



COVERAGE

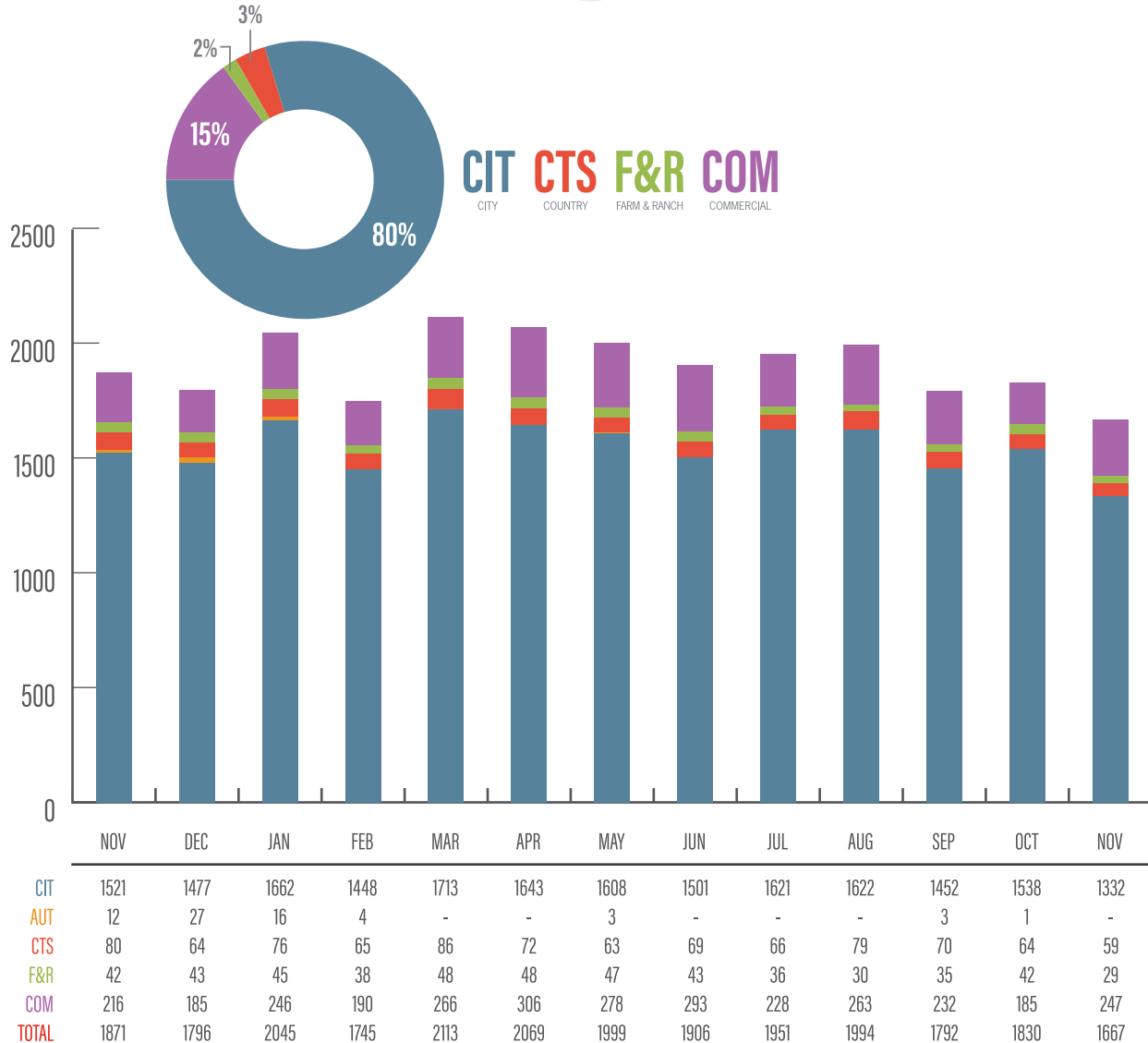
AGENT REPORTS

NOVEMBER 2019

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NOVEMBER 2019

APP COUNT



CURRENT

NOVEMBER 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
EASTERN IDAHO	12,897,089	451,795	13,348,884
NORTH IDAHO	7,580,000	224,657	7,804,657
TREASURE VALLEY	6,585,132	448,194	7,033,326
MAGIC VALLEY	5,755,552	369,875	6,125,427

NOVEMBER 2019

AGENT OF THE MONTH



JOSEPH RICHARDS
KOOTENAI 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.

NOVEMBER 2019

ROOKIE OF THE MONTH



ANDREW MEYER
ADA 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



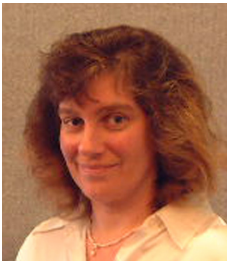
MIKE ASKER
IDAHO COUNTY



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



CHIP QUADE
CLEARWATER COUNTY



ANDREW SCOTT
CLEARWATER COUNTY



DANIEL NEUENFELDT
LATAH COUNTY

NOVEMBER 2019

TOP PRODUCERS

ISSUED LPC



JOSEPH RICHARDS
\$24,176

ISSUED FBL APPS



BART CROFOOT
14 APPLICATIONS

LIFE VOLUME



JOSEPH RICHARDS
\$1,750,000

FINANCE LOANS



TRAVIS TERRY
9 LOANS

NEW PERSONAL PREMIUM



SHANE KUNZ
\$42,542

NEW COMMERCIAL PREMIUM



DONNA D'AMBRA
\$60,506

NEW PERS/COMM PREMIUM



DONNA D'AMBRA
\$62,562

TOTAL PERS/COMM PREMIUM



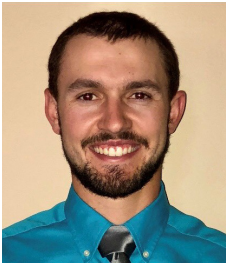
RHETT PRICE
\$358,479

ROOKIES

NOVEMBER 2019

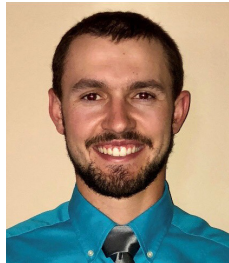
TOP PRODUCERS

ISSUED LPC



DYLAN PEASE
\$2,954

ISSUED FBL APPS



DYLAN PEASE
4 APPLICATIONS

LIFE VOLUME



JACOB ANDRUS
\$1,269,000

FINANCE LOANS



LEANN PULLMAN
1 LOAN

NEW PERSONAL PREMIUM



DAKOTA STALLIONS
\$26,610

NEW COMMERCIAL PREMIUM



JACOB ANDRUS
\$9,647

NEW PERS/COMM PREMIUM



DAKOTA STALLIONS
\$30,702

TOTAL PERS/COMM PREMIUM



JOLENE ZOLLINGER
\$114,408

SQUIRE HONOR ROLL



KEEFAN CARON
120 MONTHS

.....

JARED NELSON	29
KYLE JEPPESEN	27
ZAK POPEJOY	27
RYAN BECKNER	26
JOHN W HILL	25
RYAN PEARSON	23
TROY FERGUSON	21
STEVEN ZAMORA	21
WALT DINNING	17
JARED HART	11
ANDREW MEYER	10



VAUGHN PRICE
31 MONTHS

.....

NEIL JENSEN	9
KENDON PERRY	9
DERALD C ARMSTRONG	8
VAN BARKUS	8
DAKOTA STALLIONS	7
JASON B GARDNER	6
REDGE SORENSON	6
TAYLOR MINK	6
TONY NICHOLS	6
ELI HANSEN	5
LISA BOTHOF	5



RHETT PRICE
29 MONTHS

.....

CLINT VANBIEZEN	5
JERRY SPRAY	5
TOM GALLUP	4
NORMAN FUNK	4
MARCY BRODINE	4
JUSTIN NICHOLS	4
BART CROFOOT	4
WAYNE HUNGATE	3
BEA SPEAKMAN	3
DYLAN PEASE	3
JUSTIN HARMON	3

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
RICHARDS JOSEPH	24,176	1	1,750,000	3,321	-569	2,752	0
RICHARDSON KAREN	15,579	3	350,000	8,118	763	8,881	4
GARDNER JASON B	10,420	6	485,000	8,415	7,647	16,062	1
PRICE VAUGHN	10,131	5	1,025,000	9,630	1,745	11,375	2
PFOST DARIN - AA	10,080	7	275,000	11,589	24,397	35,986	0
JOHNSON DOUGLAS - AA	6,693	4	1,403,301	5,398	809	6,207	0
BURKE D KRIS	6,499	6	830,000	8,828	8,498	17,326	0
JOHNSTON DEAN	6,336	2	200,000	2,383	838	3,221	0
ZIMNEY DALE - AA	6,173	1	0	5,976	5,643	11,619	1
ASKER MICHAEL W	5,650	6	1,254,000	17,258	13,189	30,447	0
CROFOOT BART	5,560	14	700,000	8,020	2,582	10,602	1
SPRAY JERRY	5,324	2	575,000	12,909	472	13,381	1
GLIEGE LYNNAE - AA	5,262	6	1,072,000	2,488	3,434	5,922	0
KASPER TIMOTHY - AA	5,055	3	495,000	6,471	550	7,021	0
HANSEN ELI	4,954	5	472,000	7,331	-122	7,209	5
BRODINE MARCY	4,521	2	100,000	19,094	-1,059	18,035	1
ZAMORA STEVEN	4,409	7	1,650,000	25,356	4,819	30,175	4
JEPPESSEN KYLE K	4,207	1	750,000	10,366	3,468	13,834	6
LAAN DREW	4,037	3	178,000	14,037	-551	13,486	1
HARRIS KERRY	3,854	2	154,425	297	2,238	2,535	0
GALLUP TOM - AA	3,755	5	470,000	3,325	3,651	6,976	1
PETERSEN JERRY T	3,755	11	1,690,000	1,951	0	1,951	0
TINSLEY REBECCA	3,652	3	250,000	9,560	1,930	11,490	2
HUNGATE D WAYNE	3,478	1	795,000	12,891	6,151	19,042	1
GUTHRIE DOUGLAS	3,071	3	360,000	6,476	1,817	8,293	3
PEASE DYLAN	2,954	4	551,000	7,046	0	7,046	0
DEGN KEVIN - AA	2,892	5	1,160,000	11,481	189	11,670	0
SHANK PERRY E - AA	2,648	4	1,450,000	1,910	34,901	36,811	0
GUZMAN BEATRIZ - AA	2,571	4	250,000	12,291	2,161	14,452	2
PERRY KENDON - AA	2,532	2	405,000	15,364	5,721	21,085	0
HAZELBAKER NEIL	2,416	2	214,000	10,258	0	10,258	1
MARKS JOHN E	2,348	1	400,000	9,888	-318	9,570	1
ANDRUS JACOB	2,284	4	1,269,000	5,307	9,647	14,954	0

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
NICHOLS ANTHONY	2,188	2	500,000	16,062	5,863	21,925	0
JENSEN NEIL - AA	2,129	1	775,000	18,475	16,769	35,244	1
TAYLOR GARREN - AA	2,126	0	100,000	12,759	196	12,955	1
SALINAS MARIO A - AA	2,107	0	0	2,514	6,986	9,500	1
REX RYAN - AA	2,053	1	200,000	3,771	1,924	5,695	1
POWELL JAMES	1,895	2	500,000	12,791	-2,890	9,901	0
BURKE WILLIAM TODD	1,880	2	883,000	12,046	8,983	21,029	0
QUINN SHAWN - AA	1,853	1	50,000	2,461	490	2,951	1
RUSSOM PAMELA	1,654	1	0	11,268	1,298	12,566	1
CLARK STEVEN	1,544	2	2,000	349	2,082	2,431	0
PACKARD CINDY	1,502	2	260,000	6,747	7,462	14,209	0
ELLIS ROBERT - AA	1,492	2	265,980	2,158	4,412	6,570	0
WHELOCK DOUG	1,440	1	100,000	1,941	340	2,281	0
ROGERS SAMUEL A	1,095	1	0	-1,095	7,689	6,594	0
JOHNSON PAUL	1,067	2	240,000	11,073	227	11,300	1
FUNK NORMAN - AA	996	1	25,000	11,531	4,406	15,937	1
PEARSON RYAN	957	2	260,000	13,310	0	13,310	0
BARTON BRETT O - AA	817	1	512,572	1,707	500	2,207	1
BAILEY STETZEN	772	1	50,000	5,206	2,098	7,304	0
BLISS GARY	750	0	0	7,164	-1,130	6,034	0
KUNZ SHANE R	737	0	0	42,542	185	42,727	0
BIRD RODNEY - AA	709	1	250,000	8,945	13,203	22,148	0
POUNDS LEE	636	1	40,000	14,903	3,003	17,906	0
NICHOLS JUSTIN	542	4	521,000	17,134	0	17,134	0
BECKNER RYAN - AA	493	1	306,000	3,049	-429	2,620	1
COOK JENNIFER	452	3	185,000	2,201	-7,663	-5,462	1
CARON KEEFAN	430	1	527,807	18,788	1,383	20,171	1
NISHIMOTO JOHN	423	4	145,000	19,412	416	19,828	0
MEYER ANDREW	400	2	360,000	24,932	2,989	27,921	0
BOTHOF LISA	382	1	100,000	8,108	1,149	9,257	2
VANBIEZEN CLINT - AA	380	0	1,000	13,233	1,498	14,731	0
PRICE RHETT M	361	1	113,616	11,216	3,655	14,871	1
WARWICK MICHAEL	350	1	168,172	5,832	3,706	9,538	1
MERRILL BROCK	346	2	260,000	4,306	8,757	13,063	0
PERMANN J LENA - AA	271	0	43,172	4,394	0	4,394	2

CURRENT

NOVEMBER 2019

AGENTS' PRODUCTION

PAGE 3 OF 4

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
LATIMORE BROOKS	260	2	110,000	4,981	234	5,215	0
ARMSTRONG DERALD - AA	247	1	250,000	12,595	114	12,709	1
SPEAKMAN BEA	194	0	0	8,907	6,370	15,277	0
MALMSTROM SCOTT G	174	0	0	8,561	1,895	10,456	0
PAYNTER BRETT - AA	123	0	3,301	3,583	386	3,969	0
HILL JOHN W	98	0	40,000	8,857	4,996	13,853	1
BARKUS VAN J	90	0	558,000	7,714	1,251	8,965	0
COLPRON DAVID	51	0	0	1,618	3,612	5,230	0
MINK TAYLOR	40	0	3,301	14,050	3,909	17,959	1
D'AMBRA DONNA - AA	23	0	0	2,056	60,506	62,562	0
SYKES RICH	22	0	8,126	1,024	3,647	4,671	0
SORENSEN REDGE	21	0	50,000	22,729	1,808	24,537	0
HART JARED - AA	21	0	0	11,377	-502	10,875	1
WIDMER STEPHEN	19	0	0	1,786	594	2,380	1
FRY LUPE	17	0	0	530	829	1,359	0
VON BRETHORST JERRY	17	0	0	9,032	-1,647	7,385	1
HALL JARED - AA	17	0	0	6,310	15,417	21,727	2
SILVERS RON	16	0	0	330	1,438	1,768	0
MOSES GRANT	15	0	0	2,211	0	2,211	2
FERGUSON TROY G - AA	15	0	202,000	15,085	512	15,597	0
FLANDRO DEBBIE	14	0	0	10,004	196	10,200	0
PITCHFORD RANDALL	14	0	0	6,303	55	6,358	7
BARRETT STUART - AA	13	0	0	2,934	0	2,934	1
CATT ERICA K	12	0	0	2,972	8,042	11,014	0
LESLIE BRANDT	11	0	0	9,496	1,543	11,039	0
BAXTER KERRY	10	0	216,000	12	2,589	2,601	0
DINNING WALTER - AA	9	0	0	12,482	-196	12,286	0
ZEMAITIS PHIL	8	0	0	148	2,731	2,879	0
PORTER RYAN	7	0	0	6,304	94	6,398	0
LEACH R JOE	5	0	0	2,015	0	2,015	0
DEWITT PAUL E	5	0	0	3,637	8,458	12,095	1
NEVAREZ DAVID - AA	3	0	0	411	-8,451	-8,040	2
STEPHENSON CRAIG	3	0	0	3,899	1,325	5,224	2
TUNING GILBERT	3	0	0	6,314	4,584	10,898	0
POTTER BRITAIN	3	0	0	6,007	5,918	11,925	1

CURRENT

NOVEMBER 2019

AGENTS' PRODUCTION

PAGE 4 OF 4

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
LINGARD JACOB	3	0	200,000	2,108	0	2,108	0
TERRY TRAVIS	2	0	0	20,626	465	21,091	9
ROSANDICK GRANT	2	0	0	97	337	434	0
ZOLLINGER JOLENE	2	0	0	1,956	-14	1,942	0
MCCLURE BARRETT - AA	1	0	0	5,802	-215	5,587	0
PERCIVAL RICHARD M	1	0	0	1,913	321	2,234	0
ANDERSON MATT - AA	1	0	0	6,599	1,369	7,968	0
VANDERWALL MARK A - AA	1	0	0	9,112	0	9,112	0
SALINAS ALEX	1	0	0	12,592	1,067	13,659	1
CLARK TREVOR	1	0	50,000	2,776	3,223	5,999	0
STOWELL ROBERT C	0	0	0	6,503	-4	6,499	0
JEPPESSEN KENT E	0	0	0	2,509	-5,506	-2,997	1
GEARY KURT	0	0	0	6,004	-212	5,792	0
TEUSCHER DARYL M	0	0	0	4,802	1,315	6,117	1
AXENTY CHRIS	0	0	0	14,656	901	15,557	2
HARRIGFELD RYAN	0	0	0	9,952	5,804	15,756	0
COX CHAD	0	0	0	6,077	-22	6,055	0
WILKINS ERIC	0	0	0	6,586	1,423	8,009	0
LARSEN CHRISTOPHER	0	0	0	7,497	811	8,308	0
GROTHAUS HEATHER	0	0	0	18,656	0	18,656	0
POPEJOY ZAK	0	0	0	13,981	5,194	19,175	2
NELSON JARED	0	0	0	7,270	2,896	10,166	1
PONTIUS JUSTIN	0	0	0	300	-62	238	0
CRAWFORD TRUDY	0	0	0	290	189	479	0
CARRICO CAMERON	0	0	0	4,379	0	4,379	0
PULLMAN LEANN	0	0	0	2,022	0	2,022	1
HARMON JUSTIN	0	0	0	7,534	0	7,534	0
QUAADE WILLIAM	0	0	0	6,260	0	6,260	0
SCOTT ANDREW	0	0	0	5,218	0	5,218	0
NEUENFELDT DANIEL	0	0	0	3,382	2,846	6,228	0
STALLIONS DAKOTA	0	0	0	26,610	4,092	30,702	0
WALTERS BRIAN J	0	0	0	1,509	0	1,509	0
MCMILLAN KELLIE	0	0	0	3,368	0	3,368	0

YEAR-TO-DATE

NOVEMBER 2019

AGENTS' PRODUCTION

PAGE 1 OF 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					
PERRY KENDON - AA	130,057	57	3	3	3		143,665	41,767	185,432	2,921,945	10
BURKE D KRIS	100,241	27		3	3		73,919	29,114	103,033	1,680,519	4
ELLIS ROBERT - AA	98,304	32	3	3	2		148,836	77,507	226,343	2,869,863	8
PETERSEN JERRY T	77,297	25		1	3		86,273	16,167	102,440	1,704,308	2
SHANK PERRY E - AA	69,955	31	3	3	1		102,601	42,930	145,531	1,713,976	3
PFOST DARIN - AA	69,795	40	3	3	1		94,091	116,024	210,115	5,986,641	14
JENSEN NEIL - AA	62,511	47	3	3	3		196,155	73,879	270,034	3,687,387	5
JOHNSON DOUGLAS - AA	57,016	38	3	3	1		95,048	16,955	112,003	2,631,233	9
BAXTER KERRY	53,597	15		3	3		64,336	17,620	81,956	1,021,003	4
PRICE RHETT M	50,328	21	3	3	3		106,599	27,700	134,299	3,753,498	14
BRODINE MARCY	42,245	13			3		97,264	32,014	129,278	2,552,157	12
RICHARDS JOSEPH	38,305	16	3				75,480	23,209	98,689	638,715	3
CARON KEEFAN	35,550	21	3	3			229,256	29,878	259,134	2,597,657	5
ASKER MICHAEL W	34,109	24	3	2			64,314	42,615	106,929	2,706,543	4
RUSSOM PAMELA	33,279	11	3	3	2		67,649	13,883	81,532	1,101,192	3
ZAMORA STEVEN	33,195	28	2	2	3		316,976	38,290	355,266	1,318,465	19
ZIMNEY DALE - AA	32,639	12	3				60,297	46,591	106,888	2,923,817	1
GUTHRIE DOUGLAS	31,822	22	1	3	3		73,755	18,613	92,368	2,697,723	7
TUNING GILBERT	31,500	12	3				75,552	36,469	112,021	2,263,362	3
HALL JARED - AA	29,232	7			3		69,507	33,041	102,548	2,531,735	7
JOHNSON PAUL	28,729	21	3	1	2		44,062	13,631	57,693	1,295,916	3
BURKE WILLIAM TODD	28,586	28	3	3	2		153,654	81,604	235,258	2,218,779	6
BARTON BRETT O - AA	28,516	4		3			40,316	7,036	47,352	989,531	11
JEPPESEN KYLE K	26,168	28	3	2			130,073	30,080	160,153	2,910,713	67
HANSEN ELI	26,060	37	1	1	1		104,015	45,431	149,446	2,096,478	55
HARRIS KERRY	25,861	15	1		3		105,381	11,252	116,633	2,088,002	6
COOK JENNIFER	24,245	24	3	1	1		77,192	8,914	86,106	1,599,536	8
BARKUS VAN J	23,661	22	3	3			75,443	17,774	93,217	1,773,617	1
MCCLURE BARRETT - AA	23,639	8	1				51,613	41,212	92,825	1,953,884	4
GARDNER JASON B	23,443	18	1		1		91,611	54,841	146,452	2,507,850	15
RICHARDSON KAREN	22,776	6		2			70,661	11,882	82,543	1,255,370	27
SPRAY JERRY	22,272	26		1	3		110,010	44,014	154,024	704,704	7
HAZELBAKER NEIL	19,409	8		3			76,991	12,177	89,168	991,009	7
HART JARED - AA	18,348	15	3	1			131,402	53,614	185,016	3,864,695	18
GLIEGE LYNNAE - AA	18,225	14	3				106,242	49,174	155,416	1,996,234	0

YEAR-TO-DATE

NOVEMBER 2019

AGENTS' PRODUCTION

PAGE 2 OF 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					
TINSLEY REBECCA	18,190	18	1	1	1		133,654	17,911	151,565	2,245,957	5
KASPER TIMOTHY - AA	18,102	15	1	1			79,669	10,796	90,465	1,206,412	0
TAYLOR GARREN - AA	17,913	14		3			144,254	22,394	166,648	906,487	3
PRICE VAUGHN	16,921	13		1			151,384	61,265	212,649	3,470,023	15
SALINAS ALEX	16,408	13	1		3		132,533	37,093	169,626	1,012,971	7
D'AMBRA DONNA - AA	16,338	13	3				68,063	74,437	142,500	1,906,643	6
MOSES GRANT	15,863	7	1		1		90,651	8,484	99,135	1,923,899	17
COX CHAD	15,105	10	2	2			63,831	14,421	78,252	1,405,958	0
BECKNER RYAN - AA	14,557	22	1	2			122,204	36,448	158,652	2,139,925	9
MARKS JOHN E	14,106	8		1	2		90,299	23,658	113,957	2,265,704	9
QUINN SHAWN - AA	13,941	17		1			88,850	19,320	108,170	1,431,312	38
HILL JOHN W	13,839	13					117,467	17,695	135,162	2,074,723	11
GALLUP TOM - AA	13,347	12	2	1			52,691	18,773	71,464	1,149,439	9
LESLIE BRANDT	12,878	9	3	1			98,427	21,452	119,879	2,052,773	7
ANDRUS JACOB	12,565	46		1			99,010	15,026	114,036	124,496	0
JOHNSTON DEAN	11,987	7	1	1			32,843	23,937	56,780	1,270,071	7
DINNING WALTER - AA	11,531	13		1	1		136,735	29,980	166,715	2,773,628	7
HUNGATE D WAYNE	10,858	7	1	1			150,009	81,715	231,724	4,127,101	6
CROFOOT BART	10,730	19			1		146,100	34,247	180,347	2,055,945	3
SALINAS MARIO A - AA	10,705	7	2				68,316	27,897	96,213	2,058,025	11
DEGN KEVIN - AA	10,513	14	1	1			113,944	14,520	128,464	2,097,510	0
PAYNTER BRETT - AA	10,296	11	1				38,772	73,691	112,463	2,160,250	6
ROGERS SAMUEL A	10,175	4			3		27,516	19,552	47,068	1,077,012	2
JEPPSEN KENT E	9,610	10		1			92,549	64,063	156,612	3,647,576	9
MALMSTROM SCOTT G	9,543	4					50,050	45,899	95,949	2,088,904	8
FUNK NORMAN - AA	9,462	16					98,595	34,834	133,429	2,533,973	12
ANDERSON MATT - AA	8,756	6	1	1			50,110	82,562	132,672	2,008,158	4
FERGUSON TROY G - AA	8,753	15	1				114,837	7,505	122,342	1,616,194	8
NISHIMOTO JOHN	8,283	9		1			97,227	32,868	130,095	720,954	0
LARSEN CHRISTOPHER	7,630	13					92,657	17,928	110,585	1,148,389	1
GROTHAUS HEATHER	7,288	12	1				109,532	5,097	114,629	960,244	10
ARMSTRONG DERALD - AA	7,174	9			1		112,351	30,874	143,225	2,048,180	6
PORTER RYAN	7,086	6			1		52,134	33,725	85,859	1,149,639	3
VANBIEZEN CLINT - AA	7,001	11	1				82,209	16,631	98,840	1,484,806	1
NEVAREZ DAVID - AA	6,869	10					36,042	42,019	78,061	1,364,385	14

YEAR-TO-DATE

NOVEMBER 2019

AGENTS' PRODUCTION

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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					
LAAN DREW	6,844	6					80,561	11,300	91,861	653,265	5
PITCHFORD RANDALL	6,714	4	1				69,916	3,965	73,881	2,394,390	23
POUNDS LEE	6,557	8					126,343	37,535	163,878	2,113,754	7
BARRETT STUART - AA	6,086	9		1			69,655	25,388	95,043	1,955,998	20
TERRY TRAVIS	5,942	8		2			141,866	17,178	159,044	2,416,160	73
CLARK TREVOR	5,541	5		1			67,103	15,052	82,155	785,606	0
REX RYAN - AA	5,484	4		1			37,688	17,481	55,169	1,018,687	6
STALLIONS DAKOTA	5,408	7					84,234	13,327	97,561	140,751	0
SCOTT ANDREW	5,244	8			1		52,192	4,549	56,741	64,789	0
LINGARD JACOB	4,874	9					45,259	3,931	49,190	852,191	1
VANDERWALL MARK A - AA	4,713	8					87,953	12,103	100,056	1,196,084	1
COLPRON DAVID	4,432	4	1				56,989	22,130	79,119	1,360,528	6
PEASE DYLAN	4,295	7					115,122	6,218	121,340	409,520	2
PEARSON RYAN	4,262	13					177,486	9,946	187,432	865,239	3
HARMON JUSTIN	4,177	5		1			68,154	1,797	69,951	81,732	0
WARWICK MICHAEL	3,989	6					18,661	29,538	48,199	812,817	9
BIRD RODNEY - AA	3,793	4					74,644	62,283	136,927	1,603,456	9
POPEJOY ZAK	3,733	8					233,194	65,452	298,646	2,156,585	22
DEWITT PAUL E	3,634	3					36,735	21,977	58,712	1,626,401	3
BLISS GARY	3,534	3					58,543	17,559	76,102	1,699,879	7
POWELL JAMES	3,455	9		3			96,932	13,179	110,111	867,074	3
LATIMORE BROOKS	3,361	8	1				132,292	10,329	142,621	1,400,987	5
PONTIUS JUSTIN	3,293	10		1			46,738	8,882	55,620	538,714	0
CATT ERICA K	3,216	9					59,820	14,892	74,712	1,805,824	1
WHELOCK DOUG	3,188	4					34,844	8,106	42,950	1,124,524	1
PACKARD CINDY	3,170	4					89,667	13,124	102,791	317,007	0
STOWELL ROBERT C	3,116	4					59,498	10,414	69,912	1,308,897	7
WIDMER STEPHEN	3,082	4					74,747	36,095	110,842	1,211,846	7
SORENSEN REDGE	3,000	4					177,346	66,077	243,423	3,314,569	7
BAILEY STETZEN	2,980	8					158,976	12,754	171,730	543,441	5
GUZMAN BEATRIZ - AA	2,979	5					106,992	26,598	133,590	862,094	15
KUNZ SHANE R	2,944	3					95,555	17,704	113,259	1,790,549	9
NICHOLS ANTHONY	2,779	3					128,108	97,852	225,960	1,872,742	3
VON BRETHORST JERRY	2,659	4					43,872	26,292	70,164	1,300,382	2
BOTHOF LISA	2,591	6					77,608	13,104	90,712	1,585,809	15



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					
NICHOLS JUSTIN	2,417	8					88,951	11,215	100,166	1,055,685	1
PERCIVAL RICHARD M	2,381	6					69,258	8,844	78,102	891,401	5
NEUFELD DT DANIEL	2,331	4					25,931	8,551	34,482	290,351	0
CLARK STEVEN	2,329	4					37,129	5,585	42,714	802,408	2
NELSON JARED	2,281	7					156,770	50,394	207,164	1,445,790	6
MINK TAYLOR	2,163	6					114,987	40,558	155,545	1,900,202	8
SPEAKMAN BEA	2,104	3					138,306	38,335	176,641	1,176,351	3
AXENTY CHRIS	1,815	2					116,020	10,859	126,879	1,282,564	43
SILVERS RON	1,808	1					17,136	12,790	29,926	906,202	8
WILKINS ERIC	1,756	1					63,943	24,639	88,582	1,554,887	2
GEARY KURT	1,578	4					42,771	3,936	46,707	1,678,111	6
MEYER ANDREW	1,561	7					230,695	18,924	249,619	514,481	0
STEPHENSON CRAIG	1,225	2					46,807	8,537	55,344	2,118,344	9
FRY LUPE	1,155	2					36,797	21,730	58,527	809,942	5
ROSANDICK GRANT	1,143	5					55,613	29,121	84,734	600,992	1
PERMANN J LENA - AA	1,104	1					33,655	1,160	34,815	807,805	12
FLANDRO DEBBIE	1,049	1					28,074	8,732	36,806	1,549,927	3
LEACH R JOE	909	1					51,611	2,561	54,172	1,657,285	12
MERRILL BROCK	634	2					56,961	17,194	74,155	1,213,293	0
CARRICO CAMERON	432	1					107,279	6,482	113,761	182,224	3
POTTER BRITAIN	313	2					82,634	12,613	95,247	1,293,343	7
SYKES RICH	150	0					74,127	17,266	91,393	1,014,132	4
ZEMAITIS PHIL	130	0					42,573	50,458	93,031	2,018,682	2
TEUSCHER DARYL M	60	0					28,035	7,484	35,519	1,169,519	9
ZOLLINGER JOLENE	10	0					17,442	4,702	22,144	599,623	0
HARRIGFELD RYAN	0	0					95,426	40,377	135,803	1,850,665	3
CRAWFORD TRUDY	0	0					130,787	26,625	157,412	727,098	0
PULLMAN LEANN	0	0					45,688	10,556	56,244	1,489,324	8
QUAADE WILLIAM	0	0					6,260	0	6,260	40,959	0
WALTERS BRIAN J	0	0					1,509	0	1,509	1,509	0
MCMILLAN KELLIE	0	0					3,368	0	3,368	3,368	0

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

NOVEMBER 2019

AGENT CURRENT



JOSEPH RICHARDS

99,456

.....

PFOST DARIN - AA.....	76,306
RICHARDSON KAREN	71,197
D'AMBRA DONNA - AA.....	62,654
GARDNER JASON B	57,742
ASKER MICHAEL W	53,047
PRICE VAUGHN	51,899
ZAMORA STEVEN	47,811
SHANK PERRY E - AA.....	47,403
KUNZ SHANE R.....	45,675

ROOKIE CURRENT



DAKOTA STALLIONS

30,702

.....

MEYER ANDREW	29,521
ANDRUS JACOB	24,090
PEASE DYLAN.....	18,862
BAILEY STETZEN.....	10,392
CLARK STEVEN	8,607
HARMON JUSTIN	7,534
QUAADE WILLIAM.....	6,260
NEUENFELDT DANIEL.....	6,228
SCOTT ANDREW.....	5,218

ROOKIE YEAR-TO-DATE



ANDREW MEYER

255,863

.....

BAILEY STETZEN.....	183,650
ANDRUS JACOB	164,296
PEASE DYLAN.....	138,520
STALLIONS DAKOTA.....	119,193
CARRICO CAMERON.....	115,489
ROSANDICK GRANT.....	89,306
HARMON JUSTIN	86,659
SCOTT ANDREW.....	77,717
LINGARD JACOB.....	68,686
PULLMAN LEANN.....	56,244
CLARK STEVEN	52,030
NEUENFELDT DANIEL.....	43,806
ZOLLINGER JOLENE	22,184
QUAADE WILLIAM.....	6,260
MCMILLAN KELLIE.....	3,368
WALTERS BRIAN J.....	1,509

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

PERRY KENDON - AA	705,660	RICHARDS JOSEPH	251,909	HILL JOHN W	190,518
ELLIS ROBERT - AA	619,559	ASKER MICHAEL W	243,365	POUNDS LEE	190,106
JENSEN NEIL - AA	520,078	SPRAY JERRY	243,112	BARKUS VAN J.	187,861
BURKE D KRIS	503,997	GARDNER JASON B	240,224	MCCLURE BARRETT - AA	187,381
PFOST DARIN - AA	489,295	TAYLOR GARREN - AA	238,300	SPEAKMAN BEA.	185,057
ZAMORA STEVEN	488,046	TUNING GILBERT.	238,021	*BAILEY STETZEN	183,650
SHANK PERRY E - AA	425,351	ZIMNEY DALE - AA	237,444	COOK JENNIFER	183,086
PETERSEN JERRY T	411,628	NICHOLS ANTHONY	237,076	TERRY TRAVIS	182,812
CARON KEEFAN	401,334	SALINAS ALEX.	235,258	RICHARDSON KAREN.	173,647
BURKE WILLIAM TODD	349,602	GLIEGE LYNNAE - AA	228,316	JOHNSON PAUL	172,609
JOHNSON DOUGLAS - AA	340,067	TINSLEY REBECCA	224,325	ARMSTRONG DERALD - AA	171,921
PRICE RHETT M.	335,611	CROFOOT BART	223,267	LESLIE BRANDT.	171,391
POPEJOY ZAK	313,578	HARRIS KERRY	220,077	FUNK NORMAN - AA	171,277
BRODINE MARCY	298,258	GUTHRIE DOUGLAS	219,656	DEGN KEVIN - AA	170,516
BAXTER KERRY.	296,344	HALL JARED - AA	219,476	MARKS JOHN E	170,381
PRICE VAUGHN	280,333	BECKNER RYAN - AA	216,880	ANDERSON MATT - AA	167,696
HUNGATE D WAYNE	275,156	NELSON JARED	216,288	HAZELBAKER NEIL	166,804
JEPPESSEN KYLE K	264,825	RUSSOM PAMELA	214,648	*ANDRUS JACOB.	164,296
HART JARED - AA	258,408	DINNING WALTER - AA	212,839	MINK TAYLOR.	164,197
*MEYER ANDREW	255,863	D'AMBRA DONNA - AA	207,852	QUINN SHAWN - AA	163,934
SORENSEN REDGE	255,423	PEARSON RYAN	204,480	NISHIMOTO JOHN	163,227
HANSEN ELI	253,686	JEPPESSEN KENT E	195,052	KASPER TIMOTHY - AA	162,873

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

MOSES GRANT	162,587	VANDERWALL MARK A - AA	118,908	REX RYAN - AA.	77,105
BARTON BRETT O - AA	161,416	*CARRICO CAMERON	115,489	MERRILL BROCK	76,691
CRAWFORD TRUDY	157,412	PACKARD CINDY	115,471	DEWITT PAUL E	73,248
FERGUSON TROY G - AA	157,354	PORTER RYAN	114,203	PONTIUS JUSTIN	68,792
LATIMORE BROOKS	156,065	NICHOLS JUSTIN	109,834	*LINGARD JACOB	68,686
PAYNTER BRETT - AA	153,647	NEVAREZ DAVID - AA.	105,537	WARWICK MICHAEL	64,155
BIRD RODNEY - AA	152,099	JOHNSTON DEAN	104,728	FRY LUPE	63,147
GUZMAN BEATRIZ - AA	145,506	CLARK TREVOR.	104,319	STEPHENSON CRAIG	60,244
GROTHAUS HEATHER	143,781	BOTHOF LISA.	101,076	LEACH R JOE	57,808
LARSEN CHRISTOPHER	141,105	PITCHFORD RANDALL	100,737	*PULLMAN LEANN	56,244
SALINAS MARIO A - AA	139,033	COLPRON DAVID.	96,847	WHELOCK DOUG	55,702
COX CHAD	138,672	POTTER BRITAIN.	96,499	GEARY KURT	53,019
*PEASE DYLAN	138,520	WILKINS ERIC	95,606	*CLARK STEVEN	52,030
HARRIGFELD RYAN.	135,803	ZEMAITIS PHIL	93,551	*NEUFELD DT DANIEL	43,806
AXENTY CHRIS	134,139	SYKES RICH.	91,993	FLANDRO DEBBIE	41,002
MALMSTROM SCOTT G	134,121	BLISS GARY	90,238	PERMANN J LENA - AA	39,231
VANBIEZEN CLINT - AA	126,844	*ROSANDICK GRANT	89,306	SILVERS RON.	37,158
KUNZ SHANE R	125,035	ROGERS SAMUEL A	87,768	TEUSCHER DARYL M	35,759
GALLUP TOM - AA	124,852	PERCIVAL RICHARD M	87,626	*ZOLLINGER JOLENE	22,184
POWELL JAMES.	123,931	CATT ERICA K	87,576	*QUAADE WILLIAM	6,260
WIDMER STEPHEN	123,170	*HARMON JUSTIN	86,659	*MCMILLAN KELLIE	3,368
BARRETT STUART - AA.	119,387	STOWELL ROBERT C	82,376	*WALTERS BRIAN J	1,509
LAAN DREW	119,237	VON BRETHORST JERRY.	80,800		
*STALLIONS DAKOTA	119,193	*SCOTT ANDREW	77,717		



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	130,272	57	143,665	41,767	185,432
ROB ELLIS	98,309	32	148,836	77,507	226,343
PERRY E SHANK	80,067	31	102,601	42,930	145,531
JERRY T PETERSEN	77,320	25	86,273	16,167	102,440
DARIN PFOST	69,835	40	94,091	116,024	210,115
NEIL JENSEN	62,511	47	196,155	73,879	270,034
KRIS BURKE	59,677	27	73,919	29,114	103,033
DOUG JOHNSON	57,016	38	95,048	16,955	112,003
KERRY BAXTER	53,597	15	64,336	17,620	81,956
RHETT PRICE	49,516	21	106,599	27,700	134,299
MARCY BRODINE	42,245	13	97,264	32,014	129,278
JOSEPH RICHARDS	38,302	16	75,480	23,209	98,689
KEEFAN CARON	35,546	21	229,256	29,878	259,134
MIKE ASKER	34,109	24	64,314	42,615	106,929
PAMELA RUSSOM	33,279	11	67,649	13,883	81,532

ALL AMERICAN & PRESIDENT'S CLUB

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	541,442	782,800	3,916,478	1,039,286	4,955,764
MAGIC VALLEY REGION	580,461	551,700	2,575,262	773,123	3,348,385
TREASURE VALLEY REGION	515,659	734,000	3,650,640	1,367,398	5,018,038
NORTH IDAHO REGION	399,871	450,000	1,924,517	485,074	2,409,591

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



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	64,993	399,554	450,000	14.40%	88.70%	2,309,116	29,381,581	32,486,000	7.10%	90.40%	10.80%
EASTERN IDAHO	67,421	544,339	782,800	8.60%	69.50%	6,140,080	73,876,251	81,620,000	7.50%	90.50%	8.10%
TREASURE VALLEY	55,414	520,055	734,000	7.50%	70.80%	4,845,807	68,524,062	76,953,000	6.20%	89.00%	6.90%
MAGIC VALLEY	38,447	610,981	551,700	6.90%	110.70%	3,525,503	48,692,590	54,132,000	6.50%	89.90%	6.70%
TOTAL	226,275	2,074,929	2,518,500	8.90%	82.30%	16,820,505	220,474,484	245,191,000	6.80%	89.90%	10.80%
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	348,349	3,916,478	5,274,645	64,006,062	6.10%	451,225	4,553,377	6,597,398	62,019,115
MAGIC VALLEY	235,132	2,575,262	3,001,606	41,369,312	6.20%	267,853	2,582,099	3,909,638	39,949,177
TREASURE VALLEY	327,863	3,650,640	3,773,019	54,508,236	6.70%	371,534	4,132,260	4,709,482	53,199,971
NORTH IDAHO	180,142	1,924,517	2,005,800	24,485,171	7.90%	159,142	2,015,930	2,293,499	23,439,834
TOTAL	1,091,486	12,066,897	14,055,070	184,368,781	6.50%	1,249,754	13,283,666	17,510,017	178,608,097
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	103,446	1,039,286	865,435	9,870,189	10.50%	67,550	973,466	842,578	9,000,875
MAGIC VALLEY	134,743	773,123	523,897	7,323,278	10.60%	45,432	761,014	350,885	6,812,512
TREASURE VALLEY	120,331	1,367,398	1,072,788	14,015,826	9.80%	86,865	1,242,658	1,049,058	13,289,637
NORTH IDAHO	44,515	485,074	303,316	4,896,410	9.90%	32,388	509,610	227,027	4,713,442
TOTAL 2019 GOAL	403,035	3,664,881	2,765,435	36,105,703 39,085,000	10.20%	232,234	3,486,748	2,469,548	33,816,466
Personal and Commercial Lines									
EASTERN IDAHO	451,795	4,955,764	6,140,080	73,876,251	6.70%	518,775	5,526,843	7,439,976	71,019,990
MAGIC VALLEY	369,875	3,348,385	3,525,503	48,692,590	6.90%	313,285	3,343,113	4,260,523	46,761,689
TREASURE VALLEY	448,194	5,018,038	4,845,807	68,524,062	7.30%	458,399	5,374,918	5,758,540	66,489,608
NORTH IDAHO	224,657	2,409,591	2,309,116	29,381,581	8.20%	191,530	2,525,540	2,520,526	28,153,276
TOTAL 2019 GOAL	1,494,521	15,731,778	16,820,505	220,474,484 245,191,000	7.10%	1,481,988	16,770,414	19,979,565	212,424,563

To be on track % of goal should be 92% 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

NOVEMBER 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	94	178,314
SEPTEMBER	99	151,742	160	135,985	118	176,552
OCTOBER	165	180,984	246	286,593	307	252,509
NOVEMBER	214	221,237	190	279,761	185	226,275
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	64,993	35	7,580,000	180,142	44,515	224,657	2,309,116	10
EASTERN IDAHO	67,421	72	12,897,089	348,349	103,446	451,795	6,140,080	41
TREASURE VALLEY	55,414	39	6,585,132	327,863	120,331	448,194	4,845,807	16
MAGIC VALLEY	38,447	39	5,755,552	235,132	134,743	369,875	3,525,503	32
STATE TOTALS	226,275	185	32,817,773	1,091,486	403,035	1,494,521	16,820,506	99

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	610,981	355	78,807,310	2,575,262	773,123	3,348,385	48,692,590	326
NORTH IDAHO	399,554	295	74,148,156	1,924,517	485,074	2,409,591	29,381,581	133
EASTERN IDAHO	544,339	475	100,470,057	3,916,478	1,039,286	4,955,764	73,876,251	390
TREASURE VALLEY	520,055	375	79,720,761	3,650,640	1,367,398	5,018,038	68,524,062	226
STATE TOTALS	2,074,929	1,500	333,146,284	12,066,897	3,664,881	15,731,778	220,474,484	1,075

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



KENDON PERRY
130,057

ISSUED LPC

KRIS BURKE	100,241
ROB ELLIS	98,304
JERRY T PETERSEN	77,297
PERRY E SHANK	69,955
DARIN PFOST	69,795
NEIL JENSEN	62,511
DOUG JOHNSON	57,016
KERRY BAXTER	53,597
RHETT PRICE	50,328



KENDON PERRY
57

ISSUED FBL APPS

NEIL JENSEN	47
JACOB ANDRUS	46
DARIN PFOST	40
DOUG JOHNSON	38
ELI HANSEN	37
ROB ELLIS	32
PERRY E SHANK	31
STEVEN ZAMORA	28
TODD BURKE	28



PERRY SHANK
13,906,882

LIFE VOLUME

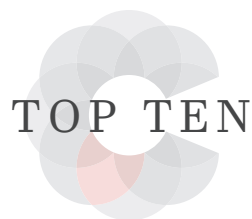
KENDON PERRY	13,197,495
JOSEPH RICHARDS	12,451,000
JERRY T PETERSEN	11,630,000
JACOB ANDRUS	10,123,000
DOUG JOHNSON	9,089,301
TODD BURKE	8,763,509
NEIL JENSEN	8,724,560
KEEFAN CARON	8,453,177
ELI HANSEN	8,433,000



KEEFAN CARON
277

NEW CITY SQUIRES

STEVEN ZOMORA	221
ZAK POPEJOY	208
RYAN PEARSON	203
VAUGHN PRICE	167
ANDREW MEYER	160
NEIL JENSEN	158
TODD BURKE	153
BROOKS LATIMORE	137
JARED HART	135



BECKY TINSLEY

18

NEW COUNTRY SQUIRES

RYAN BECKNER	17
TAYLOR MINK	16
BRANDT LESLIE	15
MARK VANDERWALL	12
TODD BURKE	11
JENNIFER COOKE	10
BARRETT MCCLURE	10
LEE POUNDS	10
STU BARRETT	9



WAYNE HUNGATE

11

NEW FARM & RANCH

MIKE ASKER	6
DONNA D'AMBRA	6
KEVIN DEGN	6
RYAN HARRIGFELD	6
KAREN RICHARDSON	6
VAUGHN PRICE	6
BART CROFOOT	5
ROB ELLIS	5
TRAVIS TERRY	5



STEVEN ZAMORA

316,976

NEW PERS PREMIUM

ZAK POPEJOY	233,194
ANDREW MEYER	230,695
KEEFAN CARON	229,256
NEIL JENSEN	196,155
RYAN PEARSON	177,486
REDGE SORENSON	177,346
STETZEN BAILEY	158,976
JARED NELSON	156,770
TODD BURKE	153,654



DARIN PFOF

4,380,740

TOTAL PERS PREMIUM

RHETT PRICE	3,360,260
WAYNE HUNGATE	3,312,653
JARED HART	3,277,244
KENT JEPPESEN	3,210,954
NEIL JENSEN	3,060,754
VAUGHN PRICE	2,815,109
KYLE JEPPESEN	2,544,204
REDGE SORENSON	2,451,678
DOUG GUTHRIE	2,432,526



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



TONY NICHOLS
62

NEW BOP AND CPP

ZAK POPEJOY	54
WAYNE HUNGATE	53
JARED HART	51
DARIN PFOST	50
PHIL ZEMAITIS	45
STEVEN ZAMORA	43
KEEFAN CARON	42
MATT ANDERSON	39
SCOTT MALMSTROM	36



DARIN PFOST
116,024

NEW COMM PREMIUM

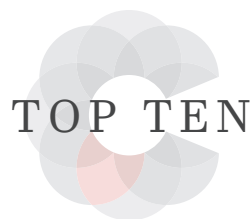
TONY NICHOLS	97,852
MATT ANDERSON	82,562
WAYNE HUNGATE	81,715
TODD BURKE	81,604
ROB ELLIS	77,507
DONNA D'AMBRA	74,437
NEIL JENSEN	73,879
BRETT PAYNTER	73,691
REDGE SORENSON	66,077



DARIN PFOST
1,605,901

TOTAL COMM PREMIUM

DALE ZIMNEY	956,621
REDGE SORENSON	862,891
WAYNE HUNGATE	814,448
PHILIP ZEMAITIS	751,595
MATT ANDERSON	736,302
ROB ELLIS	716,023
VAUGHN PRICE	654,914
GILBERT TUNING	650,670
KENDON PERRY	628,357



WADE ANDERSEN

7

NEW CROP HAIL

ARDEN ANDERSON	6
BRETT PAYNTER	5
DARIN PFOST	5
TOM GALLUP	4
BARRETT MCCLURE	4
MARCY BRODINE	3
PAMELA RUSSOM	2
DUSTIE PAYNTER	2
TYLER HOOPES	2



PAMELA RUSSOM

61,642

CROP HAIL PREMIUM

MARCY BRODINE	50,668
TOM GALLUP	50,050
KYLE JEPPESEN	32,238
LEANN PULLMAN	31,239
JARED HART	28,132
ARDEN ANDERSON	24,544
BRETT PAYNTER	22,753
DARIN PFOST	20,380
DUSTIE PAYNTER	20,012



TRAVIS TERRY

73

FINANCE LOANS

KYLE JEPPESEN	67
ELI HANSEN	55
CHRIS AXENTY	43
SHAWN QUINN	38
KAREN RICHARDSON	27
RANDY PITCHFORD	23
ZAK POPEJOY	22
STUART BARRETT	20
STEVEN ZAMORA	19



ELI HANSEN

1,151,367

FINANCE VOLUME

TRAVIS TERRY	765,577
KYLE JEPPESEN	765,308
SHAWN QUINN	580,920
VAUGHN PRICE	422,184
CHRIS AXENTY	340,830
RHETT PRICE	271,592
RANDY PITCHFORD	269,420
GRANT MOSES	243,400
KAREN RICHARDSON	226,821



DARIN PFOF

5,986,641

TOTAL PERS/COMM PREM

WAYNE HUNGATE	4,127,101
JARED HART	3,864,695
RHETT PRICE	3,753,498
NEIL JENSEN	3,687,387
KENT JEPPESEN	3,647,576
VAUGHN PRICE	3,470,023
REDGE SORENSON	3,314,569
DALE ZIMNEY	2,923,817
KENDON PERRY	2,921,945