



COVER AGE

AGENT REPORTS

JANUARY 2021

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NEW SALES RESULTS THROUGH JANUARY 31, 2021

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$56,101	105.5
TODD BURKE	\$45,388	104.3
ANDREW MEYER	\$48,645	94.1
ZAK POPEJOY	\$39,273	92.3
KYLE JEPPESEN	\$28,211	73.1
STEVEN ZAMORA	\$35,002	71.5
JARED HART	\$32,494	70.0
JOHN HILL	\$32,950	68.9
KENDON PERRY	\$21,328	65.7
JERRY SPRAY	\$29,681	62.2

MONTHLY LEADER



MIKE ASKER

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$56,101	105.5
TODD BURKE	\$45,388	104.3
ANDREW MEYER	\$48,645	94.1
ZAK POPEJOY	\$39,273	92.3
KYLE JEPPESEN	\$28,211	73.1
STEVEN ZAMORA	\$35,002	71.5
JARED HART	\$32,494	70.0
JOHN HILL	\$32,950	68.9
KENDON PERRY	\$21,328	65.7
JERRY SPRAY	\$29,681	62.2

YTD LEADER



MIKE ASKER

NEW SALES RESULTS THROUGH JANUARY 31, 2021

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW SCOTT	\$18,498	42.0
KYLE CASEY	\$15,257	39.2
SARAH ROBIE	\$14,302	37.8
JACE SPARROW	\$14,972	34.4
DUSTY BRYANT	\$9,421	30.4
BRITTNEY SMITH	\$13,051	24.6
KOLTER JEPPESEN	\$7,905	23.8
DAKOTA STALLIONS	\$7,826	20.3
JANEL HOLMES	\$6,646	19.2
CODY CHAVERS	\$6,878	18.9

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW SCOTT	\$18,498	42.0
KYLE CASEY	\$15,257	39.2
SARAH ROBIE	\$14,302	37.8
JACE SPARROW	\$14,972	34.4
DUSTY BRYANT	\$9,421	30.4
BRITTNEY SMITH	\$13,051	24.6
KOLTER JEPPESEN	\$7,905	23.8
DAKOTA STALLIONS	\$7,826	20.3
JANEL HOLMES	\$6,646	19.2
CODY CHAVERS	\$6,878	18.9

MONTHLY ROOKIE LEADER



ANDREW SCOTT

YTD ROOKIE LEADER



ANDREW SCOTT

NEW SALES RESULTS THROUGH JANUARY 31, 2021

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MARK VANDERWALL	\$20,578	28.1
DARIN PFOST	\$18,324	25.8
PAUL JOHNSON	\$14,905	22.4
ANDREW SCOTT	\$12,310	19.8
DOUGLAS GUTHRIE	\$9,926	17.4
RYAN BECKNER	\$6,229	16.2
TODD BURKE	\$7,475	15.0
DREW LAAN	\$8,258	13.3
JERRY PETERSEN	\$4,140	11.6
MARCY BRODINE	\$4,101	11.6

FARM & RANCH MONTHLY LEADER



MARK VANDERWALL

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MARK VANDERWALL	\$20,578	28.1
DARIN PFOST	\$18,324	25.8
PAUL JOHNSON	\$14,905	22.4
ANDREW SCOTT	\$12,310	19.8
DOUGLAS GUTHRIE	\$9,926	17.4
RYAN BECKNER	\$6,229	16.2
TODD BURKE	\$7,475	15.0
DREW LAAN	\$8,258	13.3
JERRY PETERSEN	\$4,140	11.6
MARCY BRODINE	\$4,101	11.6

FARM & RANCH YTD LEADER



MARK VANDERWALL

NEW SALES RESULTS THROUGH JANUARY 31, 2021

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$38,208	75.6
JOHN HILL	\$26,580	56.5
TODD BURKE	\$20,968	53.4
KYLE JEPPESEN	\$15,970	40.9
RON SILVERS	\$27,728	40.2
KAREN RICHARDSON	\$16,749	39.2
JARED HART	\$10,589	38.1
LYNNAE GLIEGE	\$11,812	34.3
JENNIFER COOK	\$11,743	34.2
ZAK POPEJOY	\$7,306	32.3

BOP/CPP MONTHLY LEADER



MIKE ASKER

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$38,208	75.6
JOHN HILL	\$26,580	56.5
TODD BURKE	\$20,968	53.4
KYLE JEPPESEN	\$15,970	40.9
RON SILVERS	\$27,728	40.2
KAREN RICHARDSON	\$16,749	39.2
JARED HART	\$10,589	38.1
LYNNAE GLIEGE	\$11,812	34.3
JENNIFER COOK	\$11,743	34.2
ZAK POPEJOY	\$7,306	32.3

BOP/CPP YTD LEADER



MIKE ASKER

NEW SALES RESULTS THROUGH JANUARY 31, 2021

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$38,674	71.7
STEVEN ZAMORA	\$33,304	62.3
ZAK POPEJOY	\$27,219	50.2
JERRY SPRAY	\$26,981	47.0
WALTER DINNING	\$24,797	43.8
VAUGHN PRICE	\$17,908	43.4
NEIL JENSEN	\$17,891	38.9
JACOB LINGARD	\$21,702	38.7
SHAWN QUINN	\$21,488	37.5
JACOB ANDRUS	\$19,403	37.4

PERSONAL LINES MONTHLY LEADER



ANDREW MEYER

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$38,674	71.7
STEVEN ZAMORA	\$33,304	62.3
ZAK POPEJOY	\$27,219	50.2
JERRY SPRAY	\$26,981	47.0
WALTER DINNING	\$24,797	43.8
VAUGHN PRICE	\$17,908	43.4
NEIL JENSEN	\$17,891	38.9
JACOB LINGARD	\$21,702	38.7
SHAWN QUINN	\$21,488	37.5
JACOB ANDRUS	\$19,403	37.4

PERSONAL LINES YTD LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH JANUARY 31, 2021

NORTH IDAHO YTD P&C PRODUCTION



BEN RAE,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
MICHAEL ASKER	\$56,101	17	105.5
STEVEN ZAMORA	\$35,002	14	71.5
KENDON PERRY	\$21,328	14	65.7
JERRY SPRAY	\$29,681	15	62.2
WALTER DINNING	\$29,318	16	55.8
MARK VANDERWALL	\$34,561	9	55.5
BEA SPEAKMAN	\$14,158	10	44.1
RYAN BECKNER	\$13,678	11	43.6
ANDREW SCOTT	\$18,498	10	42.0
JOHN NISHIMOTO	\$14,513	12	40.0
SHAWN QUINN	\$21,055	9	39.6
KYLE CASEY	\$15,257	11	39.2
SARAH ROBIE	\$14,302	6	37.8
JOSEPH RICHARDS	\$15,750	6	29.7
JOHN MARKS	\$5,470	7	23.0
JANEL HOLMES	\$6,646	7	19.2
CHIP QUADE	\$9,176	4	18.7
TIMOTHY KASPER	\$2,741	4	16.2
DANIEL NEUENFELDT	\$4,450	3	11.5
DOUG WHEELLOCK	\$1,012	3	6.5
KYLE PERRY	\$3,809	2	5.8



MIKE ASKER
YTD LEADER

NEW SALES RESULTS THROUGH JANUARY 31, 2021



TREASURE VALLEY YTD P&C PRODUCTION



ALLAN GLIEGE
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ANDREW MEYER	\$48,645	26	94.1
JARED HART	\$32,494	11	70.0
JOHN HILL	\$32,950	10	68.9
KEEFAN CARON	\$15,089	13	55.6
DARIN PFOST	\$27,682	8	54.6
CHRISTOPHER LARSEN	\$23,460	10	50.9
LEANN PULLMAN	\$20,363	13	50.8
LYNNAE GLIEGE	\$19,550	7	46.0
DALE ZIMNEY	\$13,850	10	45.3
LEE POUNDS	\$15,890	13	39.3
JASON GARDNER	\$13,189	10	37.2
RICH SYKES	\$13,089	11	36.6
DREW LAAN	\$17,057	7	33.2
TAYLOR MINK	\$10,858	6	32.8
ERIC WILKINS	\$8,694	11	32.6
ANTHONY NICHOLS	\$8,912	5	32.3
DUSTY BRYANT	\$9,421	7	30.4
PAMELA RUSSOM	\$14,625	5	29.6
TRUDY CRAWFORD	\$13,303	8	25.8
WAYNE HUNGATE	\$10,091	5	25.5
SCOTT MALMSTROM	\$8,611	4	25.0
ALEX SALINAS	\$10,525	5	24.0
RICHARD PERCIVAL	\$7,059	5	23.5



ANDREW MEYER,
YTD LEADER

NEW SALES RESULTS THROUGH JANUARY 31, 2021



TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RODNEY BIRD	\$9,364	5	23.4
MARIO SALINAS	\$4,589	6	22.6
GILBERT TUNING	\$11,555	4	21.0
HEATHER GROTHAUS	\$7,453	4	20.9
DAKOTA STALLIONS	\$7,826	3	20.3
PHIL ZEMAITIS	\$4,364	5	19.8
CODY CHAVERS	\$6,878	4	18.9
GRANT ROSANDICK	\$3,088	7	17.1
STUART BARRETT	\$3,753	4	16.7
VAN BARKUS	\$6,503	4	16.1
RYAN PORTER	\$4,163	3	15.7
KERRY BAXTER	\$6,229	3	13.7
BRETT PAYNTER	\$2,889	2	10.9
BRIAN WALTERS	\$5,094	2	10.5
NORMAN LACOMBE	\$6,163	1	9.2
LUPE FRY	\$261	0	1.2
KERRY HARRIS	-\$637	0	0.4
SANDRA SPREIER	\$264	1	0.3
DAVE CEREGHINO	\$0	0	0.0

NEW SALES RESULTS THROUGH JANUARY 31, 2021



MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ROBERT ELLIS	\$29,281	7	59.2
RON SILVERS	\$27,553	3	40.0
JENNIFER COOK	\$14,092	4	39.6
ELI HANSEN	\$14,389	10	38.3
PAUL JOHNSON	\$18,614	5	36.5
JAMES POWELL	\$10,342	6	34.8
JACE SPARROW	\$14,972	7	34.4
MARCY BRODINE	\$9,735	11	33.2
DONNA D'AMBRA	\$9,613	7	32.1
CAMERON CARRICO	\$11,870	6	30.8
GARY BLISS	\$6,495	6	30.5
CLINT VANBIEZEN	\$5,794	8	30.3
CHAD COX	\$7,649	4	28.6
NORMAN FUNK	\$12,604	5	27.1
GARREN TAYLOR	\$5,301	8	25.2
CINDY PACKARD	\$11,025	3	25.0
TRAVIS TERRY	\$9,519	6	22.5
STEPHEN WIDMER	\$8,097	8	21.6
KURT GEARY	\$5,269	5	19.2
NEIL HAZELBAKER	\$8,926	3	13.9
PERRY SHANK	\$5,682	1	13.6



SCOTT BADGER,
DISTRICT MANAGER



ROB ELLIS,
YTD LEADER

NEW SALES RESULTS THROUGH JANUARY 31, 2021



MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KRIS BURKE	\$4,829	5	12.3
BARRETT MCCLURE	\$3,583	4	11.0
LISA BOTHOF	\$3,601	4	10.7
RYAN REX	\$4,896	3	8.9
PAUL DEWITT	\$2,159	1	8.1
KEVIN MAW	\$4,090	3	7.1
STETZEN BAILEY	\$1,443	2	5.0
JARED HALL	\$647	2	4.1
DAVID NEVAREZ	-\$782	2	2.3
BRETT BARTON	\$382	0	1.4

NEW SALES RESULTS THROUGH JANUARY 31, 2021



EAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
TODD BURKE	\$45,388	17	104.3
ZAK POPEJOY	\$39,273	17	92.3
KYLE JEPPESEN	\$28,211	11	73.1
NEIL JENSEN	\$26,770	14	60.2
JACOB ANDRUS	\$23,694	13	56.6
VAUGHN PRICE	\$19,359	14	52.5
JUSTIN NICHOLS	\$21,196	10	48.7
REDGE SORENSON	\$20,621	6	48.1
KAREN RICHARDSON	\$18,239	7	45.7
RYAN HARRIGFELD	\$16,656	11	45.1
JACOB LINGARD	\$22,240	12	44.2
DOUGLAS GUTHRIE	\$14,026	4	39.5
ERICA CATT	\$14,333	9	37.3
KEVIN DEGN	\$16,300	8	34.9
TROY FERGUSON	\$13,152	11	32.2
BRANDT LESLIE	\$17,323	6	31.7
RYAN PEARSON	\$17,526	9	30.5
KENT JEPPESEN	\$15,496	2	29.5
CHRIS AXENTY	\$11,721	8	29.2
RHETT PRICE	\$12,053	9	27.1
JARED NELSON	\$11,843	5	26.4



TODD BURKE
YTD LEADER

NEW SALES RESULTS THROUGH JANUARY 31, 2021



EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RANDALL PITCHFORD	\$7,073	8	25.5
BRITTNEY SMITH	\$13,051	7	24.6
KOLTER JEPPESEN	\$7,905	6	23.8
TAGG JEPPESEN	\$6,012	6	23.0
CRAIG STEPHENSON	\$11,082	5	22.6
BART CROFOOT	\$6,763	5	20.7
JERRY PETERSEN	\$7,136	2	20.6
MATT ANDERSON	\$6,031	6	20.5
DOUGLAS JOHNSON	\$7,375	9	19.8
TOM GALLUP	\$5,754	5	17.7
SHANE KUNZ	\$2,040	4	14.5
DERALD ARMSTRONG	\$5,489	5	14.0
BROOKS LATIMORE	\$801	3	11.3
TREVOR CLARK	\$1,970	4	8.5
JOLENE ZOLLINGER	-\$367	1	6.6
DARYL TEUSCHER	\$1,889	0	5.4
JAKE JOHNSTON	\$2,163	1	4.2
DAVID COLPRON	-\$1,224	3	3.8
GRANT MOSES	-\$562	0	1.5
RILEY JEPPESEN	\$216	0	0.2
LENA PERMANN	-\$1,111	0	-1.1