



AGENT LIFE PRODUCTION



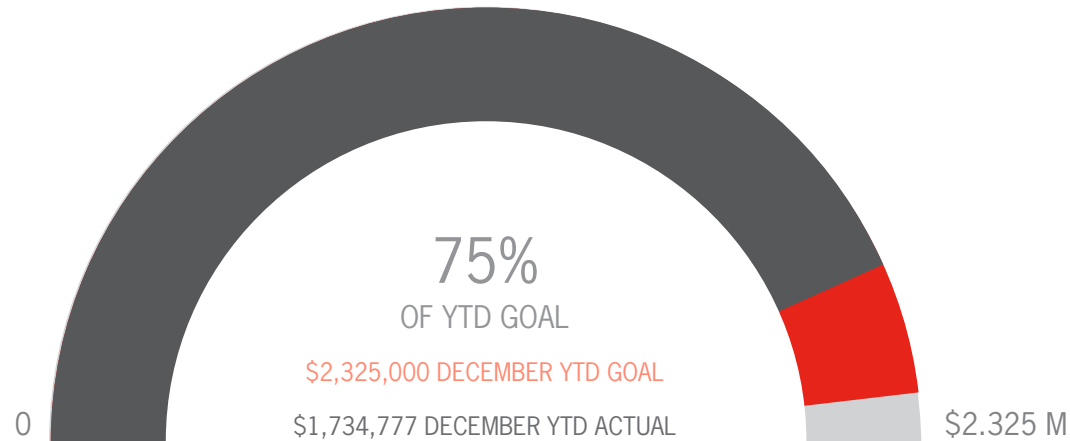
DECEMBER 2020

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NEW SALES RESULTS THROUGH DECEMBER 31, 2020

LIFE CONTEST CREDIT: DECEMBER YTD ACTUAL, DECEMBER YTD GOAL, AND 2020 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	64	\$124,096
MAGIC VALLEY	62	\$121,041
NORTH IDAHO	81	\$89,246
TREASURE VALLEY	64	\$61,461



LIFE PRODUCTION DISTRICT OF THE MONTH
EAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	397	\$580,926
MAGIC VALLEY	229	\$424,776
TREASURE VALLEY	293	\$391,494
NORTH IDAHO	235	\$337,581



LIFE PRODUCTION DISTRICT OF THE YEAR
EAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER

NEW SALES RESULTS THROUGH DECEMBER 31, 2020

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
PERRY SHANK	11	\$55,225
TRAVIS TERRY	17	\$30,844
MICHAEL ASKER	21	\$29,024
KENT JEPPESEN	5	\$27,281
KYLE JEPPESEN	3	\$12,305
MARK VANDERWALL	16	\$10,480
CINDY PACKARD	5	\$9,825
JARED HART	5	\$9,131
KENDON PERRY	1	\$8,877
ALEX SALINAS	7	\$8,739

LIFE LINES LEADER OF THE MONTH



PERRY SHANK

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	43	\$136,686
KENT JEPPESEN	53	\$119,563
PERRY SHANK	33	\$116,502
NEIL JENSEN	31	\$85,150
TRAVIS TERRY	29	\$55,419
KRIS BURKE	23	\$49,285
ROBERT ELLIS	25	\$41,154
DONNA D'AMBRA	15	\$38,753
DOUGLAS JOHNSON	18	\$37,729
TODD BURKE	24	\$37,073

LIFE LINES AGENT YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH DECEMBER 31, 2020

NORTH IDAHO YTD LIFE PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	43	\$136,686
MICHAEL ASKER	26	\$33,717
STEVEN ZAMORA	18	\$20,256
JOHN NISHIMOTO	20	\$19,260
JOHN MARKS	19	\$16,177
MARK VANDERWALL	18	\$15,976
JOSEPH RICHARDS	14	\$15,256
JERRY SPRAY	11	\$14,684
TIMOTHY KASPER	11	\$13,713
SHAWN QUINN	11	\$12,956
WALTER DINNING	11	\$9,469
DOUG WHEELLOCK	6	\$7,624
DANIEL NEUENFELDT	2	\$5,697
RYAN BECKNER	8	\$5,598
SAMUEL ROGERS	5	\$3,899
ANDREW SCOTT	2	\$2,461
JANEL HOLMES	3	\$1,965
CHIP QUADE	3	\$902
ROBERT STOWELL	2	\$511
KYLE CASEY	1	\$379
SARAH ROBIE	1	\$296
BEA SPEAKMAN	0	\$95



**KENDON PERRY,
LIFE LINES
YTD LEADER**

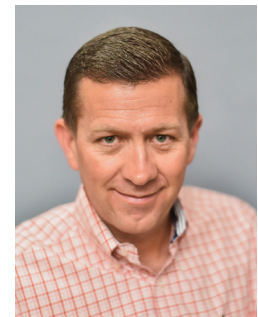
NEW SALES RESULTS THROUGH DECEMBER 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION



ALLAN GLIEGE,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DARIN PFOST	28	\$34,784
MARIO SALINAS	18	\$29,758
DALE ZIMNEY	18	\$28,736
JARED HART	24	\$28,591
GILBERT TUNING	5	\$26,168
LYNNAE GLIEGE	19	\$24,210
KERRY BAXTER	10	\$24,113
ANTHONY NICHOLS	3	\$19,979
WAYNE HUNGATE	11	\$16,099
KEEFAN CARON	19	\$15,905
JOHN HILL	10	\$14,918
STUART BARRETT	10	\$14,890
JASON GARDNER	18	\$13,554
ALEX SALINAS	11	\$12,438
PAMELA RUSSOM	7	\$11,069
ANDREW MEYER	11	\$10,103
SCOTT MALMSTROM	8	\$9,681
KERRY HARRIS	10	\$9,049
TAYLOR MINK	3	\$7,604
RICHARD PERCIVAL	7	\$4,667
BRIAN WALTERS	5	\$3,938



DARIN PFOST
LIFE LINES
YTD LEADER



NEW SALES RESULTS THROUGH DECEMBER 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
LEE POUNDS	3	\$3,736
NORMAN LACOMBE	2	\$2,868
MICHAEL WARWICK	1	\$2,737
TRUDY CRAWFORD	2	\$2,218
HEATHER GROTHAUS	1	\$2,141
RYAN PORTER	1	\$1,747
RICH SYKES	2	\$1,611
BRETT PAYNTER	3	\$1,589
VAN BARKUS	2	\$1,557
PHIL ZEMAITIS	3	\$1,357
RODNEY BIRD	1	\$1,326
ERIC WILKINS	2	\$1,130
CODY CHAVERS	1	\$1,116
LUPE FRY	1	\$1,100
LEANN PULLMAN	4	\$867
DREW LAAN	3	\$574
CHRISTOPHER LARSEN	0	\$282
DUSTY BRYANT	1	\$241
GRANT ROSANDICK	0	\$24
DAKOTA STALLIONS	0	\$0
SANDRA SPREIER	0	\$0

NEW SALES RESULTS THROUGH DECEMBER 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
PERRY SHANK	33	\$116,502
TRAVIS TERRY	29	\$55,419
KRIS BURKE	23	\$49,285
ROBERT ELLIS	25	\$41,154
DONNA D'AMBRA	15	\$38,753
ELI HANSEN	18	\$20,377
CINDY PACKARD	6	\$12,323
NEIL HAZELBAKER	7	\$12,252
KURT GEARY	10	\$7,751
RYAN REX	2	\$7,628
CHAD COX	7	\$7,352
PAUL DEWITT	5	\$7,057
PAUL JOHNSON	8	\$6,352
LISA BOTHOF	5	\$5,696
GARREN TAYLOR	2	\$4,890
DAVID NEVAREZ	6	\$4,792
JENNIFER COOK	3	\$4,708
NORMAN FUNK	3	\$4,389
MARCY BRODINE	5	\$3,709
JAMES POWELL	1	\$3,156



PERRY SHANK,
LIFE LINES
YTD LEADER



NEW SALES RESULTS THROUGH DECEMBER 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
CLINT VANBIEZEN	5	\$2,911
GARY BLISS	1	\$2,028
STEPHEN WIDMER	2	\$1,836
JARED HALL	3	\$1,284
BRETT BARTON	0	\$1,064
BARRETT MCCLURE	0	\$436
STETZEN BAILEY	1	\$331
JACE SPARROW	1	\$234
RON SILVERS	0	\$170
CAMERON CARRICO	0	\$0

NEW SALES RESULTS THROUGH DECEMBER 31, 2020

EAST IDAHO YTD LIFE PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	53	\$119,563
NEIL JENSEN	31	\$85,150
DOUGLAS JOHNSON	18	\$37,729
TODD BURKE	24	\$37,073
KYLE JEPPESEN	25	\$34,128
RHETT PRICE	24	\$33,896
JERRY PETERSEN	11	\$21,914
BART CROFOOT	20	\$20,633
JACOB ANDRUS	33	\$19,135
ZAK POPEJOY	14	\$18,562
DERALD ARMSTRONG	15	\$16,898
RANDALL PITCHFORD	5	\$15,220
KEVIN DEGN	5	\$13,063
DOUGLAS GUTHRIE	12	\$12,464
DAVID COLPRON	13	\$10,360
LENA PERMANN	11	\$9,926
DARYL TEUSCHER	2	\$9,358
TROY FERGUSON	10	\$9,062
BROOKS LATIMORE	9	\$6,698
BRANDT LESLIE	7	\$6,161



KENT JEPPESEN,
LIFE LINES
YTD LEADER



NEW SALES RESULTS THROUGH DECEMBER 31, 2020

EAST IDAHO YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
JOLENE ZOLLINGER	3	\$5,342
TOM GALLUP	3	\$5,124
CHRIS AXENTY	4	\$5,026
TREVOR CLARK	5	\$4,329
JACOB LINGARD	7	\$3,675
MATT ANDERSON	7	\$3,519
JUSTIN NICHOLS	3	\$3,445
STEVEN CLARK	2	\$2,322
REDGE SORENSON	9	\$2,170
VAUGHN PRICE	4	\$2,139
JARED NELSON	3	\$1,698
ERICA CATT	1	\$1,451
GRANT MOSES	0	\$1,348
CRAIG STEPHENSON	0	\$786
SHANE KUNZ	2	\$658
RYAN PEARSON	1	\$197
RYAN HARRIGFELD	1	\$186
KAREN RICHARDSON	0	\$24
KOLTER JEPPESEN	0	\$0
BRITTNEY SMITH	0	\$0