



COVERAGE

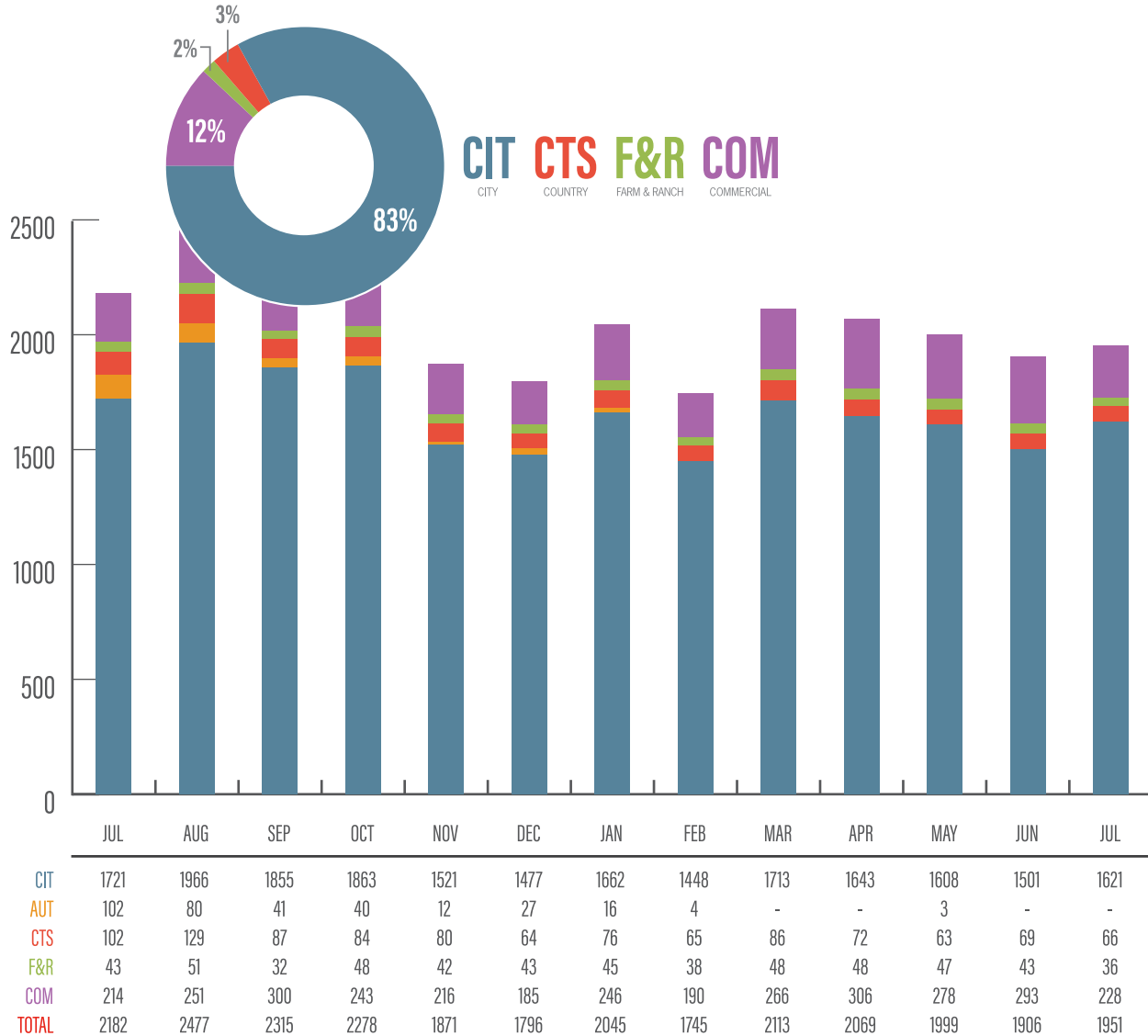
AGENT REPORTS

JULY 2019

.....

JULY 2019

APP COUNT



CURRENT

JULY 2019

REGIONAL PRODUCTION SUMMARY



BEN RAE
REGIONAL EXECUTIVE
NORTH IDAHO REGION



BRENT HUNTER
REGIONAL EXECUTIVE
TREASURE VALLEY REGION



SCOTT BADGER
REGIONAL EXECUTIVE
MAGIC VALLEY REGION



VANCE NIELSEN
REGIONAL EXECUTIVE
EASTERN IDAHO REGION



REGION	LIFE VOLUME	NEW PERS/COMM PREMIUM	TOTAL COMBINED
NORTH IDAHO	6,751,784	205,712	6,957,496
TREASURE VALLEY	5,891,873	445,267	6,337,140
EASTERN IDAHO	5,095,458	403,321	5,498,779
MAGIC VALLEY	2,714,369	250,943	2,965,312

JULY 2019

AGENT OF THE MONTH



KENDON PERRY
BONNER COUNTY

.....

Agent of the Month is the agent with the greatest monthly point total plus a minimum of \$1,000 LPCs.

Point totals are determined as follows:

- One point for each dollar of new FBM/WCC issued premium.
- Four points for each dollar of Life Production Credit.

JULY 2019

ROOKIE OF THE MONTH



STETZEN BAILEY
CASSIA COUNTY

.....

Agent of the Month is the agent with the greatest monthly point total plus a minimum of \$1,000 LPCs.

Point totals are determined as follows:

- One point for each dollar of new FBM/WCC issued premium.
- Four points for each dollar of Life Production Credit.

REGION
OF THE MONTH



BEN RAE
REGIONAL EXECUTIVE



SAM ROGERS
KOOTENAI COUNTY



WALT DINNING
BOUNDARY COUNTY



BOB STOWELL
BENEWAH COUNTY



DEAN JOHNSTON
KOOTENAI COUNTY



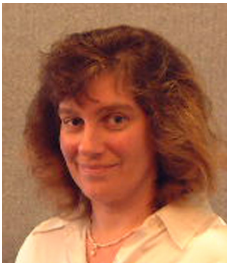
MIKE ASKER
IDAHO COUNTY



JOHN MARKS
BONNER COUNTY



TIM KASPER
NEZ PERCE COUNTY



REBECCA TINSLEY
CLEARWATER COUNTY



DOUG WHEELOCK
NEZ PERCE COUNTY



KENDON PERRY
BONNER COUNTY



SHAWN QUINN
KOOTENAI COUNTY

REGION OF THE MONTH



MARK VANDERWALL
IDAHO COUNTY



RYAN BECKNER
LATAH COUNTY



BEA SPEAKMAN
BONNER COUNTY



JOHN NISHIMOTO
KOOTENAI COUNTY



STEVEN ZAMORA
KOOTENAI COUNTY



JOSEPH RICHARDS
KOOTENAI COUNTY



JERRY SPRAY
KOOTENAI COUNTY



ANDREW SCOTT
CLEARWATER COUNTY



DANIEL NEUENFELDT
LATAH COUNTY

JULY 2019

TOP PRODUCERS

ISSUED LPC



KENDON PERRY
\$34,650

ISSUED FBL APPS



JERRY SPRAY
7 APPLICATIONS

LIFE VOLUME



JERRY SPRAY
\$1,739,000

FINANCE LOANS



TRAVIS TERRY
10 LOANS

NEW PERSONAL PREMIUM



STEVEN ZAMORA
\$37,112

NEW COMMERCIAL PREMIUM



REDGE SORENSON
\$18,263

NEW PERS/COMM PREMIUM



NEIL JENSEN
\$44,303

TOTAL PERS/COMM PREMIUM



DARIN PFOF
\$686,846

ROOKIES

JULY 2019

TOP PRODUCERS



ISSUED LPC



ANDREW SCOTT
\$2,035

ISSUED FBL APPS



JACOB ANDRUS
4 APPLICATIONS

LIFE VOLUME



ANDREW SCOTT
\$525,000

FINANCE LOANS



LEANN PULLMAN
1 LOAN

NEW PERSONAL PREMIUM



STETZEN BAILEY
\$20,766

NEW COMMERCIAL PREMIUM



ANDREW MEYER
\$4,273

NEW PERS/COMM PREMIUM



STETZEN BAILEY
\$21,058

TOTAL PERS/COMM PREMIUM



STEVEN CLARK
\$169,680

JULY 2019

SQUIRE HONOR ROLL



KEEFAN CARON

116 MONTHS

.....

RHETT PRICE.....	25
JARED NELSON.....	25
KYLE JEPPESEN.....	23
ZAK POPEJOY.....	23
RYAN BECKNER.....	22
JOHN W HILL.....	21
WAYNE HUNGATE.....	20
RYAN PEARSON.....	19
REBECCA TINSLEY.....	18
TROY FERGUSON.....	17



BROOKS LATIMORE

29 MONTHS

.....

STEVEN ZAMORA.....	17
WALT DINNING.....	13
BEA GUZMAN.....	12
STEPHEN WIDMER.....	11
JARED HART.....	7
ALEX SALINAS.....	7
BRITAIN POTTER.....	7
TRUDY CRAWFORD.....	7
ANDREW MEYER.....	6
NEIL JENSEN.....	5



VAUGHN PRICE

27 MONTHS

.....

KENDON PERRY.....	5
DERALD C ARMSTRONG.....	4
VAN BARKUS.....	4
KENT JEPPESEN.....	3
RANDY PITCHFORD.....	3
PAUL JOHNSON.....	3
RYAN HARRIGFELD.....	3
LEE POUNDS.....	3
CHAD COX.....	3
DAKOTA STALLIONS.....	3

Qualifying requirement is a minimum of four new Squires written per month for three consecutive months.

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
PERRY KENDON - AA	34,650	3	1,303,129	2,245	-490	1,755	0
GUTHRIE DOUGLAS	12,404	2	1,291,506	7,192	2,150	9,342	0
SALINAS ALEX	10,744	2	500,000	11,303	1,671	12,974	0
JENSEN NEIL - AA	9,853	3	501,000	30,724	13,579	44,303	0
BAXTER KERRY	7,422	2	220,000	11,779	5,503	17,282	0
RUSSOM PAMELA	5,489	2	550,000	2,007	1,933	3,940	0
MOSES GRANT	4,603	0	0	570	-364	206	0
SPRAY JERRY	4,451	7	1,739,000	9,524	8,973	18,497	2
MCCLURE BARRETT - AA	2,662	2	39,772	3,112	-2,564	548	0
PFOST DARIN - AA	2,626	3	350,000	5,665	-2,685	2,980	1
BURKE D KRIS	2,367	1	100,000	922	0	922	0
BIRD RODNEY - AA	2,316	1	25,000	6,568	5,224	11,792	1
POUNDS LEE	2,131	3	11,000	16,586	2,552	19,138	0
HALL JARED - AA	2,038	1	0	2,766	2,224	4,990	1
SCOTT ANDREW	2,035	2	525,000	7,604	0	7,604	0
HANSEN ELI	1,909	4	750,000	13,328	2,986	16,314	5
LAAN DREW	1,750	1	500,000	-1,627	-74	-1,701	0
PAYNTER BRETT - AA	1,625	2	110,000	2,756	-309	2,447	0
SYKES RICH	1,405	0	416,873	13,413	633	14,046	1
WARWICK MICHAEL	1,400	2	100,000	2,364	3,718	6,082	1
HILL JOHN W	1,298	1	100,000	12,958	360	13,318	1
PRICE RHETT M	1,173	1	11,952	11,184	4,142	15,326	0
BURKE WILLIAM TODD	1,048	3	1,035,000	9,685	2,291	11,976	1
NEVAREZ DAVID - AA	1,037	1	34,000	1,048	2,982	4,030	2
BECKNER RYAN - AA	862	1	50,000	10,021	8,324	18,345	0
KASPER TIMOTHY - AA	794	2	1,400,000	6,946	1,981	8,927	0
ELLIS ROBERT - AA	791	1	291,091	12,922	5,002	17,924	2
ARMSTRONG DERALD - AA	730	2	50,000	5,315	3,888	9,203	0
ANDRUS JACOB	714	4	520,000	5,811	560	6,371	0
SALINAS MARIO A - AA	693	1	100,000	9,701	3,003	12,704	3
STALLIONS DAKOTA	662	1	1,000	7,615	3,807	11,422	0
MARKS JOHN E	639	1	250,000	2,070	3,769	5,839	0
JEPPESEN KENT E	596	2	50,000	14,898	607	15,505	2

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
MINK TAYLOR	586	1	500,000	7,380	2,302	9,682	2
JOHNSTON DEAN	580	1	250,000	2,809	23	2,832	0
GROTHAUS HEATHER	572	2	20,000	7,789	-723	7,066	0
BOTHOF LISA	541	1	25,000	4,535	-104	4,431	2
CARON KEEFAN	538	2	214,000	22,608	8,113	30,721	0
CATT ERICA K	473	2	35,000	2,817	408	3,225	0
BAILEY STETZEN	453	2	300,000	20,766	292	21,058	0
JOHNSON DOUGLAS - AA	436	1	450,000	7,951	2,866	10,817	1
STEPHENSON CRAIG	411	1	37,000	8,434	0	8,434	1
TINSLEY REBECCA	301	0	9,655	12,126	-902	11,224	0
PONTIUS JUSTIN	267	2	120,000	2,352	2,713	5,065	0
BRODINE MARCY	264	2	109,000	3,419	991	4,410	0
ZIMNEY DALE - AA	204	0	0	7,464	3,879	11,343	0
WIDMER STEPHEN	198	0	4,506	15,618	6,446	22,064	0
GARDNER JASON B	160	0	0	9,415	16,510	25,925	2
HAZELBAKER NEIL	132	0	1,000	7,372	3,427	10,799	0
MALMSTROM SCOTT G	115	0	0	11,281	8,040	19,321	0
SHANK PERRY E - AA	114	0	565,000	3,341	890	4,231	0
JEPPESEN KYLE K	81	0	0	7,412	765	8,177	8
BARKUS VAN J	77	0	500,000	12,695	1,813	14,508	0
PETERSEN JERRY T	74	0	760,000	2,668	42	2,710	0
RICHARDS JOSEPH	66	0	925,000	7,914	5,628	13,542	1
GLIEGE LYNNAE - AA	49	0	600,000	7,520	1,177	8,697	0
HARRIS KERRY	42	0	0	12,836	1,140	13,976	0
GALLUP TOM - AA	34	0	0	912	2,877	3,789	1
TEUSCHER DARYL M	34	0	0	2,759	533	3,292	1
HUNGATE D WAYNE	28	0	500,000	36,443	4,716	41,159	0
FUNK NORMAN - AA	26	0	0	4,558	2,306	6,864	1
HART JARED - AA	24	0	50,000	14,578	5,967	20,545	3
D'AMBRA DONNA - AA	23	0	0	8,841	5,621	14,462	0
COLPRON DAVID	21	0	0	3,351	3,096	6,447	2
VANBIEZEN CLINT - AA	20	0	205,000	3,220	2,020	5,240	0
DEWITT PAUL E	19	0	0	8,444	384	8,828	0
VON BRETHORST JERRY	19	0	0	6,052	3,891	9,943	0
FRY LUPE	17	0	0	800	0	800	1

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
FERGUSON TROY G - AA	17	0	102,000	11,166	174	11,340	0
ASKER MICHAEL W	16	0	50,000	-438	3,354	2,916	0
ZAMORA STEVEN	16	0	250,000	37,112	1,178	38,290	1
WHELOCK DOUG	15	0	0	-1,739	-74	-1,813	0
BARRETT STUART - AA	15	0	0	5,551	4,117	9,668	3
FLANDRO DEBBIE	14	0	0	3,588	2,300	5,888	2
SILVERS RON	14	0	0	5,290	121	5,411	1
TAYLOR GARREN - AA	14	0	75,000	6,578	1,190	7,768	1
PITCHFORD RANDALL	13	0	0	1,757	157	1,914	4
JOHNSON PAUL	13	0	215,000	9,979	74	10,053	0
MERRILL BROCK	9	0	0	7,365	-120	7,245	0
NISHIMOTO JOHN	9	0	0	7,555	1,833	9,388	0
DINNING WALTER - AA	8	0	0	18,623	431	19,054	0
BARTON BRETT O - AA	8	0	0	-1,730	0	-1,730	2
REX RYAN - AA	8	0	0	-1,055	0	-1,055	0
PERMANN J LENA - AA	8	0	0	4,389	0	4,389	0
ZEMAITIS PHIL	7	0	0	6,399	4,710	11,109	0
PORTER RYAN	7	0	0	3,953	398	4,351	0
QUINN SHAWN - AA	6	0	0	4,122	192	4,314	1
GUZMAN BEATRIZ - AA	6	0	0	14,250	-756	13,494	0
LEACH R JOE	5	0	0	2,563	2,636	5,199	1
SORENSEN REDGE	5	0	50,000	18,050	18,263	36,313	1
LESLIE BRANDT	5	0	0	5,547	1,649	7,196	0
LINGARD JACOB	4	0	100,000	883	-5	878	1
ROGERS SAMUEL A	3	0	0	4,291	585	4,876	0
TUNING GILBERT	3	0	0	5,413	4,373	9,786	0
POTTER BRITAIN	3	0	0	4,644	262	4,906	0
KUNZ SHANE R	2	0	0	3,026	0	3,026	1
RICHARDSON KAREN	2	0	0	12,498	1,722	14,220	3
DEGN KEVIN - AA	2	0	0	8,316	401	8,717	0
PERCIVAL RICHARD M	2	0	0	6,518	0	6,518	2
TERRY TRAVIS	2	0	0	13,700	85	13,785	10
ROSANDICK GRANT	2	0	0	3,922	381	4,303	0
ZOLLINGER JOLENE	2	0	0	4,013	1	4,014	0
VANDERWALL MARK A - AA	1	0	0	13,210	454	13,664	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
NELSON JARED	1	0	0	7,418	6,928	14,346	0
STOWELL ROBERT C	0	0	0	1,834	2,609	4,443	0
PRICE VAUGHN	0	0	0	-480	1,440	960	1
GEARY KURT	0	0	0	419	0	419	1
AXENTY CHRIS	0	0	0	13,467	0	13,467	4
HARRIGFELD RYAN	0	0	0	15,636	6,787	22,423	0
BLISS GARY	0	0	0	6,491	-2,268	4,223	2
ANDERSON MATT - AA	0	0	0	1,580	6,568	8,148	0
LATIMORE BROOKS	0	0	0	11,444	2,611	14,055	0
COX CHAD	0	0	0	8,402	3,103	11,505	0
WILKINS ERIC	0	0	0	6,856	1,446	8,302	0
COOK JENNIFER	0	0	0	2,783	1,586	4,369	0
LARSEN CHRISTOPHER	0	0	4,000	-245	367	122	0
NICHOLS ANTHONY	0	0	0	9,198	5,623	14,821	0
NICHOLS JUSTIN	0	0	0	541	987	1,528	0
POPEJOY ZAK	0	0	2,000	22,794	5,826	28,620	2
CROFOOT BART	0	0	0	6,544	1,267	7,811	1
CLARK TREVOR	0	0	0	5,859	1,244	7,103	0
SPEAKMAN BEA	0	0	0	15,776	1,265	17,041	1
CRAWFORD TRUDY	0	0	0	8,118	842	8,960	0
PACKARD CINDY	0	0	0	2,206	0	2,206	0
POWELL JAMES	0	0	0	11,340	403	11,743	1
PEARSON RYAN	0	0	0	13,610	-743	12,867	0
PEASE DYLAN	0	0	0	2,038	0	2,038	0
JENSON MICHAEL	0	0	0	877	387	1,264	0
CARRICO CAMERON	0	0	0	9,701	2,598	12,299	0
PULLMAN LEANN	0	0	0	3,246	692	3,938	1
HARMON JUSTIN	0	0	0	-1,239	-511	-1,750	0
MEYER ANDREW	0	0	0	10,637	4,273	14,910	0
NEUENFELDT DANIEL	0	0	0	4,937	1,577	6,514	0
CLARK STEVEN	0	0	0	8,143	570	8,713	0

AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
PERRY KENDON - AA	92,591	36	3	3			83,858	26,429	110,287	1,814,091	6
ELLIS ROBERT - AA	88,496	17	3	3			139,590	58,190	197,780	1,745,705	5
SHANK PERRY E - AA	54,803	16	3	3			83,915	6,362	90,277	1,112,310	2
BURKE D KRIS	53,082	7		3			33,593	20,615	54,208	1,126,231	4
JENSEN NEIL - AA	45,151	28	3	3			121,511	43,629	165,140	2,279,513	2
BAXTER KERRY	44,978	13		3			33,094	16,241	49,335	678,429	4
PFOST DARIN - AA	43,060	24	3	3			72,384	54,911	127,295	4,276,703	7
PRICE RHETT M	34,867	13	3	3			65,726	21,265	86,991	2,327,624	11
CARON KEEFAN	32,325	21	3	3			148,786	25,808	174,594	1,622,564	3
JOHNSON DOUGLAS - AA	31,403	17	3	3			63,302	14,875	78,177	1,643,182	6
RUSSOM PAMELA	28,152	9	3	3			39,348	9,614	48,962	705,036	1
TUNING GILBERT	28,003	8	3				52,228	25,987	78,215	1,375,781	3
BARTON BRETT O - AA	27,331	3		3			19,930	253	20,183	632,500	8
GUTHRIE DOUGLAS	26,388	11	1	3			45,703	13,055	58,758	1,728,364	3
BURKE WILLIAM TODD	21,130	20	3	3			111,185	67,255	178,440	1,368,994	4
BARKUS VAN J	20,227	15	3	3			48,340	11,424	59,764	1,237,564	1
JEPPESON KYLE K	19,109	15	3	2			80,908	14,621	95,529	1,823,273	47
ZIMNEY DALE - AA	18,990	6	3				41,350	21,921	63,271	1,951,319	0
HART JARED - AA	16,895	13	3	1			95,454	41,996	137,450	2,627,934	14
ASKER MICHAEL W	16,734	4	3	2			42,570	23,007	65,577	1,743,127	2
SALINAS ALEX	15,876	13	1				91,603	23,276	114,879	622,303	4
HAZELBAKER NEIL	15,745	5		3			53,797	8,421	62,218	635,191	4
ZAMORA STEVEN	14,997	7	2	2			213,031	21,967	234,998	901,853	9
TAYLOR GARREN - AA	14,467	8		3			102,767	18,289	121,056	555,924	1
COOK JENNIFER	13,927	8	3	1			53,930	4,027	57,957	1,075,528	6
COX CHAD	13,679	8	2	2			39,412	16,210	55,622	886,922	0
JOHNSON PAUL	13,352	8	3	1			24,241	10,905	35,146	806,159	2
BECKNER RYAN - AA	13,225	18	1	2			72,271	28,562	100,833	1,329,311	6
LESLIE BRANDT	12,398	8	3	1			66,788	15,962	82,750	1,430,931	5
GLIEGE LYNNAE - AA	12,267	6	3				60,298	33,527	93,825	1,256,688	0
D'AMBRA DONNA - AA	11,869	5	3				52,595	12,659	65,254	1,235,296	6
POWELL JAMES	11,622	6		3			64,180	13,441	77,621	535,053	2
MOSES GRANT	11,452	10	1				86,390	6,288	92,678	1,479,468	9
RICHARDS JOSEPH	11,195	13	3				56,859	21,169	78,028	356,180	1
HANSEN ELI	10,430	21	1	1			56,261	29,953	86,214	1,421,663	37



AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
SPRAY JERRY	9,774	9		1			57,046	33,875	90,921	438,637	5
TINSLEY REBECCA	9,765	7	1	1			99,005	12,349	111,354	1,396,531	2
PAYNTER BRETT - AA	9,225	10	1				35,239	89,741	124,980	1,595,212	6
KASPER TIMOTHY - AA	9,137	7	1	1			58,190	9,454	67,644	832,881	0
JOHNSTON DEAN	8,833	6	1	1			24,990	12,470	37,460	790,793	3
MCCLURE BARRETT - AA	8,403	7	1				28,419	31,832	60,251	1,246,456	2
SALINAS MARIO A - AA	8,278	6	2				60,722	13,986	74,708	1,225,582	7
JEPPESSEN KENT E	7,798	9		1			68,622	26,808	95,430	2,362,451	8
ANDERSON MATT - AA	7,776	5	1	1			26,877	46,955	73,832	1,218,887	4
ANDRUS JACOB	7,544	30		1			62,984	3,993	66,977	70,354	0
HUNGATE D WAYNE	7,296	6	1	1			137,904	64,510	202,414	2,761,051	3
RICHARDSON KAREN	7,191	3		2			51,255	5,748	57,003	785,440	16
TERRY TRAVIS	7,149	9		2			71,644	12,105	83,749	1,540,058	51
PRICE VAUGHN	6,790	8		1			89,702	47,124	136,826	2,206,074	10
HARRIS KERRY	6,673	5	1				82,946	9,343	92,289	1,320,139	4
NISHIMOTO JOHN	6,654	3		1			61,245	23,519	84,764	460,819	0
PETERSEN JERRY T	6,337	1		1			56,526	4,911	61,437	1,129,308	2
GROTHAUS HEATHER	6,199	9	1				65,740	1,838	67,578	589,485	9
DEGN KEVIN - AA	6,177	6	1	1			61,098	11,097	72,195	1,365,553	0
QUINN SHAWN - AA	6,166	4		1			53,875	12,256	66,131	855,384	24
DINNING WALTER - AA	6,142	11		1			95,190	15,414	110,604	1,646,092	6
POUNDS LEE	5,901	7					76,704	20,045	96,749	1,411,983	4
GALLUP TOM - AA	5,405	6	2	1			37,560	11,897	49,457	744,427	4
MARKS JOHN E	5,191	2		1			54,008	17,737	71,745	1,491,762	5
GARDNER JASON B	5,071	5	1				59,150	33,638	92,788	1,591,036	10
CLARK TREVOR	4,916	2		1			41,439	8,683	50,122	510,063	0
PITCHFORD RANDALL	4,812	4	1				45,518	2,707	48,225	1,429,843	9
FERGUSON TROY G - AA	4,802	1	1				71,996	5,396	77,392	1,037,107	4
HALL JARED - AA	4,668	5					45,624	5,164	50,788	1,817,219	3
VANBIEZEN CLINT - AA	4,295	7	1				37,589	12,449	50,038	943,595	1
HARMON JUSTIN	4,177	5		1			41,291	1,996	43,287	50,129	0
BARRETT STUART - AA	4,086	4		1			48,065	26,187	74,252	1,288,482	14
WARWICK MICHAEL	3,636	5					10,730	23,529	34,259	554,619	6
NEVAREZ DAVID - AA	3,532	6					23,505	29,996	53,501	807,293	8
LATIMORE BROOKS	3,475	6	1				90,341	8,540	98,881	852,962	4



AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
COLPRON DAVID	3,423	3	1				43,840	12,385	56,225	833,755	5
REX RYAN - AA	3,343	3		1			20,953	7,913	28,866	636,807	3
PONTIUS JUSTIN	3,293	10		1			28,492	6,339	34,831	376,724	0
WIDMER STEPHEN	3,185	3					52,555	27,233	79,788	797,777	5
HILL JOHN W	3,067	7					84,816	8,337	93,153	1,344,978	6
BRODINE MARCY	3,058	4					50,818	20,653	71,471	1,589,879	9
BIRD RODNEY - AA	2,946	2					50,192	35,184	85,376	983,319	6
SCOTT ANDREW	2,937	4					25,675	0	25,675	25,690	0
LINGARD JACOB	2,775	6					30,552	4,289	34,841	574,104	1
STOWELL ROBERT C	2,630	2					34,435	8,055	42,490	782,268	5
PORTER RYAN	2,621	2					29,624	27,152	56,776	770,282	1
ARMSTRONG DERALD - AA	2,593	4					75,927	11,618	87,545	1,282,068	3
FUNK NORMAN - AA	2,466	4					55,248	22,523	77,771	1,591,067	10
NELSON JARED	2,288	7					103,067	40,871	143,938	944,576	4
PEASE DYLAN	2,266	3					70,466	5,000	75,466	254,254	2
KUNZ SHANE R	2,201	3					42,430	6,955	49,385	1,197,369	4
DEWITT PAUL E	2,148	1					21,324	13,855	35,179	1,006,017	2
LAAN DREW	2,004	2					32,936	9,981	42,917	371,567	3
PERCIVAL RICHARD M	1,889	5					48,744	4,554	53,298	609,156	5
AXENTY CHRIS	1,815	2					82,954	6,049	89,003	807,471	28
BLISS GARY	1,745	1					29,351	14,436	43,787	1,131,907	5
SPEAKMAN BEA	1,629	3					71,368	19,615	90,983	669,140	3
CATT ERICA K	1,617	6					40,674	6,113	46,787	1,137,090	1
MALMSTROM SCOTT G	1,602	1					35,696	40,970	76,666	1,414,384	4
GEARY KURT	1,578	4					17,027	1,448	18,475	1,241,266	3
STALLIONS DAKOTA	1,484	2					30,998	4,582	35,580	43,009	0
NICHOLS JUSTIN	1,478	3					47,462	10,066	57,528	702,007	1
SYKES RICH	1,449	0					53,309	8,863	62,172	646,288	3
PEARSON RYAN	1,430	8					100,077	7,037	107,114	531,355	1
BAILEY STETZEN	1,417	5					129,401	5,122	134,523	342,555	4
VANDERWALL MARK A - AA	1,381	1					52,788	11,305	64,093	710,869	0
JENSON MICHAEL	1,320	1					59,530	4,907	64,437	150,483	0
STEPHENSON CRAIG	1,213	2					34,348	4,194	38,542	1,390,184	3
WHEELLOCK DOUG	1,104	2					27,408	6,310	33,718	730,413	1
FRY LUPE	1,093	2					24,864	6,762	31,626	541,060	4



AGENT	LPC	ISSUED FBL APPS	QTR BONUS LEVELS				NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
			Q1	Q2	Q3	Q4					
FLANDRO DEBBIE	990	1					16,412	8,270	24,682	1,030,408	2
MINK TAYLOR	962	3					55,327	15,910	71,237	1,120,954	4
LARSEN CHRISTOPHER	944	3					61,551	14,057	75,608	762,947	1
LEACH R JOE	889	1					32,773	1,559	34,332	1,142,166	9
PERMANN J LENA - AA	809	1					22,346	1,160	23,506	549,400	8
VON BRETHORST JERRY	672	2					21,794	26,389	48,183	861,018	1
NICHOLS ANTHONY	591	2					74,192	76,615	150,807	1,142,876	3
BOTHOF LISA	553	1					44,144	7,997	52,141	914,767	12
TEUSCHER DARYL M	446	0					18,123	5,355	23,478	739,623	5
ROSANDICK GRANT	432	1					32,872	3,232	36,104	387,041	1
CARRICO CAMERON	432	1					70,761	4,269	75,030	91,818	1
SORENSEN REDGE	423	2					114,855	39,869	154,724	2,107,555	6
POPEJOY ZAK	239	0					177,250	37,081	214,331	1,429,983	12
MERRILL BROCK	201	0					36,085	3,713	39,798	825,350	0
WILKINS ERIC	199	0					43,335	19,141	62,476	927,173	1
SILVERS RON	102	0					15,271	6,112	21,383	627,107	4
GUZMAN BEATRIZ - AA	57	0					82,194	12,653	94,847	529,867	7
ROGERS SAMUEL A	48	0					15,254	3,239	18,493	656,563	2
ZEMAITIS PHIL	47	0					30,051	33,327	63,378	1,223,579	2
POTTER BRITAIN	21	0					63,591	569	64,160	851,597	3
CROFOOT BART	6	0					79,155	26,668	105,823	1,317,444	2
ZOLLINGER JOLENE	2	0					5,790	31	5,821	208,167	0
HARRIGFELD RYAN	0	0					65,885	27,442	93,327	1,194,226	1
CRAWFORD TRUDY	0	0					92,380	7,972	100,352	453,895	0
PACKARD CINDY	0	0					65,981	6,568	72,549	186,936	0
PULLMAN LEANN	0	0					38,976	6,339	45,315	977,832	7
MEYER ANDREW	0	0					105,533	6,359	111,892	283,131	0
NEUENFELDT DANIEL	0	0					9,104	3,263	12,367	97,063	0
CLARK STEVEN	0	0					8,143	570	8,713	169,299	0

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

JULY 2019

AGENT CURRENT



KENDON PERRY

140,355

.....

JENSEN NEIL - AA.....	83,715
GUTHRIE DOUGLAS.....	58,958
SALINAS ALEX	55,950
BAXTER KERRY	46,970
HUNGATE D WAYNE.....	41,271
ZAMORA STEVEN	38,354
SORENSEN REDGE	36,333
SPRAY JERRY	36,301
CARON KEEFAN	32,873

ROOKIE CURRENT



STETZEN BAILEY

22,870

.....

SCOTT ANDREW.....	15,744
MEYER ANDREW	14,910
STALLIONS DAKOTA.....	14,070
CARRICO CAMERON.....	12,299
ANDRUS JACOB	9,227
CLARK STEVEN	8,713
NEUENFELDT DANIEL.....	6,514
ROSANDICK GRANT.....	4,311
ZOLLINGER JOLENE	4,022

ROOKIE YEAR-TO-DATE



STETZEN BAILEY

140,191

.....

MEYER ANDREW	111,892
ANDRUS JACOB	97,153
PEASE DYLAN.....	84,530
CARRICO CAMERON.....	76,758
JENSON MICHAEL	69,717
HARMON JUSTIN	59,995
LINGARD JACOB.....	45,941
PULLMAN LEANN.....	45,315
STALLIONS DAKOTA.....	41,516
ROSANDICK GRANT.....	37,832
SCOTT ANDREW.....	37,423
NEUENFELDT DANIEL.....	12,367
CLARK STEVEN	8,713
ZOLLINGER JOLENE	5,829

1. One point for each dollar of new Pers / Comm issued premium.

2. Four points for each Life Production Credit.

*Rookie.

“TOTAL ACCOUNT” PRODUCTION POINTS

ELLIS ROBERT - AA	551,764	RUSSOM PAMELA	161,570	HARRIS KERRY	118,981
PERRY KENDON - AA	480,651	SORENSEN REDGE	156,416	COOK JENNIFER	113,665
JENSEN NEIL - AA	345,744	BECKNER RYAN - AA	153,733	GARDNER JASON B	113,072
SHANK PERRY E - AA	309,489	NICHOLS ANTHONY	153,171	PEARSON RYAN	112,834
CARON KEEFAN	303,894	NELSON JARED	153,090	LATIMORE BROOKS	112,781
PFOST DARIN - AA	299,535	TINSLEY REBECCA	150,414	D'AMBRA DONNA - AA	112,730
ZAMORA STEVEN	294,986	GLIEGE LYNNAE - AA	142,893	TERRY TRAVIS	112,345
BURKE D KRIS	266,536	BARKUS VAN J	140,672	*MEYER ANDREW	111,892
BURKE WILLIAM TODD	262,960	*BAILEY STETZEN	140,191	NISHIMOTO JOHN	111,380
HUNGATE D WAYNE	231,598	ZIMNEY DALE - AA	139,231	COX CHAD	110,338
BAXTER KERRY	229,247	MOSES GRANT	138,486	SALINAS MARIO A - AA	107,820
PRICE RHETT M	226,459	DINNING WALTER - AA	135,172	CROFOOT BART	105,847
POPEJOY ZAK	215,287	ASKER MICHAEL W	132,513	HILL JOHN W	105,421
HART JARED - AA	205,030	LESLIE BRANDT	132,342	ANDERSON MATT - AA	104,936
JOHNSON DOUGLAS - AA	203,789	SPRAY JERRY	130,017	KASPER TIMOTHY - AA	104,192
TUNING GILBERT	190,227	BARTON BRETT O - AA	129,507	CRAWFORD TRUDY	100,352
TAYLOR GARREN - AA	178,924	HANSEN ELI	127,934	ARMSTRONG DERALD - AA	97,917
SALINAS ALEX	178,383	JEPPESSEN KENT E	126,622	SPEAKMAN BEA	97,499
JEPPESSEN KYLE K	171,965	HAZELBAKER NEIL	125,198	BIRD RODNEY - AA	97,160
GUTHRIE DOUGLAS	164,310	POWELL JAMES	124,109	*ANDRUS JACOB	97,153
PRICE VAUGHN	163,986	RICHARDS JOSEPH	122,808	DEGN KEVIN - AA	96,903
PAYNTER BRETT - AA	161,880	POUNDS LEE	120,353	FERGUSON TROY G - AA	96,600

1. One point for each dollar of new Pers / Comm issued premium.

2. Four points for each Life Production Credit.

*Rookie.

“TOTAL ACCOUNT” PRODUCTION POINTS

AXENTY CHRIS	96,263	CLARK TREVOR.	69,786	PONTIUS JUSTIN.	48,003
GUZMAN BEATRIZ - AA	95,075	*JENSON MICHAEL	69,717	*LINGARD JACOB	45,941
MCCLURE BARRETT - AA	93,863	VANDERWALL MARK A - AA	69,617	*PULLMAN LEANN	45,315
HARRIGFELD RYAN.	93,327	HALL JARED - AA.	69,460	DEWITT PAUL E	43,771
WIDMER STEPHEN	92,528	SYKES RICH.	67,968	STEPHENSON CRAIG	43,394
MARKS JOHN E	92,509	NEVAREZ DAVID - AA.	67,629	REX RYAN - AA.	42,238
GROTHAUS HEATHER	92,374	PITCHFORD RANDALL	67,473	*STALLIONS DAKOTA	41,516
QUINN SHAWN - AA.	90,795	PORTER RYAN	67,260	MERRILL BROCK	40,602
BARRETT STUART - AA.	90,596	VANBIEZEN CLINT - AA.	67,218	WHELOCK DOUG	38,134
JOHNSON PAUL	88,554	POTTER BRITAIN.	64,244	LEACH R JOE	37,888
FUNK NORMAN - AA	87,635	ZEMAITIS PHIL	63,566	*ROSANDICK GRANT	37,832
PETERSEN JERRY T	86,785	NICHOLS JUSTIN.	63,440	*SCOTT ANDREW	37,423
RICHARDSON KAREN.	85,767	WILKINS ERIC	63,272	FRY LUPE	35,998
*PEASE DYLAN	84,530	PERCIVAL RICHARD M	60,854	FLANDRO DEBBIE	28,642
BRODINE MARCY	83,703	*HARMON JUSTIN	59,995	PERMANN J LENA - AA	26,742
MALMSTROM SCOTT G	83,074	KUNZ SHANE R	58,189	TEUSCHER DARYL M	25,262
LARSEN CHRISTOPHER.	79,384	BOTHOF LISA.	54,353	GEARY KURT	24,787
*CARRICO CAMERON.	76,758	CATT ERICA K	53,255	SILVERS RON.	21,791
MINK TAYLOR.	75,085	STOWELL ROBERT C	53,010	ROGERS SAMUEL A	18,685
JOHNSTON DEAN	72,792	LAAN DREW.	50,933	*NEUFELD DANIEL	12,367
PACKARD CINDY	72,549	VON BRETHORST JERRY.	50,871	*CLARK STEVEN	8,713
GALLUP TOM - AA	71,077	BLISS GARY	50,767	*ZOLLINGER JOLENE	5,829
COLPRON DAVID.	69,917	WARWICK MICHAEL	48,803		



ALL AMERICAN & PRESIDENT'S CLUB

TOP FIFTEEN AGENTS	LIFE CONTEST CREDIT	ISSUED FBL APPS	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
KENDON PERRY	92,717	36	83,858	26,429	110,287
ROB ELLIS	88,499	17	139,590	58,190	197,780
PERRY E SHANK	55,009	16	83,915	6,362	90,277
NEIL JENSEN	45,151	28	121,511	43,629	165,140
KERRY BAXTER	44,978	13	33,094	16,241	49,335
DARIN PFOST	43,086	24	72,384	54,911	127,295
RHETT PRICE	34,870	13	65,726	21,265	86,991
KEEFAN CARON	32,324	21	148,786	25,808	174,594
DOUG JOHNSON	31,403	17	63,302	14,875	78,177
PAMELA RUSSOM	28,153	9	39,348	9,614	48,962
GILBERT TUNING	28,003	8	52,228	25,987	78,215
BRETT BARTON	27,331	3	19,930	253	20,183
DOUG GUTHRIE	26,395	11	45,703	13,055	58,758
TODD BURKE	21,136	20	111,185	67,255	178,440
VAN BARKUS	20,227	15	48,340	11,424	59,764



ALL AMERICAN & PRESIDENT'S CLUB

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	302,170	782,800	2,545,290	636,882	3,182,172
MAGIC VALLEY REGION	343,445	551,700	1,677,669	453,512	2,131,181
TREASURE VALLEY REGION	344,694	734,000	2,384,057	926,559	3,310,616
NORTH IDAHO REGION	220,368	450,000	1,208,261	308,288	1,516,549

Qualifying requirements for 2020 Silver Awards:

- \$37,000 new issued life contest credit and 32 issued life applications = \$500 Award
- \$50,500 new issued life contest credit and 32 issued life applications = \$1,000 Award
- \$63,000 new issued life contest credit and 32 issued life applications = \$1,500 Award
- 88% persistency

Qualifying requirements for 2020 All American:

- \$68,000 new issued life contest credit and 36 issued life applications
- \$80,000 of new casualty premium in personal and commercial and/or 80 new Farm Bureau Members
- 88% persistency

Qualifying requirements for 2020 Super All American:

- Must be one of the top 65 agent qualifiers in the 2020 All American, issue at least \$100,000 in new issued life contest credit and 45 issued life applications
- \$80,000 of new casualty premium in personal and commercial and/or 80 new Farm Bureau Members
- 88% persistency

Qualifying requirements for 2020 President's Club:

- \$69,000 new issued life contest credit
- \$106,000 of new casualty premium in personal and commercial or 80 new Farm Bureau Members
- 88% persistency

YEAR-TO-DATE

JULY 2019

PRODUCTION REPORT

PAGE 1 OF 2

REGION	2019 LIFE					2019 TOTAL P&C					
	CURRENT LPC	YTD LPC	GOAL	CURRENT PCT OF GOAL	YTD PCT OF GOAL	CURRENT PREMIUM	YTD PREMIUM	GOAL	CURRENT PCT OF GOAL	YTD PCT OF GOAL*	AVG PCT OF GOAL*
Farm Bureau Life						Personal and Commercial					
NORTH IDAHO	44,457	220,173	450,000	9.80%	48.90%	3,002,834	18,312,748	32,486,000	9.20%	56.30%	9.60%
TREASURE VALLEY	42,328	347,447	734,000	5.70%	47.30%	6,934,698	44,787,638	76,953,000	9.00%	58.20%	7.40%
EASTERN IDAHO	32,833	303,252	782,800	4.10%	38.70%	7,559,701	47,043,441	81,620,000	9.20%	57.60%	6.70%
MAGIC VALLEY	12,691	383,781	551,700	2.30%	69.50%	4,514,695	31,586,372	54,132,000	8.30%	58.30%	5.30%
TOTAL	132,309	1,254,653	2,518,500	5.20%	49.80%	22,011,928	141,730,199	245,191,000	8.90%	57.80%	9.60%
2019 GOAL			2,518,500					245,191,000			

REGION	2019 NEW CURRENT PREMIUM	2019 NEW YTD PREMIUM	2019 TOTAL CURRENT PREMIUM	2019 TOTAL YTD PREMIUM	2019 PCT NEW TOTAL	2018 NEW CURRENT PREMIUM	2018 NEW YTD PREMIUM	2018 TOTAL CURRENT PREMIUM	2018 TOTAL YTD PREMIUM
Personal Lines**									
EASTERN IDAHO	309,893	2,545,290	6,644,659	40,652,970	6.30%	382,682	2,765,081	5,899,880	38,090,016
MAGIC VALLEY	207,478	1,677,669	3,943,037	27,122,629	6.20%	162,232	1,653,288	3,666,289	25,366,419
TREASURE VALLEY	332,782	2,384,057	5,632,495	35,763,630	6.70%	415,628	2,660,495	5,375,040	33,908,756
NORTH IDAHO	165,002	1,208,261	2,522,806	15,226,423	7.90%	202,346	1,236,234	2,440,167	14,235,531
TOTAL	1,015,155	7,815,277	18,742,997	118,765,652	6.60%	1,162,888	8,315,098	17,381,376	111,600,722
2019 GOAL				206,106,000					

REGION	2019 NEW CURRENT PREMIUM	2019 NEW YTD PREMIUM	2019 TOTAL CURRENT PREMIUM	2019 TOTAL YTD PREMIUM	2019 PCT NEW TOTAL	2018 NEW CURRENT PREMIUM	2018 NEW YTD PREMIUM	2018 TOTAL CURRENT PREMIUM	2018 TOTAL YTD PREMIUM
Commercial Lines***									
EASTERN IDAHO	93,428	636,882	915,042	6,390,471	10.00%	82,642	624,822	869,121	5,893,093
MAGIC VALLEY	43,465	453,512	571,658	4,463,743	10.20%	62,903	507,584	517,974	4,190,730
TREASURE VALLEY	112,485	926,559	1,302,203	9,024,008	10.30%	130,121	821,109	1,257,908	8,423,627
NORTH IDAHO	40,710	308,288	480,028	3,086,325	10.00%	63,825	332,996	484,060	3,075,554
TOTAL 2019 GOAL	290,088	2,325,241	3,268,931	22,964,547 39,085,000	10.10%	339,490	2,286,511	3,129,063	21,583,004
Personal and Commercial Lines									
EASTERN IDAHO	403,321	3,182,172	7,559,701	47,043,441	6.80%	465,324	3,389,903	6,769,001	43,983,109
MAGIC VALLEY	250,943	2,131,181	4,514,695	31,586,372	6.80%	225,135	2,160,872	4,184,263	29,557,149
TREASURE VALLEY	445,267	3,310,616	6,934,698	44,787,638	7.40%	545,749	3,481,604	6,632,948	42,332,383
NORTH IDAHO	205,712	1,516,549	3,002,834	18,312,748	8.30%	266,171	1,569,230	2,924,227	17,311,085
TOTAL 2019 GOAL	1,305,243	10,140,518	22,011,928	141,730,199 245,191,000	7.20%	1,502,378	10,601,609	20,510,439	133,183,726

To be on track % of goal should be 58% or more

*Average percent of goal is the average of the current LPC and total P&C percent of goal.

**Personal lines are premium written on FBM policies.

***Commercial lines are premium written on Western Community commercial policies.

PAID LIFE COMPARISON

JULY 2019

	2017		2018		2019	
MONTH	APPS	PREMIUM	APPS	PREMIUM	APPS	PREMIUM
JANUARY	74	72,844	113	250,483	105	134,941
FEBRUARY	88	99,015	105	171,820	108	139,209
MARCH	151	226,970	148	253,119	161	280,439
APRIL	125	179,676	165	235,958	164	217,986
MAY	146	225,961	102	269,961	119	223,098
JUNE	106	167,892	70	172,806	79	102,149
JULY	86	87,382	65	109,787	81	132,309
AUGUST	82	77,491	109	159,591		
SEPTEMBER	99	151,742	160	135,985		
OCTOBER	165	180,984	246	286,593		
NOVEMBER	214	221,237	190	279,761		
DECEMBER	331	317,189	324	341,100		
TOTAL	1,633	1,939,703	1,710	2,673,562		



REGION	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
NORTH IDAHO	44,457	17	6,751,784	165,002	40,710	205,712	3,002,834	6
TREASURE VALLEY	42,328	28	5,891,873	332,782	112,485	445,267	6,934,698	22
EASTERN IDAHO	32,833	21	5,095,458	309,893	93,428	403,321	7,559,701	35
MAGIC VALLEY	12,691	15	2,714,369	207,478	43,465	250,943	4,514,695	34
STATE TOTALS	132,309	81	20,453,484	1,015,155	290,088	1,305,243	22,011,928	97

Regions listed in order of highest current average percent of goals.

REGION	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	TOTAL PERS/COMM PREMIUM	FINANCE LOANS
MAGIC VALLEY	383,781	182	45,387,965	1,677,669	453,512	2,131,181	31,586,372	220
TREASURE VALLEY	347,447	236	49,643,588	2,384,057	926,559	3,310,616	44,787,638	154
NORTH IDAHO	220,173	139	40,522,294	1,208,261	308,288	1,516,549	18,312,748	81
EASTERN IDAHO	303,252	255	57,065,771	2,545,290	636,882	3,182,172	47,043,441	242
STATE TOTALS	1,254,653	812	192,619,618	7,815,277	2,325,241	10,140,518	141,730,199	697

Regions listed in order of highest Year-To-Date average percent of goals.



KENDON PERRY
92,591

ISSUED LPC

ROB ELLIS	88,496
PERRY E SHANK	54,803
KRIS BURKE	53,082
NEIL JENSEN	45,151
KERRY BAXTER	44,978
DARIN PFOST	43,060
RHETT PRICE	34,867
KEEFAN CARON	32,325
DOUG JOHNSON	31,403



KENDON PERRY
36

ISSUED FBL APPS

JACOB ANDRUS	30
NEIL JENSEN	28
DARIN PFOST	24
KEEFAN CARON	21
ELI HANSEN	21
TODD BURKE	20
RYAN BECKNER	18
ROB ELLIS	17
DOUG JOHNSON	17



KENDON PERRY
10,782,639

LIFE VOLUME

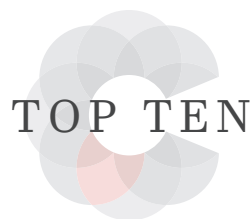
PERRY E SHANK	7,991,583
JOSEPH RICHARDS	7,676,000
KEEFAN CARON	7,128,338
JACOB ANDRUS	6,346,000
ELI HANSEN	5,936,000
TODD BURKE	5,493,509
NEIL JENSEN	4,919,560
JERRY T PETERSEN	4,800,000
ROB ELLIS	4,461,627



KEEFAN CARON
229

NEW CITY SQUIRES

ZAK POPEJOY	171
STEVEN ZAMORA	160
RYAN PEARSON	145
TODD BURKE	125
NEIL JENSEN	124
VAUGHN PRICE	124
TROY FERGUSON	110
BROOKS LATIMORE	106
TRUDY CRAWFORD	105



BRANDT LESLIE

13

NEW COUNTRY SQUIRES

BECKY TINSLEY	13
RYAN BECKNER	10
STUART BARRETT	9
LEE POUNDS	9
TODD BURKE	8
JARED HART	8
TAYLOR MINK	8
MARK VANDERWALL	8
JENNIFER COOK	7



WAYNE HUNGATE

10

NEW FARM & RANCH

DONNA D'AMBRA	6
RYAN HARRIGFELD	6
MIKE ASKER	5
ROB ELLIS	5
VAUGHN PRICE	5
GARY BLISS	4
KEVIN DEGN	4
JARED HALL	4
KAREN RICHARDSON	4



STEVEN ZAMORA

213,031

NEW PERS PREMIUM

ZAK POPEJOY	177,250
KEEFAN CARON	148,786
ROB ELLIS	139,590
WAYNE HUNGATE	137,904
STETZEN BAILEY	129,401
NEIL JENSEN	121,511
REDGE SORENSON	114,855
TODD BURKE	111,185
ANDREW MEYER	105,533

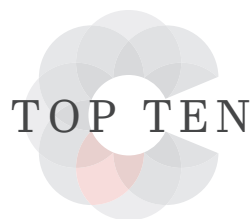


DARIN PFOF

3,413,940

TOTAL PERS PREMIUM

WAYNE HUNGATE	2,224,079
JARED HART	2,218,416
KENT JEPPESEN	2,062,469
RHETT PRICE	2,060,389
NEIL JENSEN	1,893,978
VAUGHN PRICE	1,807,531
JARED HALL	1,656,438
KYLE JEPPESEN	1,617,624
REDGE SORENSON	1,568,268



NEIL HAZELBAKER
203

CUSTOM AUTO PREMIUM

JARED HART	15
MARK VANDERWALL	12
BEA SPEAKMAN	12
TAYLOR MINK	4
LISA BOTHOF	2
JARED NELSON	2
JOHN MARKS	1
SCOTT G MALMSTROM	1



WAYNE HUNGATE
43

NEW BOP AND CPP

TONY NICHOLS	42
JARED HART	34
ZAK POPEJOY	34
DARIN PFOST	33
PHIL ZEMAITIS	31
KEEFAN CARON	30
SCOTT MALMSTROM	28
STU BARRETT	27
MATT ANDERSON	25



BRETT PAYNTER
89,741

NEW COMM PREMIUM

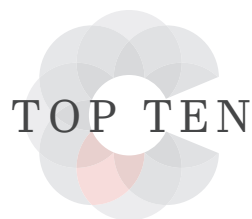
TONY NICHOLS	76,615
TODD BURKE	67,255
WAYNE HUNGATE	64,510
ROB ELLIS	58,190
DARIN PFOST	54,911
VAUGHN PRICE	47,124
MATT ANDERSON	46,955
NEIL JENSEN	43,629
JARED HART	41,996



DARIN PFOST
862,763

TOTAL COMM PREMIUM

DALE ZIMNEY	681,770
REDGE SORENSON	539,287
WAYNE HUNGATE	536,972
ROB ELLIS	453,926
KENDON PERRY	444,066
PHILIP ZEMAITIS	424,976
JARED HART	409,518
MATT ANDERSON	408,154
VAUGHN PRICE	398,543



ARDEN ANDERSON

6

NEW CROP HAIL

BRETT PAYNTER	5
DARIN PFOST	5
WADE ANDERSEN	4
BARRETT MCCLURE	4
MARCY BRODINE	3
TOM GALLUP	3
PAMELA RUSSOM	2
DUSTIE PAYNTER	2
STUART BARRETT	2



PAMELA RUSSOM

61,642

CROP HAIL PREMIUM

MARCY BRODINE	47,891
TOM GALLUP	46,494
KYLE JEPPESEN	32,238
LEANN PULLMAN	31,239
JARED HART	25,353
ARDEN ANDERSON	24,397
BRETT PAYNTER	22,753
DARIN PFOST	20,380
KURT GEARY	19,516



TRAVIS TERRY

51

FINANCE LOANS

KYLE JEPPESEN	47
ELI HANSEN	37
CHRIS AXENTY	28
SHAWN QUINN	24
KAREN RICHARDSON	16
JARED HART	14
STUART BARRETT	14
LISA BOTHOF	12
ZAK POPEJOY	12



TRAVIS TERRY

600,213

FINANCE VOLUME

KYLE JEPPESEN	575,716
ELI HANSEN	497,047
SHAWN QUINN	328,337
CHRIS AXENTY	282,378
RHETT PRICE	211,049
NORMAN FUNK	201,777
JARED HART	186,789
MARCY BRODINE	149,447
LISA BOTHOF	143,796



DARIN PFOF

4,276,703

TOTAL PERS/COMM PREM

WAYNE HUNGATE	2,761,051
JARED HART	2,627,934
KENT JEPPESEN	2,362,451
RHETT PRICE	2,327,624
NEIL JENSEN	2,279,513
VAUGHN PRICE	2,206,074
REDGE SORENSON	2,107,555
DALE ZIMNEY	1,951,319
KYLE JEPPESEN	1,823,273