



AGENT REPORTS



JANUARY 2020

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NEW SALES RESULTS THROUGH JANUARY 31, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$64,844.90	110.8
STEVEN ZAMORA	\$36,224.62	86.9
KEEFAN CARON	\$31,612.17	81.4
REDGE SORENSON	\$22,628.91	75.9
ZAK POPEJOY	\$22,711.35	69.8
KYLE JEPPESEN	\$19,534.38	68.5
NEIL JENSEN	\$22,020.26	67.9
PHIL ZEMAITIS	\$27,935.82	66.1
LEE POUNDS	\$20,453.57	64.4
LEANN PULLMAN	\$36,335.58	63.6

MONTHLY LEADER



KENDON PERRY

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$64,844.90	110.8
STEVEN ZAMORA	\$36,224.62	86.9
KEEFAN CARON	\$31,612.17	81.4
REDGE SORENSON	\$22,628.91	75.9
ZAK POPEJOY	\$22,711.35	69.8
KYLE JEPPESEN	\$19,534.38	68.5
NEIL JENSEN	\$22,020.26	67.9
PHIL ZEMAITIS	\$27,935.82	66.1
LEE POUNDS	\$20,453.57	64.4
LEANN PULLMAN	\$36,335.58	63.6

YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH JANUARY 31, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LEANN PULLMAN	\$36,335.58	63.6
ANDREW MEYER	\$26,841.00	62.4
DAKOTA STALLIONS	\$24,273.94	61.4
ANDREW SCOTT	\$19,592.00	44.7
DYLAN PEASE	\$15,381.32	38.1
BRIAN WALTERS	\$13,941.00	31.9
CHIP QUADE	\$8,562.00	21.6
STEVEN CLARK	\$5,874.64	20.4
JOLENE ZOLLINGER	\$8,688.00	19.7
DANIEL NEUENFELDT	\$3,932.54	18.8

MONTHLY ROOKIE LEADER



LEANN PULLMAN

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LEANN PULLMAN	\$36,335.58	63.6
ANDREW MEYER	\$26,841.00	62.4
DAKOTA STALLIONS	\$24,273.94	61.4
ANDREW SCOTT	\$19,592.00	44.7
DYLAN PEASE	\$15,381.32	38.1
BRIAN WALTERS	\$13,941.00	31.9
CHIP QUADE	\$8,562.00	21.6
STEVEN CLARK	\$5,874.64	20.4
JOLENE ZOLLINGER	\$8,688.00	19.7
DANIEL NEUENFELDT	\$3,932.54	18.8

YTD ROOKIE LEADER



LEANN PULLMAN

NEW SALES RESULTS THROUGH JANUARY 31, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KAREN RICHARDSON	\$11,184.00	21.2
DAKOTA STALLIONS	\$7,314.00	17.3
MATT ANDERSON	\$6,648.00	16.7
TODD BURKE	\$6,527.00	16.5
JERRY VON BRETHORST	\$5,608.00	15.6
ANTHONY NICHOLS	\$3,013.00	15.5
JENNIFER COOK	\$4,663.00	14.7
KYLE JEPPESEN	\$3,797.00	13.8
KEVIN DEGN	\$3,408.00	13.4
MIKE ASKER	\$3,141.00	13.1

FARM & RANCH MONTHLY LEADER



KAREN RICHARDSON

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KAREN RICHARDSON	\$11,184.00	21.2
DAKOTA STALLIONS	\$7,314.00	17.3
MATT ANDERSON	\$6,648.00	16.7
TODD BURKE	\$6,527.00	16.5
JERRY VON BRETHORST	\$5,608.00	15.6
ANTHONY NICHOLS	\$3,013.00	15.5
JENNIFER COOK	\$4,663.00	14.7
KYLE JEPPESEN	\$3,797.00	13.8
KEVIN DEGN	\$3,408.00	13.4
MIKE ASKER	\$3,141.00	13.1

FARM & RANCH YTD LEADER



KAREN RICHARDSON

NEW SALES RESULTS THROUGH JANUARY 31, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$53,756.92	83.2
PHIL ZEMAITIS	\$17,230.82	46.4
RON SILVERS	\$12,708.41	37.5
KEEFAN CARON	\$13,940.17	35.7
LEANN PULLMAN	\$23,276.58	35.5
ROB ELLIS	\$13,410.10	35.5
BART CROFOOT	\$7,825.00	32.0
WALT DINNING	\$5,682.21	30.0
WAYNE HUNGATE	\$6,055.23	26.0
LYNNAE GLIEGE	\$6,237.48	23.5

BOP/CPP MONTHLY LEADER



KENDON PERRY

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$53,756.92	83.2
PHIL ZEMAITIS	\$17,230.82	46.4
RON SILVERS	\$12,708.41	37.5
KEEFAN CARON	\$13,940.17	35.7
LEANN PULLMAN	\$23,276.58	35.5
ROB ELLIS	\$13,410.10	35.5
BART CROFOOT	\$7,825.00	32.0
WALT DINNING	\$5,682.21	30.0
WAYNE HUNGATE	\$6,055.23	26.0
LYNNAE GLIEGE	\$6,237.48	23.5

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH JANUARY 31, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$35,401.00	84.4
TROY FERGUSON	\$24,651.00	58.7
RHETT PRICE	\$17,977.00	56.0
ANDREW MEYER	\$24,444.00	55.4
BROOKS LATIMORE	\$22,079.00	55.1
TRUDY CRAWFORD	\$18,199.00	52.2
ZAK POPEJOY	\$20,040.00	50.0
REDGE SORENSON	\$20,729.00	49.7
NEIL JENSEN	\$17,689.00	48.7
JARED HART	\$18,513.00	47.5

PERSONAL LINES MONTHLY LEADER



STEVEN ZAMORA

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$35,401.00	84.4
TROY FERGUSON	\$24,651.00	58.7
RHETT PRICE	\$17,977.00	56.0
ANDREW MEYER	\$24,444.00	55.4
BROOKS LATIMORE	\$22,079.00	55.1
TRUDY CRAWFORD	\$18,199.00	52.2
ZAK POPEJOY	\$20,040.00	50.0
REDGE SORENSON	\$20,729.00	49.7
NEIL JENSEN	\$17,689.00	48.7
JARED HART	\$18,513.00	47.5

PERSONAL LINES YTD LEADER



STEVEN ZAMORA

NEW SALES RESULTS THROUGH JANUARY 31, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KENDON PERRY	\$64,844.90	12	110.8
STEVEN ZAMORA	\$36,224.62	22	86.9
JERRY SPRAY	\$20,648.85	13	57.6
RYAN BECKNER	\$18,934.47	5	54.3
FORMER AGENT	\$14,256.36	9	52.6
WALTER DINNING	\$11,841.21	9	45.1
ANDREW SCOTT	\$19,592.00	10	44.7
MICHAEL ASKER	\$13,055.36	3	40.1
JOHN NISHIMOTO	\$14,738.91	6	34.1
SHAWN QUINN	\$6,438.23	6	30.5
TIMOTHY KASPER	\$7,296.50	7	28.7
JOHN MARKS	\$13,085.93	5	28.2
DOUG WHEELLOCK	\$9,043.00	7	27.4
CHIP QUADE	\$8,562.00	3	21.6
DANIEL NEUENFELDT	\$3,932.54	6	18.8
BEA SPEAKMAN	\$2,819.47	6	18.0
JOSEPH RICHARDS	\$2,118.72	5	14.6
ROBERT STOWELL	\$5,191.14	5	14.1
FORMER AGENT	\$2,376.88	3	9.5
SAMUEL ROGERS	\$2,800.00	3	6.3
MARK VANDERWALL	\$206.77	3	1.5

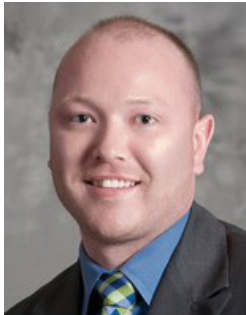


**KENDON PERRY,
YTD LEADER**

NEW SALES RESULTS THROUGH JANUARY 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEEFAN CARON	\$31,612.17	14	81.4
PHIL ZEMAITIS	\$27,935.82	12	66.1
LEE POUNDS	\$20,453.57	12	64.4
LEANN PULLMAN	\$36,335.58	6	63.6
CHRISTOPHER LARSEN	\$22,950.00	14	62.5
ANDREW MEYER	\$26,841.00	17	62.4
JARED HART	\$20,803.06	9	62.1
DAKOTA STALLIONS	\$24,273.94	11	61.4
ANTHONY NICHOLS	\$16,884.34	14	59.4
STUART BARRETT	\$13,917.18	12	55.3
TRUDY CRAWFORD	\$17,385.50	10	52.2
DALE ZIMNEY	\$17,588.20	10	48.3
LYNNAE GLIEGE	\$14,507.48	8	47.8
VAN BARKUS	\$12,458.65	8	44.2
JASON GARDNER	\$12,511.92	10	41.6
JOHN HILL	\$17,321.00	11	41.2
TAYLOR MINK	\$14,202.54	11	40.9
WAYNE HUNGATE	\$8,390.23	8	39.3
DYLAN PEASE	\$15,381.32	9	38.1
PAMELA RUSSOM	\$14,966.66	8	37.7
HEATHER GROTHAUS	\$10,927.00	7	33.2



**BRENT HUNTER,
DISTRICT MANAGER**



**KEEFAN CARON,
YTD LEADER**

NEW SALES RESULTS THROUGH JANUARY 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
JERRY VON BRETHORST	\$12,520.31	5	33.1
BRIAN WALTERS	\$13,941.00	7	31.9
KERRY HARRIS	\$12,199.50	5	31.4
SCOTT MALMSTROM	\$5,582.76	8	31.2
DARIN PFOST	\$6,141.52	10	29.8
JUSTIN PONTIUS	\$8,265.00	7	30.0
GILBERT TUNING	\$9,300.30	6	29.6
MICHAEL WARWICK	\$11,479.63	5	26.9
RICHARD PERCIVAL	\$9,034.18	9	25.5
RYAN PORTER	\$9,919.11	7	24.9
KERRY BAXTER	\$3,117.56	4	22.3
BRETT PAYNTER	\$10,182.23	4	21.6
RICHARD SYKES	\$3,163.00	6	21.2
GRANT ROSANDICK	\$9,266.83	5	16.3
RODNEY BIRD	\$3,350.70	6	15.2
LUPE FRY	\$5,873.17	6	14.2
ERIC WILKINS	-\$763.86	5	13.4
ALEX SALINAS	\$3,125.36	4	12.9
KELLIE MCMILLAN	\$2,328.00	3	12.3
DREW LAAN	\$3,470.33	2	9.5
MARIO SALINAS	\$474.40	3	7.9

NEW SALES RESULTS THROUGH JANUARY 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RON SILVERS	\$17,503.41	9	50.3
BEATRIZ GUZMAN	\$12,549.41	9	46.8
ROBERT ELLIS	\$16,207.10	9	46.3
MARCY BRODINE	\$13,959.71	8	44.0
TRAVIS TERRY	\$11,735.26	8	43.7
CLINT VANBIEZEN	\$11,273.68	8	41.2
JENNIFER COOK	\$10,920.00	6	37.6
KRIS BURKE	\$11,841.01	7	35.4
NEIL HAZELBAKER	\$12,731.97	8	31.7
PERRY SHANK	\$11,100.87	6	30.1
JAMES POWELL	\$8,243.39	6	28.0
LISA BOTHOF	\$8,963.73	7	25.9
BARRETT MCCLURE	\$6,429.89	3	25.3
BRETT BARTON	\$12,862.09	4	23.8
ELI HANSEN	\$8,980.09	8	23.1
STEPHEN WIDMER	\$3,879.11	5	19.4
DONNA D'AMBRA	\$10,434.80	0	18.5
DAVID NEVAREZ	\$4,989.09	5	18.2
JOE LEACH	\$4,981.92	4	16.9
NORMAN FUNK	\$6,652.92	4	16.7
RYAN REX	\$4,853.00	3	13.9



**SCOTT BADGER,
DISTRICT MANAGER**



**RON SILVERS,
YTD LEADER**

NEW SALES RESULTS THROUGH JANUARY 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
JARED HALL	\$2,894.00	3	11.9
GARY BLISS	\$6,074.00	1	10.8
CAMERON CARRICO	\$4,392.00	2	10.4
FORMER AGENT	\$3,891.00	1	10.1
PAUL JOHNSON	\$1,965.50	1	9.2
CINDY PACKARD	\$4,682.60	1	8.7
GARREN TAYLOR	\$1,487.52	1	8.4
STETZEN BAILEY	\$2,893.00	4	7.9
PAUL DEWITT	\$1,444.00	2	7.4
KURT GEARY	\$438.00	1	6.4
DEBBIE FLANDRO	\$2,133.01	0	4.1
CHAD COX	\$150.47	2	2.9

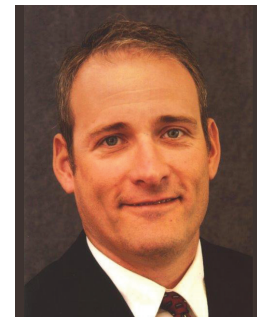
NEW SALES RESULTS THROUGH JANUARY 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
REDGE SORENSON	\$22,628.91	19	75.9
ZAK POPEJOY	\$22,711.35	15	69.8
KYLE JEPPESEN	\$19,534.38	11	68.5
NEIL JENSEN	\$22,020.26	10	67.9
BART CROFOOT	\$18,153.00	12	62.8
RHETT PRICE	\$17,032.76	18	62.8
TROY FERGUSON	\$24,696.89	15	61.2
BROOKS LATIMORE	\$22,830.68	13	60.1
MATT ANDERSON	\$18,880.97	12	55.9
VAUGHN PRICE	\$12,081.16	11	55.3
RYAN PEARSON	\$20,784.00	12	54.4
CHRIS AXENTY	\$11,878.57	6	44.9
ERICA CATT	\$16,511.00	7	44.5
KENT JEPPESEN	\$16,315.86	8	43.0
KAREN RICHARDSON	\$16,406.00	3	38.7
DOUG JOHNSON	\$16,243.31	8	38.3
RYAN HARRIGFELD	\$12,634.17	7	36.8
BRITAIN POTTER	\$14,877.04	5	33.6
BRANDT LESLIE	\$9,362.22	7	33.2
JARED NELSON	\$14,097.92	6	32.8
DOUG GUTHRIE	\$17,233.96	8	32.0



**VANCE NIELSEN,
DISTRICT MANAGER**



**REDGE SORENSON,
YTD LEADER**

NEW SALES RESULTS THROUGH JANUARY 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RANDALL PITCHFORD	\$9,802.70	5	30.8
TODD BURKE	\$10,060.42	3	29.6
DAVID COLPRON	\$9,903.85	5	28.8
TOM GALLUP	\$8,274.85	7	26.9
SHANE KUNZ	\$5,659.85	5	23.9
TREVOR CLARK	\$4,310.35	4	21.5
STEVEN CLARK	\$5,874.64	4	20.4
JOLENE ZOLLINGER	\$8,688.00	4	19.7
JACOB ANDRUS	\$6,551.00	5	17.9
KEVIN DEGN	\$3,230.85	1	17.9
BROCK MERRILL	\$7,072.68	2	16.6
DERALD ARMSTRONG	\$4,418.33	3	16.2
JERRY PETERSEN	\$8,025.00	5	14.0
CRAIG STEPHENSON	\$1,997.40	2	11.1
DARYL TEUSCHER	\$3,266.00	2	10.1
GRANT MOSES	\$4,775.00	2	9.8
LENA PERMANN	\$4,197.00	2	7.2
JACOB LINGARD	\$2,246.00	3	6.3
JUSTIN NICHOLS	\$924.70	2	3.0