



COVER AGE

AGENT REPORTS



MARCH 2020

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NEW SALES RESULTS THROUGH MARCH 31, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KEEFAN CARON	\$46,242.28	134.6
ZAK POPEJOY	\$42,899.48	102.4
PAM RUSSOM	\$41,363.77	99.1
KENDON PERRY	\$37,605.15	98.9
WAYNE HUNGATE	\$41,576.12	98.3
REDGE SORENSON	\$30,115.00	98.1
RYAN BECKNER	\$29,554.38	97.5
BART CROFOOT	\$30,916.00	95.3
BEA SPEAKMAN	\$31,311.58	91.8
DARIN PFOST	\$40,615.25	91.6

MONTHLY LEADER



KEEFAN CARON

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$129,832.46	292.4
KEEFAN CARON	\$104,891.94	287.0
NEIL JENSEN	\$99,113.75	274.6
STEVEN ZAMORA	\$90,172.80	256.4
TRUDY CRAWFORD	\$90,648.50	239.2
ZAK POPEJOY	\$82,554.74	223.0
REDGE SORENSON	\$68,361.95	219.1
DARIN PFOST	\$104,931.13	219.0
ANTHONY NICHOLS	\$54,493.16	197.8
ANDREW MEYER	\$79,669.17	194.8

YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH MARCH 31, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JACOB ANDRUS	\$28,359.00	69.4
ANDREW MEYER	\$27,081.77	65.5
ANDREW SCOTT	\$26,349.98	53.2
DAKOTA STALLIONS	\$11,112.00	28.6
DANIEL NEUENFELDT	\$11,234.00	28.1
STEVEN CLARK	\$8,871.17	25.6
DYLAN PEASE	\$8,712.99	24.3
JACOB LINGARD	\$8,125.00	22.6
CAMERON CARRICO	\$5,167.00	19.8
BRIAN WALTERS	\$7,277.00	19.2

MONTHLY ROOKIE LEADER



JACOB ANDRUS

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$79,669.17	194.8
JACOB ANDRUS	\$51,224.48	135.3
ANDREW SCOTT	\$54,059.98	125.3
DAKOTA STALLIONS	\$41,129.94	104.8
LEANN PULLMAN	\$45,069.70	93.4
STEVEN CLARK	\$32,482.81	83.2
JOLENE ZOLLINGER	\$33,579.92	83.2
DYLAN PEASE	\$29,734.31	81.0
BRIAN WALTERS	\$27,212.00	65.2
CHIP QUADE	\$21,292.59	60.2

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH MARCH 31, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$33,869.00	61.3
PAM RUSSOM	\$8,552.00	28.5
DARIN PFOST	\$16,227.00	26.2
BART CROFOOT	\$6,213.00	26.2
TRAVIS TERRY	\$9,869.00	19.8
RYAN HARRIGFELD	\$7,374.00	17.3
MARCY BRODINE	\$4,354.00	14.3
MIKE ASKER	\$2,510.00	12.5
STETZEN BAILEY	\$1,711.00	4.2
DONNA D'AMBRA	\$834.00	3.3

FARM & RANCH MONTHLY LEADER



WAYNE HUNGATE

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$33,869.00	61.4
DARIN PFOST	\$31,953.00	52.0
BART CROFOOT	\$10,939.00	43.4
NEIL JENSEN	\$15,239.00	37.7
JOLENE ZOLLINGER	\$15,081.00	35.1
PAM RUSSOM	\$8,552.00	28.6
MIKE ASKER	\$5,761.00	28.3
MARCY BRODINE	\$8,081.00	28.1
KAREN RICHARDSON	\$11,196.00	23.7
MATT ANDERSON	\$7,696.00	22.7

FARM & RANCH YTD LEADER



WAYNE HUNGATE

NEW SALES RESULTS THROUGH MARCH 31, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
RYAN BECKNER	\$15,637.38	62.5
REDGE SORENSON	\$14,476.00	59.4
PHIL ZEMAITIS	\$26,250.37	58.1
KENDON PERRY	\$15,182.15	52.5
ELI HANSEN	\$8,889.18	45.5
JOSEPH RICHARDS	\$27,280.00	44.5
TODD BURKE	\$25,323.25	42.5
BEA SPEAKMAN	\$12,069.58	41.5
BRANDT LESLIE	\$22,940.76	39.5
DARIN PFOST	\$12,646.25	34.5

BOP/CPP MONTHLY LEADER



RYAN BECKNER

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$72,483.46	166.5
PHIL ZEMAITIS	\$50,901.71	125.0
ANTHONY NICHOLS	\$21,739.16	106.0
REDGE SORENSON	\$22,830.95	104.6
DARIN PFOST	\$47,526.13	94.5
NEIL JENSEN	\$24,697.75	89.7
ROB ELLIS	\$25,349.30	82.8
CHRIS LARSEN	\$20,829.64	78.3
KEEFAN CARON	\$18,535.94	75.7
VAUGHN PRICE	\$14,124.33	73.3

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH MARCH 31, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KEEFAN CARON	\$43,600.00	101.6
TRUDY CRAWFORD	\$33,952.00	79.9
ZAK POPEJOY	\$38,220.00	77.2
JACOB ANDRUS	\$28,359.00	69.3
NEIL JENSEN	\$25,135.00	62.1
LYNNAE GLIEGE	\$22,896.00	52.0
JERRY SPRAY	\$21,480.00	52.4
ANDREW MEYER	\$24,992.00	50.9
RYAN PEARSON	\$22,261.00	50.2
BEA SPEAKMAN	\$19,242.00	49.2

PERSONAL LINES LEADER



KEEFAN CARON

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
TRUDY CRAWFORD	\$90,543.00	228.5
KEEFAN CARON	\$86,356.00	211.4
STEVEN ZAMORA	\$74,418.00	188.4
ANDREW MEYER	\$73,804.00	164.8
ZAK POPEJOY	\$72,001.00	160.0
NEIL JENSEN	\$57,177.00	147.2
JACOB ANDRUS	\$50,290.00	130.3
RYAN PEARSON	\$55,839.00	124.8
KENDON PERRY	\$57,234.00	123.2
TROY FERGUSON	\$45,218.00	121.2

PERSONAL LINES YTD LEADER



TRUDY CRAWFORD

NEW SALES RESULTS THROUGH MARCH 31, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

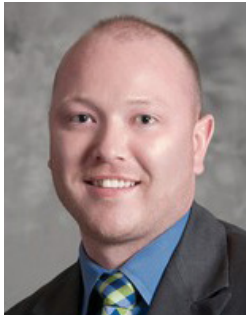
AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KENDON PERRY	\$129,832.46	48	292.4
STEVEN ZAMORA	\$90,172.80	54	256.4
RYAN BECKNER	\$59,358.19	31	186.0
JERRY SPRAY	\$65,420.95	33	182.7
BEA SPEAKMAN	\$50,840.45	37	152.1
MICHAEL ASKER	\$47,907.41	21	137.5
ANDREW SCOTT	\$54,059.98	27	125.3
FORMER AGENT	\$31,632.53	25	112.4
JOSEPH RICHARDS	\$45,609.85	17	101.3
WALTER DINNING	\$28,622.16	23	101.1
JOHN MARKS	\$40,920.53	23	100.9
JOHN NISHIMOTO	\$29,943.45	17	90.3
TIMOTHY KASPER	\$21,625.64	21	78.0
DOUG WHEELLOCK	\$24,630.00	14	65.0
SHAWN QUINN	\$13,223.36	14	61.4
CHIP QUADE	\$21,292.59	11	60.2
DANIEL NEUENFELDT	\$16,011.46	13	59.4
MARK VANDERWALL	\$23,033.77	10	50.9
ROBERT STOWELL	\$18,839.98	12	49.4
SAMUEL ROGERS	\$5,099.00	7	21.6
FORMER AGENT	\$5,111.65	3	14.4



**KENDON PERRY,
YTD LEADER**

NEW SALES RESULTS THROUGH MARCH 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION



**BRENT HUNTER,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEEFAN CARON	\$104,891.94	53	287.0
TRUDY CRAWFORD	\$90,648.50	51	239.2
DARIN PFOST	\$104,931.13	34	219.0
ANTHONY NICHOLS	\$54,493.16	43	197.8
ANDREW MEYER	\$79,669.17	59	194.8
PAMELA RUSSOM	\$77,077.62	32	181.4
LEE POUNDS	\$47,155.81	35	163.4
PHIL ZEMAITIS	\$66,046.71	22	162.1
CHRISTOPHER LARSEN	\$49,480.64	33	160.9
LYNNAE GLIEGE	\$51,695.18	33	158.9
WAYNE HUNGATE	\$57,788.49	28	157.1
DALE ZIMNEY	\$45,684.77	29	150.8
JARED HART	\$42,692.33	35	147.4
JASON GARDNER	\$35,568.60	28	124.1
BRETT PAYNTER	\$44,197.87	19	119.9
HEATHER GROTHAUS	\$42,214.00	27	117.9
TAYLOR MINK	\$35,972.38	25	116.5
SCOTT MALMSTROM	\$31,697.53	26	110.0
GILBERT TUNING	\$36,694.49	18	109.2
DAKOTA STALLIONS	\$41,129.94	23	104.8
RYAN PORTER	\$38,805.63	21	103.1
STUART BARRETT	\$30,302.06	21	99.9
RICHARD PERCIVAL	\$36,693.35	22	95.4



**KEEFAN CARON,
YTD LEADER**

NEW SALES RESULTS THROUGH MARCH 31, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
LEANN PULLMAN	\$45,069.70	11	93.4
JOHN HILL	\$33,676.68	19	90.1
ALEX SALINAS	\$30,012.91	18	89.2
VAN BARKUS	\$25,280.38	17	82.9
DYLAN PEASE	\$29,734.31	21	81.0
LUPE FRY	\$28,936.02	16	80.6
MARIO SALINAS	\$21,260.64	15	78.7
KERRY BAXTER	\$13,877.85	14	70.3
KERRY HARRIS	\$26,002.00	12	67.4
JUSTIN PONTIUS	\$22,660.92	16	66.1
MICHAEL WARWICK	\$17,498.57	10	66.1
BRIAN WALTERS	\$27,212.00	16	65.2
RICH SYKES	\$22,044.00	18	63.0
RODNEY BIRD	\$19,960.59	15	62.4
JERRY VON BRETHORST	\$24,195.98	8	56.8
DREW LAAN	\$19,009.12	12	55.8
ERIC WILKINS	\$5,936.54	10	50.5
GRANT ROSANDICK	\$22,487.83	14	45.5
KELLIE MCMILLAN	\$9,685.00	9	33.7
CODY CHAVERS	\$3,121.00	2	8.1
NORMAN LACOMBE	\$0.00	0	0.0
SANDRA SPREIER	\$0.00	0	0.0

NEW SALES RESULTS THROUGH MARCH 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
BEATRIZ GUZMAN	\$48,882.70	28	142.0
ROBERT ELLIS	\$49,414.30	24	136.8
ELI HANSEN	\$35,016.08	29	131.3
TRAVIS TERRY	\$37,662.43	21	122.0
LISA BOTHOF	\$34,930.73	24	108.2
MARCY BRODINE	\$33,186.20	19	107.4
STEPHEN WIDMER	\$29,917.28	19	105.0
JENNIFER COOK	\$33,611.92	21	94.5
BARRETT MCCLURE	\$23,001.82	12	89.2
NEIL HAZELBAKER	\$25,416.05	19	85.8
KRIS BURKE	\$35,975.58	16	84.3
GARY BLISS	\$30,190.70	12	77.3
GARREN TAYLOR	\$34,671.53	12	76.5
CHAD COX	\$25,511.61	14	76.1
PERRY SHANK	\$31,362.42	14	74.9
JAMES POWELL	\$23,945.81	16	73.4
CLINT VANBIEZEN	\$16,584.66	14	71.5
DONNA D'AMBRA	\$23,418.50	10	70.9
RON SILVERS	\$18,028.59	11	62.4
NORMAN FUNK	\$18,815.28	14	58.9
PAUL JOHNSON	\$22,553.04	11	58.7



**SCOTT BADGER,
DISTRICT MANAGER**



**BEATRIZ GUZMAN,
YTD LEADER**

NEW SALES RESULTS THROUGH MARCH 31, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
JARED HALL	\$17,606.86	11	56.1
BRETT BARTON	\$22,718.67	12	52.3
CINDY PACKARD	\$24,847.98	10	52.2
DAVID NEVAREZ	\$19,575.85	11	44.3
JOE LEACH	\$11,163.56	11	43.8
RYAN REX	\$11,623.78	9	34.3
STETZEN BAILEY	\$11,329.43	11	31.9
PAUL DEWITT	\$10,466.00	10	30.8
CAMERON CARRICO	\$9,559.00	5	30.2
DEBBIE FLANDRO	\$6,803.01	4	27.5
KURT GEARY	\$2,708.61	2	12.7
FORMER AGENT	\$3,891.00	2	10.1
JACE SPARROW	\$3,029.00	1	7.0

NEW SALES RESULTS THROUGH MARCH 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$99,113.75	45	274.6
ZAK POPEJOY	\$82,554.74	45	223.0
REDGE SORENSON	\$68,361.95	50	219.1
BART CROFOOT	\$58,382.12	38	189.8
VAUGHN PRICE	\$49,412.33	32	171.0
RYAN PEARSON	\$60,243.68	44	153.8
BROOKS LATIMORE	\$59,136.68	27	151.2
TODD BURKE	\$68,629.86	22	148.6
ERICA CATT	\$53,935.96	21	139.1
JACOB ANDRUS	\$51,224.48	31	135.3
TROY FERGUSON	\$46,952.64	32	135.0
MATT ANDERSON	\$44,358.51	25	131.1
RHETT PRICE	\$33,975.76	29	129.9
BRANDT LESLIE	\$45,530.30	17	122.4
KENT JEPPESEN	\$40,609.60	25	121.8
BRITAIN POTTER	\$39,640.35	15	117.8
DOUGLAS JOHNSON	\$35,700.28	20	110.5
CHRIS AXENTY	\$38,569.73	20	107.3
KYLE JEPPESEN	\$31,882.59	19	103.0
JUSTIN NICHOLS	\$20,904.74	21	95.0
STEVEN CLARK	\$32,482.81	16	83.2



**VANCE NIELSEN,
DISTRICT MANAGER**



**NEIL JENSEN,
YTD LEADER**

NEW SALES RESULTS THROUGH MARCH 31, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
JOLENE ZOLLINGER	\$33,579.92	17	83.2
RYAN HARRIGFELD	\$31,901.76	16	82.3
SHANE KUNZ	\$30,408.56	14	78.5
RANDALL PITCHFORD	\$30,794.70	16	78.2
JARED NELSON	\$24,779.75	18	73.6
DOUGLAS GUTHRIE	\$31,281.77	21	73.2
DERALD ARMSTRONG	\$18,826.11	13	71.1
KAREN RICHARDSON	\$24,421.00	15	69.1
KEVIN DEGN	\$17,553.28	12	61.7
DAVID COLPRON	\$20,445.56	12	60.3
TREVOR CLARK	\$18,175.35	12	50.4
JERRY PETERSEN	\$19,468.00	14	48.7
TOM GALLUP	\$12,309.17	12	48.2
DARYL TEUSCHER	\$9,515.22	8	44.1
CRAIG STEPHENSON	\$15,572.40	11	44.1
JACOB LINGARD	\$15,020.00	12	42.6
BROCK MERRILL	\$13,657.80	6	37.1
LENA PERMANN	\$9,362.00	6	27.4
GRANT MOSES	\$6,495.00	6	14.5