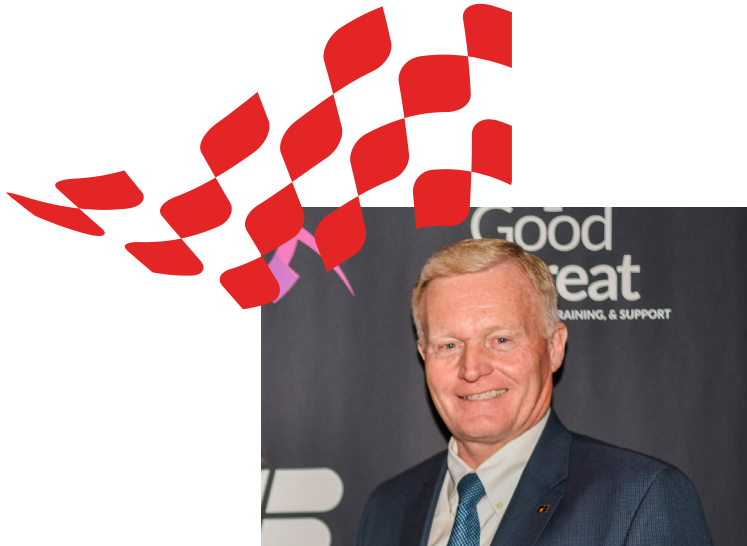




GEARED FOR GREAT **3**

TAKING THE LEAD



Welcome

Thank you for attending Statewide 2019! From those who have been with Farm Bureau for decades to those who are new to the team, I extend a warm welcome to each and every one of you.

In May, Idaho Farm Bureau will reach its 72nd year of being in business. Although there have been many changes since we began, the one thing that has remained constant is our excellent service. When I hear our customers make comments like, "I knew I was in good hands with Farm Bureau...", "We could not have asked for more sterling service from Farm Bureau...", "We will stay with Farm Bureau because of your good service...", "Thank you for going the extra mile for your clients...", and "I sing your praises to all who will listen...", I am positive the extra effort we all put forth to give our clients the best experience possible makes a difference. Thank you for your role in providing UnMatched service to our customers!

I am proud to be a part of Farm Bureau and look forward to working with you this year. Together, let's make 2019 our best year yet!

Paul Roberts
Executive Vice President & CEO



In Memory Of

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Chris Pullman

Farm Bureau agent from
September 1, 2009 to
October 2, 2018



Jeff Smith

Farm Bureau agent from
January 1, 2002 to
November 19, 2018



Wes Startin

Farm Bureau agent from
June 1, 1990 to
January 31, 2015



Bill Terry

Farm Bureau agent from
July 1, 1986 to
December 14, 2018

2018 Retirees

2019 STATEWIDE ANNUAL AGENT AWARDS



GEARED FOR GREAT (3)
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Rich Cowman

Serving Farm Bureau from
August 1, 1992 to
April 30, 2018



Mike Garman

Serving Farm Bureau from
November 1, 1992 to
March 31, 2018



Ken Fronk

Serving Farm Bureau from
October 1, 1991 to
June 30, 2018



Steve Reynolds

Serving Farm Bureau from
November 1, 1982 to
October 19, 2018



New Agents

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



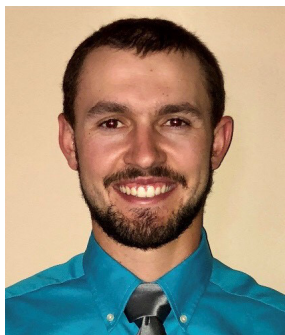
Grant Rosandick
Treasure Valley Region
February 1, 2018



Cam Carrico
Magic Valley Region
May 1, 2018



Mike Jenson
Treasure Valley Region
May 1, 2018



Dylan Pease
Treasure Valley Region
May 1, 2018



Jeremy Bingham
Crop Specialist
August 1, 2018



Jake Lingard
Eastern Idaho Region
August 1, 2018



LeAnn Pullman
Treasure Valley
November 1, 2018

Service Awards

2019 STATEWIDE ANNUAL AGENT AWARDS



Five Years

Lynnae Gliege
Heather Grothaus
Beatriz Guzman
Chris Larsen
Dustie Paynter
Ryan Rex
Alex Salinas
Garren Taylor

Ten Years

Marcy Brodine
Todd Burke
Taylor Mink
Mark Vanderwall

Fifteen Years

Arden Anderson
Gary Bliss
Redge Sorenson
Steve Widmer

Twenty Years

Russ Holland
Scott Malmstrom

Twenty Five Years

John Marks

Thirty Years

Barrett McClure
Randy Pitchford

Thirty Five Years

Donna D'Ambra
Debbie Flandro
Dale Zimney

Forty Years

Walt Dinning

GEARED FOR GREAT **3**
TAKING THE LEAD



Service Bonus Qualifiers

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT **3**
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Level 2

Derald Armstrong
Van Barkus
Stu Barrett
Brett Barton
Kerry Baxter
Rod Bird
Becky Chase
Donna D'Ambra
Troy Ferguson
Tom Gallup
Beatriz Guzman
Jared Hall
Neil Hazelbaker
Doug Johnson
Dean Johnston
Barrett McClure
Grant Moses
Dave Nevarez
Brett Paynter
Lena Permann
Shawn Quinn
Ryan Rex
Garren Taylor
Mark Vanderwall
Steve Widmer

Level 3

Ryan Beckner
Todd Burke
Kevin Degn
Walt Dinning
Jason Gardner
Lynnae Gliege
Jared Hart
Tim Kasper
Taylor Mink
John Nishimoto
Zak Popejoy
Joseph Richards
Mario Salinas
Bea Speakman
Dale Zimney

Level 4

Keefan Caron
Norman Funk
Jerry Petersen
Steven Zamora

Level 5

Matt Anderson
Mike Asker
Rob Ellis
Doug Guthrie
Eli Hansen
Wayne Hungate
Neil Jensen
Kent Jeppesen
Kyle Jeppesen
Kendon Perry
Darin Pfof
Rhett Price
Perry Shank
Gilbert Tuning
Clint Van Biezen

Loss Ratio Qualifiers

2019 STATEWIDE ANNUAL AGENT AWARDS



Level 2

Derald Armstrong
Stu Barrett
Brett Barton
Rod Bird
Donna D'Ambra
Troy Ferguson
Tom Gallup
Beatriz Guzman
Jared Hall
Doug Johnson
Barrett McClure
Dave Nevarez
Brett Paynter
Lena Permann
Shawn Quinn
Ryan Rex
Doug Shill
Garren Taylor
Mark Vanderwall

Level 3

Ryan Beckner
Kevin Degn
Walt Dinning
Lynnae Gliege
Jared Hart
Tim Kasper
Mario Salinas
Dale Zimney

Level 4

Norman Funk

Level 5

Matt Anderson
Rob Ellis
Neil Jensen
Kendon Perry
Darin Pfost
Perry Shank
Clint Van Biezen

— GEARED FOR GREAT (3) —
TAKING THE LEAD



GEARED FOR GREAT ³
TAKING THE LEAD

Top Producers

2019 STATEWIDE ANNUAL AGENT AWARDS



Dustie Paynter

6 New Crop Hail Policies



Pam Russom

\$52,219 Crop Hail Premium



Eli Hansen

96 Finance Loans

\$1,230,694 Finance Volume



Brandt Leslie

23 New Country Squires



Beatriz Guzman

\$25,532 Custom Auto Premium



Zak Popejoy

66 New BOP and CPP

Top Producers

2019 STATEWIDE ANNUAL AGENT AWARDS



Wayne Hungate

13 New
Farm & Ranch Policies



Rob Ellis

\$137,688 New Commercial Premium
\$25,424 Annuities



Darin Pfost

\$4,851,001 Total Personal Premium
\$1,556,027 Total Commercial Premium



Rhett Price

62 Issued FBL Apps



Kendon Perry

\$10,744 Mutual Funds
\$22,891,601 Life Volume
\$173,445 Issued LPC



Keefan Caron

131 New City Squires
\$417,576 New Personal Premium

GEARED FOR GREAT (3)
TAKING THE LEAD



Court of Honor

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Matt Anderson

\$138,913 P&C Premium
\$61,260 LPC
24 Life Apps



Mike Asker

\$153,295 P&C Premium
\$104,201 LPC
48 Life Apps



Ryan Beckner

\$134,398 P&C Premium
\$16,520 LPC
27 Life Apps



Keefan Caron

\$417,576 P&C Premium
\$24,254 LPC
39 Life Apps



Rob Ellis

\$135,248 P&C Premium
\$108,280 LPC
36 Life Apps



Norman Funk

\$158,840 P&C Premium
\$24,119 LPC
26 Life Apps



Wayne Hungate

\$220,314 P&C Premium
\$116,346 LPC
38 Life Apps

Court of Honor

2019 STATEWIDE ANNUAL AGENT AWARDS



Neil Jensen

\$285,349 P&C Premium
\$32,399 LPC
33 Life Apps



Kent Jeppesen

\$145,820 P&C Premium
\$110,383 LPC
37 Life Apps



Kendon Perry

\$145,673 P&C Premium
\$173,445 LPC
61 Life Apps



Darin Pfost

\$155,716 P&C Premium
\$109,251 LPC
40 Life Apps



Rhett Price

\$139,736 P&C Premium
\$113,160 LPC
62 Life Apps



Steven Zamora

\$248,109 P&C Premium
\$22,837 LPC
28 Life Apps

GEARED FOR GREAT (3)
TAKING THE LEAD



President's Club

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Mike Asker

\$198,815 New P&C

\$104,201 LPC

48 Life Apps



Rob Ellis

\$272,936 New P&C

\$108,280 LPC

36 Life Apps



Wayne Hungate

\$271,403 New P&C

\$116,346 LPC

38 Life App



Kent Jeppesen

\$185,400 New P&C

\$110,383 LPC

37 Life Apps



Kendon Perry

\$201,055 New P&C

\$173,445 LPC

61 Life Apps

President's Club

2019 STATEWIDE ANNUAL AGENT AWARDS



Darin Pfost

\$250,457 New P&C

\$109,251 LPC

40 Life Apps



Rhett Price

\$166,286 New P&C

\$113,160 LPC

62 Life Apps



Perry Shank

\$133,175 New P&C

\$70,576 LPC

37 Life Apps



Gilbert Tuning

\$144,266 New P&C

\$84,073 LPC

37 Life Apps

GEARED FOR GREAT (3)
TAKING THE LEAD



FBFS Award - All American

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Mike Asker

\$198,815 New P&C
\$104,201 LPC
48 Life Apps



Rob Ellis

\$272,936 New P&C
\$108,280 LPC
36 Life Apps



Wayne Hungate

\$271,403 New P&C
\$116,346 LPC
38 Life Apps



Kent Jeppesen

\$185,400 New P&C
\$110,383 LPC
37 Life Apps



Kendon Perry

\$201,055 New P&C
\$173,445 LPC
61 Life Apps

FBFS Award - All American

2019 STATEWIDE ANNUAL AGENT AWARDS



Jerry Petersen

\$92,643 New P&C
99,322 LPC
36 Life Apps



Darin Pfost

\$250,457 New P&C
\$109,251 LPC
40 Life Apps



Rhett Price

\$166,286 New P&C
\$113,160 LPC
62 Life Apps



Perry Shank

\$133,175 New P&C
\$70,576 LPC
37 Life Apps



Gilbert Tuning

\$144,266 New P&C
\$84,073 LPC
37 Life Apps

GEARED FOR GREAT (3)
TAKING THE LEAD



FBFS Award - Super All American

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Mike Asker

\$198,815 New P&C

\$104,201 LPC

48 Life Apps



Kendon Perry

\$201,055 New P&C

\$173,445 LPC

61 Life Apps



Rhett Price

\$166,286 New P&C

\$113,160 LPC

62 Life Apps

FBFS Award - MDRT Past Qualifiers

2019 STATEWIDE ANNUAL AGENT AWARDS



GEARED FOR GREAT ³
TAKING THE LEAD

2018

Rob Ellis
Kent Jeppesen
Kendon Perry
Rhett Price

2017

Rob Ellis
Jerry Petersen

2015

Rob Ellis

2014

Jerry Petersen
Darin Pfost
Rhett Price

2013

Kendon Perry
Jerry Petersen
Rhett Price

2012

Kris Burke
Brandt Leslie
Kendon Perry
Jerry Petersen

2011

Kris Burke
Brandt Leslie
Kendon Perry
Jerry Petersen

2009

Kendon Perry

2007

Kent Jeppesen
Darin Pfost

2006

Chris Axenty
Kent Jeppesen
Kyle Jeppesen
Rhett Price

2005

Rob Ellis
Kendon Perry



FBFS Award - Hall of Fame

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Mike Asker
2009



Rob Ellis
20012



Wayne Hungate
2004



Kent Jeppesen
1997



Kyle Jeppesen
1997

FBFS Award - Hall of Fame

2019 STATEWIDE ANNUAL AGENT AWARDS



Kendon Perry
2015



Darin Pfost
2005



Rhett Price
2010



Dale Zimney
2001

GEARED FOR GREAT (3)
TAKING THE LEAD



FBFS Award - Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



2018 Life Region of the Year

Ben Rae

North Idaho Region



2018 Life App Champion of the Year CATEGORY 1

Rhett Price

Eastern Idaho Region

FBFS Award - Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS



2018 Life Rookie of the Year

Joseph Richards

North Idaho Region



2018 Life App Champion of the Year CATEGORY 2

Kendon Perry

North Idaho Region

GEARED FOR GREAT (3)
TAKING THE LEAD



Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Mario Salinas
Loss Ratio Leader
Best Three Out of Four Years
Treasure Valley Region

Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS



— GEARED FOR GREAT ③ —
TAKING THE LEAD

Clint Van Biezen 2018 New Brokerage Premium

Magic Valley Region

\$126,858



Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Keefan Caron **2018 New Overall Production**

Treasure Valley Region

\$417,576 P&C Premium

\$40,857 Commercial

\$458,433 Total

Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS



— GEARED FOR GREAT ③ —
TAKING THE LEAD

Ben Rae
2018 Region of the Year
North Idaho Region



Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS

GEARED FOR GREAT ³
TAKING THE LEAD



Steven Zamora 2018 Rookie of the Year

North Idaho Region

\$248,109 P&C Premium

\$37,478 Commercial

\$285,587 Total

\$22,837 LPC

Best of 2018

2019 STATEWIDE ANNUAL AGENT AWARDS



— GEARED FOR GREAT ③ —
TAKING THE LEAD

Kendon Perry 2018 Agent of the Year

North Idaho Region

\$201,055 P&C Premium

\$55,382 Commercial

\$256,437 Total

\$173,445 LPC



GEARED FOR GREAT ³
TAKING THE LEAD

Mission & Values Statement

2019 STATEWIDE ANNUAL AGENT AWARDS



Our Mission

OUR MISSION is to provide service, solutions, and security to Farm Bureau members and clients.

WE VALUE integrity and understand the virtue of hard work. We are rooted in the farms, ranches, cities, and communities we serve.

OUR VISION for the future is that of a financially strong company actively serving the needs of our customers by offering innovative insurance and financial solutions for their ever changing needs.

OUR GOAL is to be the leader in the markets we serve by delivering highly personal service that meets the needs and lifestyles of our customers with an UnMatched experience and to serve as a trusted partner on their life's journey.

OUR STRATEGIC INTENT is to be a first-class, high-performing enterprise with profitable growth.

Our Values

ETHICS: We believe our conduct must be ethical.

This includes:

- Honesty always; and
- Legally and morally correct actions and decisions.

WORK ENVIRONMENT: We believe in an enjoyable work environment that includes:

- Appreciation and respect for each other;
- Meaningful work and fair compensation;
- Loyalty, self-improvement, and excellence; and
- Opportunity for growth and advancement.

COMMUNITY: We believe in being good citizens in our communities and in contributing a portion of our time, talents, and resources to them.

Leadership Principles

2019 STATEWIDE ANNUAL AGENT AWARDS



GEARED FOR GREAT ³
TAKING THE LEAD

CUSTOMER

Leaders, first and foremost work to earn and maintain customer trust, understanding that UnMatched experience means every aspect of the individual customer journey as well as that of all customers.

OWNERSHIP

Leaders are owners. They think long term and do not sacrifice long-term value for short-term results. They act on behalf of the entire company, beyond just their own team. They never say, "That's not my job."

INNOVATE AND SIMPLIFY

Leaders always ask WHY. They constantly innovate and simplify. They never say, "We've always done it that way."

PERFORMANCE

Leaders understand that "UnMatched" is a way of thinking. They have high performance standards. Average is not acceptable.

LEARN

Leaders recognize that personal improvement is ongoing. They are not afraid of change or what they don't know.

INVEST IN PEOPLE

Leaders realize that the right people make all the difference. They develop leaders and take seriously their role in coaching others.

BIAS FOR ACTION

Leaders are proactive; they see what needs to be done and do not let fear of failure get in the way of action. Speed matters.

COST LEADERSHIP

Leaders control costs and invest in value. They accomplish more with less.

PREPARE, DEBATE, COMMIT

Leaders respectfully challenge opinions when they disagree, even when doing so is uncomfortable or exhausting. Leaders have conviction and are tenacious. They do not compromise for the sake of social cohesion. Once a decision is determined, they commit wholly.

TRUST

Leaders do what they say they will do. They listen attentively, speak candidly, and treat others respectfully.

DELIVER

Leaders focus on the delivery of UnMatched customer service leading to profitability, growth and sustainability. Despite setbacks, they rise to the occasion.



Statewide 2019 Annual Agent Awards