3	2			43,008	19,653	62,661	1,475,572	2
HAZELBAKER NEIL	15,613	5		3			46,425	4,994	51,419	522,035	4
TAYLOR GARREN - AA	14,645	8		3			96,189	17,099	113,288	424,050	0
GUTHRIE DOUGLAS	13,984	9	1	3			38,511	10,905	49,416	1,455,800	3
COOK JENNIFER	13,959	8	3	1			51,147	2,441	53,588	961,794	7
COX CHAD	13,799	8	2	2			31,010	13,106	44,116	746,526	0
JOHNSON PAUL	13,339	8	3	1			14,262	10,830	25,092	721,045	2
ZAMORA STEVEN	13,143	7	2	2			175,919	20,789	196,708	729,985	8
BECKNER RYAN - AA	12,526	17	1	2			62,250	20,239	82,489	1,115,436	6
LESLIE BRANDT	12,393	8	3	1			61,241	14,313	75,554	1,220,425	5
GLIEGE LYNNAE - AA	12,218	6	3				52,778	32,350	85,128	1,108,944	0
D'AMBRA DONNA - AA	11,846	5	3				43,754	7,038	50,792	973,736	6
POWELL JAMES	11,778	6		3			52,840	13,037	65,877	406,806	1
RICHARDS JOSEPH	11,459	13	3				48,945	15,541	64,486	286,774	0
GALLUP TOM - AA	10,534	7	2	1			36,648	9,020	45,668	635,302	3
TINSLEY REBECCA	9,464	7	1	1			86,879	13,252	100,131	1,186,792	2

YEAR-TO-DATE

JUNE 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	8,677	17	1	1			42,933	26,967	69,900	1,249,912	32
TERRY TRAVIS	8,453	11		2			57,944	12,020	69,964	1,348,633	41
KASPER TIMOTHY - AA	8,343	5	1	1			51,244	7,473	58,717	710,246	0
JOHNSTON DEAN	8,253	5	1	1			22,181	12,448	34,629	661,738	3
ANDERSON MATT - AA	7,776	5	1	1			25,297	40,387	65,684	1,063,698	4
PAYNTER BRETT - AA	7,600	8	1				32,483	90,050	122,533	1,312,829	6
SALINAS MARIO A - AA	7,585	5	2				51,021	10,983	62,004	1,010,500	4
HUNGATE D WAYNE	7,268	6	1	1			101,461	59,794	161,255	2,368,550	3
JEPPESSEN KENT E	7,202	7		1			53,724	26,201	79,925	2,006,266	5
RICHARDSON KAREN	7,189	3		2			38,757	4,026	42,783	638,025	13
ANDRUS JACOB	6,955	26		1			57,173	3,433	60,606	61,953	0
MOSES GRANT	6,912	8	1				85,820	6,652	92,472	1,445,081	9
PRICE VAUGHN	6,891	8		1			90,182	45,684	135,866	1,891,676	9
HARRIS KERRY	6,789	5	1				70,110	8,203	78,313	1,068,908	4
DEGN KEVIN - AA	6,285	6	1	1			52,782	10,696	63,478	1,125,606	0
PETERSEN JERRY T	6,271	1		1			53,858	4,869	58,727	954,154	2
QUINN SHAWN - AA	6,160	4		1			49,753	12,064	61,817	758,149	23
DINNING WALTER - AA	6,134	11		1			76,567	14,983	91,550	1,388,491	6
MCCLURE BARRETT - AA	5,835	5	1				25,307	34,397	59,704	1,116,426	2
GROTHAUS HEATHER	5,627	7	1				57,951	2,561	60,512	506,451	9
SALINAS ALEX	5,288	11	1				80,300	21,605	101,905	552,905	4
GARDNER JASON B	5,020	5	1				49,735	17,128	66,863	1,353,822	8
PITCHFORD RANDALL	4,961	4	1				43,761	2,550	46,311	1,203,944	5
CLARK TREVOR	4,916	2		1			35,580	7,439	43,019	413,930	0
NISHIMOTO JOHN	4,807	3		1			53,690	21,686	75,376	363,812	0
FERGUSON TROY G - AA	4,785	1	1				60,830	5,222	66,052	885,280	4
VANBIEZEN CLINT - AA	4,587	7	1				34,369	10,429	44,798	845,429	1
MARKS JOHN E	4,552	1		1			51,938	13,968	65,906	1,248,497	5
POUNDS LEE	4,179	4					60,118	17,493	77,611	1,148,520	4
BARRETT STUART - AA	4,071	4		1			42,514	22,070	64,584	1,109,398	11
HARMON JUSTIN	3,996	5		1			42,530	2,506	45,036	48,312	0
SPRAY JERRY	3,484	2		1			47,522	24,902	72,424	347,885	3
LATIMORE BROOKS	3,475	6	1				78,897	5,929	84,826	658,103	4
COLPRON DAVID	3,402	3	1				40,489	9,289	49,778	704,885	3
REX RYAN - AA	3,335	3		1			22,008	7,913	29,921	565,685	3

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JUNE 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					
PONTIUS JUSTIN	3,091	8		1			26,140	3,626	29,766	324,944	0
NEVAREZ DAVID - AA	3,032	6					22,457	27,014	49,471	690,190	6
WIDMER STEPHEN	2,987	3					36,937	20,787	57,724	632,332	4
BRODINE MARCY	2,794	2					47,399	19,662	67,061	1,386,888	9
LINGARD JACOB	2,771	6					29,669	4,294	33,963	460,013	0
HALL JARED - AA	2,661	4					42,858	2,940	45,798	1,555,004	2
STOWELL ROBERT C	2,630	2					32,601	5,446	38,047	635,727	5
PORTER RYAN	2,614	2					25,671	26,754	52,425	652,920	1
NELSON JARED	2,444	7					95,649	33,943	129,592	798,937	4
FUNK NORMAN - AA	2,440	4					50,690	20,217	70,907	1,330,870	9
PEASE DYLAN	2,266	3					68,428	5,000	73,428	208,592	2
WARWICK MICHAEL	2,236	3					8,366	19,811	28,177	468,349	5
KUNZ SHANE R	2,199	3					39,404	6,955	46,359	764,440	3
DEWITT PAUL E	2,129	1					12,880	13,471	26,351	898,395	2
NICHOLS JUSTIN	2,102	3					46,921	9,079	56,000	610,828	1
HILL JOHN W	2,100	6					71,858	7,977	79,835	1,097,188	5
ARMSTRONG DERALD - AA	1,988	2					70,612	7,730	78,342	1,072,306	3
PERCIVAL RICHARD M	1,887	5					42,226	4,554	46,780	515,424	3
AXENTY CHRIS	1,815	2					69,487	6,049	75,536	702,350	24
BLISS GARY	1,745	1					22,860	16,704	39,564	1,017,400	3
SPEAKMAN BEA	1,629	3					55,592	18,350	73,942	542,875	2
GEARY KURT	1,578	4					16,608	1,448	18,056	956,321	2
MALMSTROM SCOTT G	1,487	1					24,415	32,931	57,346	1,131,456	4
PEARSON RYAN	1,478	8					86,467	7,781	94,248	438,158	1
VANDERWALL MARK A - AA	1,380	1					39,578	10,850	50,428	590,444	0
JENSON MICHAEL	1,320	1					58,653	4,520	63,173	144,629	0
CATT ERICA K	1,144	4					37,857	5,705	43,562	973,728	1
WHELOCK DOUG	1,089	2					29,147	6,384	35,531	610,071	0
FRY LUPE	1,076	2					24,064	6,762	30,826	486,280	3
SCOTT ANDREW	1,052	2					18,071	0	18,071	18,086	0
BAILEY STETZEN	1,029	3					108,635	4,830	113,465	255,247	4
FLANDRO DEBBIE	976	1					12,824	5,970	18,794	834,479	0
LARSEN CHRISTOPHER	944	3					61,796	13,690	75,486	628,480	1
LEACH R JOE	884	1					30,210	-1,077	29,133	1,002,183	7



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					
BIRD RODNEY - AA	825	1					43,624	29,960	73,584	845,392	5
STALLIONS DAKOTA	822	1					23,383	775	24,158	24,261	0
STEPHENSON CRAIG	802	1					25,914	4,194	30,108	1,160,398	2
PERMANN J LENA - AA	801	1					17,957	1,160	19,117	469,565	8
VON BRETHORST JERRY	653	2					15,742	22,498	38,240	753,326	1
NICHOLS ANTHONY	591	2					64,994	70,992	135,986	958,706	3
SORENSEN REDGE	450	2					96,805	21,606	118,411	1,776,478	5
CARRICO CAMERON	432	1					61,060	1,671	62,731	75,273	0
ROSANDICK GRANT	430	1					28,950	2,851	31,801	311,703	1
TEUSCHER DARYL M	412	0					15,364	4,822	20,186	621,581	4
MINK TAYLOR	376	2					47,947	13,608	61,555	1,000,046	2
LAAN DREW	254	1					34,563	10,055	44,618	328,534	3
POPEJOY ZAK	239	0					154,456	31,255	185,711	1,201,102	10
WILKINS ERIC	199	0					36,479	17,695	54,174	771,123	1
MERRILL BROCK	192	0					28,720	3,833	32,553	716,251	0
SILVERS RON	88	0					9,981	5,991	15,972	538,160	3
GUZMAN BEATRIZ - AA	51	0					67,944	13,409	81,353	471,902	7
ROGERS SAMUEL A	45	0					10,963	2,654	13,617	559,231	2
ZEMAITIS PHIL	40	0					23,652	28,617	52,269	1,055,946	2
SYKES RICH	34	0					39,896	8,230	48,126	556,164	2
POTTER BRITAIN	18	0					58,947	308	59,255	717,757	3
BOTHOF LISA	12	0					39,609	8,101	47,710	786,795	10
CROFOOT BART	6	0					72,611	25,401	98,012	1,171,189	1
HARRIGFELD RYAN	0	0					50,249	20,656	70,905	973,595	1
CRAWFORD TRUDY	0	0					84,262	7,129	91,391	413,776	0
PACKARD CINDY	0	0					63,775	6,568	70,343	158,089	0
PULLMAN LEANN	0	0					35,730	5,647	41,377	850,475	6
MEYER ANDREW	0	0					94,896	2,086	96,982	255,936	0
ZOLLINGER JOLENE	0	0					1,777	30	1,807	107,642	0
NEUFELD DT DANIEL	0	0					4,167	1,686	5,853	54,099	0
CLARK STEVEN	0	0					0	0	0	-381	0

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

JUNE 2019

AGENT CURRENT



KEEFAN CARON

53,946

.....

PAYNTER BRETT - AA.....	43,951
ASKER MICHAEL W	41,201
COX CHAD.....	40,762
HUNGATE D WAYNE.....	40,736
NELSON JARED	40,256
BECKNER RYAN - AA.....	38,936
PRICE VAUGHN	35,348
TAYLOR GARREN - AA.....	34,004
BURKE WILLIAM TODD	33,685

ROOKIE CURRENT



ANDREW MEYER

20,076

.....

HARMON JUSTIN	19,959
ANDRUS JACOB	18,320
SCOTT ANDREW.....	14,536
JENSON MICHAEL	13,065
STALLIONS DAKOTA.	12,747
ROSANDICK GRANT.....	7,449
PEASE DYLAN.....	6,812
PULLMAN LEANN.....	5,733
BAILEY STETZEN.....	5,642

ROOKIE YEAR-TO-DATE



STETZEN BAILEY

117,581

.....

MEYER ANDREW	96,982
ANDRUS JACOB	88,426
PEASE DYLAN.....	82,492
JENSON MICHAEL	68,453
CARRICO CAMERON.....	64,459
HARMON JUSTIN	61,020
LINGARD JACOB.....	45,047
PULLMAN LEANN.....	41,377
ROSANDICK GRANT	33,521
STALLIONS DAKOTA.....	27,446
SCOTT ANDREW.....	22,279
NEUENFELDT DANIEL.....	5,853
ZOLLINGER JOLENE	1,807

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	530,676	TINSLEY REBECCA	137,987	TERRY TRAVIS	103,776
PERRY KENDON - AA	340,440	RUSSOM PAMELA	135,730	PEARSON RYAN	100,160
SHANK PERRY E - AA	312,007	GLIEGE LYNNAE - AA	134,000	COX CHAD	99,312
PFOST DARIN - AA	286,051	BECKNER RYAN - AA	132,593	LATIMORE BROOKS	98,726
CARON KEEFAN	271,181	BARTON BRETT O - AA	131,205	D'AMBRA DONNA - AA	98,176
JENSEN NEIL - AA	262,777	ASKER MICHAEL W	129,533	CROFOOT BART	98,036
BURKE D KRIS	256,470	ZIMNEY DALE - AA	127,120	*MEYER ANDREW	96,982
ZAMORA STEVEN	249,280	BARKUS VAN J	125,855	ANDERSON MATT - AA	96,788
BURKE WILLIAM TODD	248,360	LESLIE BRANDT	125,126	NISHIMOTO JOHN	94,604
PRICE RHETT M	206,813	SALINAS ALEX	123,057	POUNDS LEE	94,327
JOHNSON DOUGLAS - AA	191,228	SORENSEN REDGE	120,211	SALINAS MARIO A - AA	92,344
HUNGATE D WAYNE	190,327	MOSES GRANT	120,120	KASPER TIMOTHY - AA	92,089
POPEJOY ZAK	186,667	*BAILEY STETZEN	117,581	CRAWFORD TRUDY	91,391
HART JARED - AA	184,389	DINNING WALTER - AA	116,086	DEGN KEVIN - AA	88,618
BAXTER KERRY	182,482	HAZELBAKER NEIL	113,871	*ANDRUS JACOB	88,426
TUNING GILBERT	180,428	POWELL JAMES	112,989	HILL JOHN W	88,235
TAYLOR GARREN - AA	171,868	RICHARDS JOSEPH	110,322	GALLUP TOM - AA	87,804
JEPPESSEN KYLE K	163,464	COOK JENNIFER	109,424	GARDNER JASON B	86,943
PRICE VAUGHN	163,430	JEPPESSEN KENT E	108,733	QUINN SHAWN - AA	86,457
PAYNTER BRETT - AA	152,933	HARRIS KERRY	105,469	SPRAY JERRY	86,360
NELSON JARED	139,368	GUTHRIE DOUGLAS	105,352	ARMSTRONG DERALD - AA	86,294
NICHOLS ANTHONY	138,350	HANSEN ELI	104,608	FERGUSON TROY G - AA	85,192

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

MARKS JOHN E	84,114	COLPRON DAVID	63,386	PONTIUS JUSTIN	42,130
PETERSEN JERRY T	83,811	MALMSTROM SCOTT G	63,294	*PULLMAN LEANN	41,377
MCCLURE BARRETT - AA	83,044	VANBIEZEN CLINT - AA	63,146	VON BRETHORST JERRY	40,852
GROTHAUS HEATHER	83,020	MINK TAYLOR	63,059	WHEELOCK DOUG	39,887
AXENTY CHRIS	82,796	PORTER RYAN	62,881	WARWICK MICHAEL	37,121
*PEASE DYLAN	82,492	CLARK TREVOR	62,683	FRY LUPE	35,130
GUZMAN BEATRIZ - AA	81,557	NEVAREZ DAVID - AA	61,599	DEWITT PAUL E	34,867
BARRETT STUART - AA	80,868	*HARMON JUSTIN	61,020	*ROSANDICK GRANT	33,521
FUNK NORMAN - AA	80,667	POTTER BRITAIN	59,327	MERRILL BROCK	33,321
SPEAKMAN BEA	80,458	HALL JARED - AA	56,442	STEPHENSON CRAIG	33,316
LARSEN CHRISTOPHER	79,262	VANDERWALL MARK A - AA	55,948	LEACH R JOE	32,669
JOHNSON PAUL	78,448	KUNZ SHANE R	55,155	*STALLIONS DAKOTA	27,446
BRODINE MARCY	78,237	WILKINS ERIC	54,970	GEARY KURT	24,368
BIRD RODNEY - AA	76,884	PERCIVAL RICHARD M	54,328	FLANDRO DEBBIE	22,698
RICHARDSON KAREN	71,539	ZEMAITIS PHIL	52,429	PERMANN J LENA - AA	22,321
HARRIGFELD RYAN	70,905	STOWELL ROBERT C	48,567	*SCOTT ANDREW	22,279
PACKARD CINDY	70,343	SYKES RICH	48,262	TEUSCHER DARYL M	21,834
WIDMER STEPHEN	69,672	CATT ERICA K	48,138	SILVERS RON	16,324
*JENSON MICHAEL	68,453	BOTHOF LISA	47,758	ROGERS SAMUEL A	13,797
JOHNSTON DEAN	67,641	BLISS GARY	46,544	*NEUFELD DANIEL	5,853
PITCHFORD RANDALL	66,155	LAAN DREW	45,634	*ZOLLINGER JOLENE	1,807
*CARRICO CAMERON	64,459	*LINGARD JACOB	45,047	COWMAN RICHARD J	788
NICHOLS JUSTIN	64,408	REX RYAN - AA	43,261	*CLARK STEVEN	0



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	87,708	16	126,668	53,188	179,856
KENDON PERRY	58,074	33	81,613	26,919	108,532
PERRY E SHANK	56,693	16	80,574	5,473	86,047
DARIN PFOST	40,457	21	66,719	57,596	124,315
KERRY BAXTER	37,607	11	21,315	10,739	32,054
NEIL JENSEN	35,485	25	90,787	30,050	120,837
RHETT PRICE	33,789	12	54,542	17,123	71,665
KEEFAN CARON	31,824	19	126,178	17,695	143,873
DOUG JOHNSON	30,967	16	55,351	12,009	67,360
GILBERT TUNING	28,000	8	46,815	21,613	68,428
BRETT BARTON	27,323	3	21,660	253	21,913
PAMELA RUSSOM	22,678	7	37,341	7,681	45,022
TODD BURKE	20,479	18	101,500	64,964	166,464
VAN BARKUS	20,150	15	35,645	9,610	45,255
KYLE JEPPESEN	19,035	15	73,496	13,856	87,352

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	276,790	782,800	2,235,397	543,454	2,778,851
MAGIC VALLEY REGION	335,439	551,700	1,470,191	410,047	1,880,238
TREASURE VALLEY REGION	303,892	734,000	2,051,275	814,075	2,865,350
NORTH IDAHO REGION	171,031	450,000	1,043,259	267,578	1,310,837

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

JUNE 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	35,410	375,792	551,700	6.40%	68.10%	4,060,463	27,071,677	54,132,000	7.50%	50.00%	7.00%
NORTH IDAHO	18,838	170,880	450,000	4.10%	37.90%	2,907,892	15,309,914	32,486,000	8.90%	47.10%	6.60%
TREASURE VALLEY	26,480	306,649	734,000	3.60%	41.70%	6,045,814	37,852,941	76,953,000	7.80%	49.10%	5.70%
EASTERN IDAHO	21,421	277,809	782,800	2.70%	35.40%	6,474,645	39,483,740	81,620,000	7.90%	48.30%	5.30%
TOTAL	102,149	1,131,130	2,518,500	4.00%	44.90%	19,488,814	119,718,271	245,191,000	7.90%	48.80%	6.60%
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	268,862	2,235,397	5,594,904	34,008,311	6.60%	419,927	2,382,399	5,664,986	32,190,136
MAGIC VALLEY	179,524	1,470,191	3,362,629	23,179,592	6.30%	240,795	1,491,056	3,426,544	21,700,130
TREASURE VALLEY	340,796	2,051,275	4,886,033	30,131,135	6.80%	393,109	2,244,867	4,608,356	28,533,716
NORTH IDAHO	144,105	1,043,259	2,322,841	12,703,617	8.20%	200,710	1,033,888	2,121,425	11,795,364
TOTAL	933,287	6,800,122	16,166,407	100,022,655	6.80%	1,254,541	7,152,210	15,821,311	94,219,346
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	105,849	543,454	879,741	5,475,429	9.90%	114,027	542,180	796,192	5,023,972
MAGIC VALLEY	55,855	410,047	697,834	3,892,085	10.50%	50,542	444,681	617,188	3,672,755
TREASURE VALLEY	150,216	814,075	1,159,781	7,721,806	10.50%	87,574	690,989	1,247,607	7,165,719
NORTH IDAHO	50,967	267,578	585,051	2,606,297	10.30%	77,712	269,171	564,780	2,591,494
TOTAL 2019 GOAL	362,886	2,035,153	3,322,407	19,695,616 39,085,000	10.30%	329,855	1,947,021	3,225,768	18,453,940
Personal and Commercial Lines									
EASTERN IDAHO	374,711	2,778,851	6,474,645	39,483,740	7.00%	533,954	2,924,579	6,461,178	37,214,108
MAGIC VALLEY	235,379	1,880,238	4,060,463	27,071,677	7.00%	291,337	1,935,737	4,043,732	25,372,885
TREASURE VALLEY	491,012	2,865,350	6,045,814	37,852,941	7.60%	480,683	2,935,856	5,855,963	35,699,435
NORTH IDAHO	195,072	1,310,837	2,907,892	15,309,914	8.60%	278,422	1,303,059	2,686,205	14,386,858
TOTAL 2019 GOAL	1,296,173	8,835,275	19,488,814	119,718,271 245,191,000	7.40%	1,584,396	9,099,231	19,047,079	112,673,286

To be on track % of goal should be 50% 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

JUNE 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		
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	35,410	23	6,369,238	179,524	55,855	235,379	4,060,463	36
NORTH IDAHO	18,838	21	5,478,105	144,105	50,967	195,072	2,907,892	9
TREASURE VALLEY	26,480	13	5,719,398	340,796	150,216	491,012	6,045,814	13
EASTERN IDAHO	21,421	22	6,773,630	268,862	105,849	374,711	6,474,645	35
STATE TOTALS	102,149	79	24,340,371	933,287	362,887	1,296,174	19,488,814	93

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	375,792	170	42,923,596	1,470,191	410,047	1,880,238	27,071,677	184
TREASURE VALLEY	306,649	208	44,080,693	2,051,275	814,075	2,865,350	37,852,941	132
NORTH IDAHO	170,880	122	33,645,510	1,043,259	267,578	1,310,837	15,309,914	74
EASTERN IDAHO	277,809	234	52,393,418	2,235,397	543,454	2,778,851	39,483,740	206
STATE TOTALS	1,131,130	734	173,043,217	6,800,122	2,035,154	8,835,276	119,718,272	596

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



ROB ELLIS
87,705

ISSUED LPC

KENDON PERRY	57,977
PERRY E SHANK	56,490
KRIS BURKE	50,796
DARIN PFOST	40,434
KERRY BAXTER	37,607
NEIL JENSEN	35,485
RHETT PRICE	33,787
KEEFAN CARON	31,827
DOUG JOHNSON	30,967



KENDON PERRY
33

ISSUED FBL APPS

JACOB ANDRUS	26
NEIL JENSEN	25
DARIN PFOST	21
KEEFAN CARON	19
TODD BURKE	18
RYAN BECKNER	17
ELI HANSEN	17
ROB ELLIS	16
PERRY E SHANK	16



KENDON PERRY
9,479,510

LIFE VOLUME

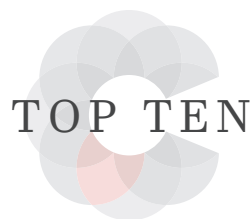
PERRY E SHANK	7,426,583
KEEFAN CARON	7,234,338
JOSEPH RICHARDS	6,951,000
JACOB ANDRUS	5,826,000
ELI HANSEN	5,186,000
TODD BURKE	4,468,509
NEIL JENSEN	4,418,560
ROB ELLIS	4,170,536
JERRY T PETERSEN	4,110,000



KEEFAN CARON
215

NEW CITY SQUIRES

ZAK POPEJOY	155
STEVEN ZAMORA	137
RYAN PEARSON	133
TODD BURKE	119
VAUGHN PRICE	117
NEIL JENSEN	110
TROY FERGUSON	99
TRUDY CRAWFORD	98
BROOKS LATIMORE	94



BRANDT LESLIE

13

NEW COUNTRY SQUIRES

BECKY TINSLEY	12
RYAN BECKNER	9
STUART BARRETT	8
TAYLOR MINK	8
LEE POUNDS	8
MARK VANDERWALL	7
TODD BURKE	6
JENNIFER COOK	6
BART CROFOOT	6



WAYNE HUNGATE

10

NEW FARM & RANCH

MIKE ASKER	5
DONNA D'AMBRA	5
RYAN HARRIGFELD	5
VAUGHN PRICE	5
GARY BLISS	4
ROB ELLIS	4
JARED HALL	4
PERRY SHANK	4
TRAVIS TERRY	4



STEVEN ZAMORA

175,919

NEW PERS PREMIUM

ZAK POPEJOY	154,456
ROB ELLIS	126,668
KEEFAN CARON	126,178
STETZEN BAILEY	108,635
TODD BURKE	101,500
WAYNE HUNGATE	101,461
REDGE SORENSON	96,805
GARREN TAYLOR	96,189
JARED NELSON	95,649

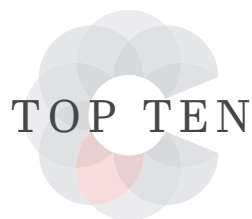


DARIN PFOF

2,839,481

TOTAL PERS PREMIUM

WAYNE HUNGATE	1,880,865
JARED HART	1,851,703
KENT JEPPESEN	1,756,563
RHETT PRICE	1,651,951
NEIL JENSEN	1,600,002
VAUGHN PRICE	1,540,140
JARED HALL	1,410,891
REDGE SORENSON	1,344,923
GRANT MOSES	1,325,891



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
40

NEW BOP AND CPP

TONY NICHOLS	34
DARIN PFOST	32
JARED HART	30
ZAK POPEJOY	27
PHIL ZEMAITIS	27
STUART BARRETT	25
KEFFAN CARON	23
SCOTT MALMSTROM	23
STEVEN ZAMORA	21



BRETT PAYNTER
90,050

NEW COMM PREMIUM

TONY NICHOLS	70,992
TODD BURKE	64,964
WAYNE HUNGATE	59,794
DARIN PFOST	57,596
ROB ELLIS	53,188
VAUGHN PRICE	45,684
MATT ANDERSON	40,387
JARED HART	36,029
BARRETT MCCLURE	34,397



DARIN PFOST
750,375

TOTAL COMM PREMIUM

DALE ZIMNEY	605,453
WAYNE HUNGATE	487,685
REDGE SORENSON	431,555
ROB ELLIS	409,707
PHILIP ZEMAITIS	392,528
KENDON PERRY	375,253
JARED HART	368,172
MATT ANDERSON	366,939
NORMAN FUNK	356,334



BRETT PAYNTER

5

NEW CROP HAIL

DARIN PFOST	4
BARRETT MCCLURE	2
WADE ANDERSEN	2
PAMELA RUSSOM	1
MARCY BRODINE	1
LEANN PULLMAN	1
TOM GALLUP	1
PAUL JOHNSON	1
ARDEN ANDERSON	1



PAMELA RUSSOM

59,717

CROP HAIL PREMIUM

MARCY BRODINE	40,194
LEANN PULLMAN	31,239
JARED HART	24,011
BRETT PAYNTER	22,753
TOM GALLUP	20,274
DARIN PFOST	20,242
KYLE JEPPESEN	10,066
KURT GEARY	8,328
PAUL JOHNSON	5,718



TRAVIS TERRY

41

FINANCE LOANS

KYLE JEPPESEN	39
ELI HANSEN	32
CHRIS AXENTY	24
SHAWN QUINN	23
KAREN RICHARDSON	13
RHETT PRICE	11
JARED HART	11
STUART BARRETT	11
LISA BOTHOF	10



TRAVIS TERRY

545,734

FINANCE VOLUME

ELI HANSEN	436,056
KYLE JEPPESEN	418,016
SHAWN QUINN	310,053
CHRIS AXENTY	258,359
RHETT PRICE	211,049
NORMAN FUNK	189,508
JARED HART	157,059
MARCY BRODINE	149,447
BRANDT LESLIE	142,757



DARIN PFOF

3,589,856

TOTAL PERS/COMM PREM

WAYNE HUNGATE	2,368,550
JARED HART	2,219,875
KENT JEPPESEN	2,006,266
NEIL JENSEN	1,928,329
VAUGHN PRICE	1,891,676
RHETT PRICE	1,879,047
REDGE SORENSON	1,776,478
DALE ZIMNEY	1,623,460
JARED HALL	1,555,004