



COVERAGE

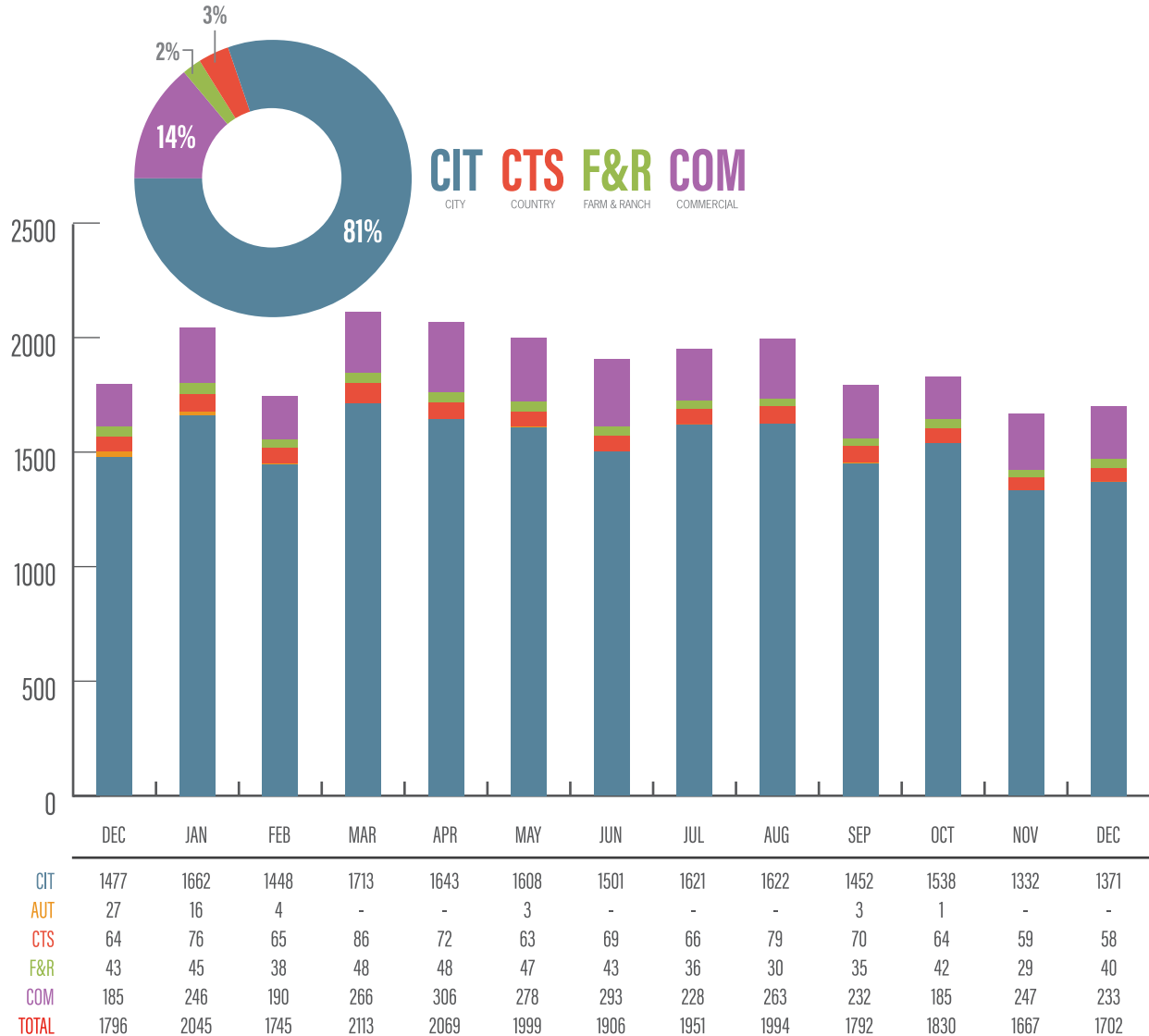
AGENT REPORTS

DECEMBER 2019

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DECEMBER 2019

APP COUNT



CURRENT

DECEMBER 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
TREASURE VALLEY	16,125,367	452,387	16,577,754
EASTERN IDAHO	14,297,174	424,126	14,721,300
NORTH IDAHO	10,375,826	193,457	10,569,283
MAGIC VALLEY	8,265,408	275,017	8,540,425

DECEMBER 2019

AGENT OF THE MONTH



JARED HART
ELMORE 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.

DECEMBER 2019

ROOKIE OF THE MONTH



BRIAN WALTERS
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



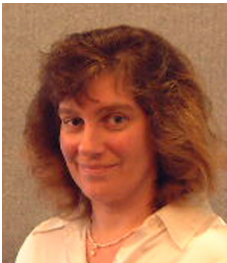
MIKE ASKER
IDAHO COUNTY



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 QUAADE
CLEARWATER COUNTY



ANDREW SCOTT
CLEARWATER COUNTY



DANIEL NEUENFELDT
LATAH COUNTY

DECEMBER 2019

TOP PRODUCERS

ISSUED LPC



JARED HART
\$33,034

ISSUED FBL APPS



JARED HART
19 APPLICATIONS

LIFE VOLUME



JERRY PETERSEN
\$3,412,000

FINANCE LOANS



KYLE JEPPESEN
11 LOANS

NEW PERSONAL PREMIUM



DALE ZIMNEY
\$28,158

NEW COMMERCIAL PREMIUM



JARED HART
\$28,314

NEW PERS/COMM PREMIUM



RYAN HARRIGFELD
\$39,029

TOTAL PERS/COMM PREMIUM



DARIN PFOST
\$662,798

ROOKIES

DECEMBER 2019

TOP PRODUCERS



ISSUED LPC



BRIAN WALTERS
\$9,770

ISSUED FBL APPS



BRIAN WALTERS
9 APPLICATIONS

LIFE VOLUME



JACOB ANDRUS
\$1,120,000

FINANCE LOANS



CAMERON CARRICO
2 LOANS

NEW PERSONAL PREMIUM



ANDREW MEYER
\$21,493

NEW COMMERCIAL PREMIUM



DAKOTA STALLIONS
\$3,374

NEW PERS/COMM PREMIUM



ANDREW MEYER
\$22,623

TOTAL PERS/COMM PREMIUM



LEANN PULLMAN
\$185,043

DECEMBER 2019

SQUIRE HONOR ROLL



KEEFAN CARON
120 MONTHS

.....

ZAK POPEJOY.....	28
RYAN BECKNER.....	27
JOHN W HILL.....	26
RYAN PEARSON.....	24
TROY FERGUSON.....	22
STEVEN ZAMORA.....	22
JARED HART.....	12
ANDREW MEYER.....	11
NEIL JENSEN.....	10
KENDON PERRY.....	10



VAUGHN PRICE
32 MONTHS

.....

DERALD C ARMSTRONG.....	9
DAKOTA STALLIONS.....	8
JASON B GARDNER.....	7
REDGE SORENSON.....	7
TONY NICHOLS.....	7
ELI HANSEN.....	6
LISA BOTHOF.....	6
CLINT VANBIEZEN.....	6
JERRY SPRAY.....	6
NORMAN FUNK.....	5



KYLE JEPPESEN
28 MONTHS

.....

MARCY BRODINE.....	5
JUSTIN NICHOLS.....	5
BART CROFOOT.....	5
BEA SPEAKMAN.....	4
DYLAN PEASE.....	4
MIKE ASKER.....	3
RYAN HARRIGFELD.....	3
DREW LAAN.....	3
CINDY PACKARD.....	3

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

CURRENT

DECEMBER 2019

AGENTS' PRODUCTION

PAGE 1 OF 4

AGENT	LPC	ISSUED FBL APPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
HART JARED - AA	33,034	19	2,187,462	10,710	28,314	39,024	0
PERRY KENDON - AA	21,173	7	1,024,566	9,318	9,588	18,906	0
BURKE D KRIS	10,456	9	752,000	21,510	5,143	26,653	1
JEPPESEN KENT E	10,430	1	250,000	27,735	4,986	32,721	3
JOHNSON DOUGLAS - AA	10,345	2	1,076,000	6,624	192	6,816	0
GLIEGE LYNNAE - AA	10,017	4	1,150,000	5,134	2,234	7,368	0
PETERSEN JERRY T	9,933	10	3,412,000	3,496	0	3,496	0
PRICE RHETT M	9,887	17	760,000	780	265	1,045	0
WALTERS BRIAN J	9,770	9	370,000	17,500	573	18,073	0
VANDERWALL MARK A - AA	8,974	10	1,398,000	645	2,015	2,660	0
FUNK NORMAN - AA	8,664	6	302,000	6,535	3,589	10,124	3
ASKER MICHAEL W	8,405	4	1,112,260	2,614	1,657	4,271	0
SHANK PERRY E - AA	8,047	16	2,080,000	-29	11	-18	0
BAXTER KERRY	7,731	3	1,476,000	8,205	1,670	9,875	0
POPEJOY ZAK	6,344	5	860,000	12,129	3,356	15,485	2
WIDMER STEPHEN	5,592	8	656,000	7,581	4,970	12,551	7
BURKE WILLIAM TODD	5,071	3	903,000	10,991	2,714	13,705	2
BLISS GARY	4,794	3	0	1,488	0	1,488	3
REX RYAN - AA	4,612	6	495,000	963	334	1,297	0
JEPPESEN KYLE K	4,561	1	500,000	14,223	5,388	19,611	11
POWELL JAMES	4,422	3	211,050	11,888	5,355	17,243	0
DINNING WALTER - AA	4,053	5	760,000	4,861	1,879	6,740	2
ZAMORA STEVEN	3,852	5	850,000	13,211	3,877	17,088	1
CLARK TREVOR	3,755	7	910,000	14,083	15	14,098	1
NISHIMOTO JOHN	3,629	4	385,000	17,122	3,512	20,634	0
CARON KEEFAN	3,580	6	1,733,385	8,443	3,838	12,281	2
CROFOOT BART	3,442	3	146,000	15,084	9,264	24,348	0
TAYLOR GARREN - AA	3,140	4	490,000	2,434	-133	2,301	0
COOK JENNIFER	3,023	1	250,000	11,703	313	12,016	2
MARKS JOHN E	3,011	10	896,000	-1,596	-1,392	-2,988	0
BARRETT STUART - AA	2,944	1	166,156	14,492	1,843	16,335	1
BECKNER RYAN - AA	2,832	5	460,000	3,920	12,121	16,041	1
STALLIONS DAKOTA	2,673	7	975,000	5,053	3,374	8,427	0

CURRENT

DECEMBER 2019

AGENTS' PRODUCTION

PAGE 2 OF 4

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
HALL JARED - AA	2,660	3	255,000	1,958	-602	1,356	1
ANDERSON MATT - AA	2,556	4	280,000	1,731	5,197	6,928	1
HAZELBAKER NEIL	2,418	15	654,000	383	808	1,191	1
SPRAY JERRY	2,315	4	2,020,000	17,571	1,319	18,890	1
MOSES GRANT	2,280	10	873,130	1,888	520	2,408	3
RUSSOM PAMELA	2,277	2	724,000	986	4,010	4,996	0
GALLUP TOM - AA	2,231	2	125,000	143	805	948	1
ROGERS SAMUEL A	2,175	0	0	1,172	626	1,798	0
D'AMBRA DONNA - AA	2,167	1	250,000	3,147	21,912	25,059	1
NICHOLS ANTHONY	2,094	2	1,000,000	20,511	7,761	28,272	0
HARRIS KERRY	2,087	3	406,462	2,401	686	3,087	0
ZIMNEY DALE - AA	2,078	6	153,421	28,158	1,381	29,539	0
PERMANN J LENA - AA	1,937	2	110,000	2,870	0	2,870	0
GARDNER JASON B	1,654	3	225,000	7,458	4,054	11,512	0
ARMSTRONG DERALD - AA	1,634	1	50,000	13,768	0	13,768	0
JENSEN NEIL - AA	1,626	1	603,000	8,397	8,245	16,642	0
SALINAS ALEX	1,544	5	420,000	4,020	5,791	9,811	0
HILL JOHN W	1,438	6	1,335,000	9,847	719	10,566	4
ANDRUS JACOB	1,389	6	1,120,000	5,967	-126	5,841	0
LESLIE BRANDT	1,295	1	100,000	11,031	7,092	18,123	3
ELLIS ROBERT - AA	1,227	4	333,358	16,675	4,065	20,740	0
ZEMAITIS PHIL	1,215	3	1,025,000	5,892	4,076	9,968	0
GUTHRIE DOUGLAS	1,206	3	134,000	8,862	2,149	11,011	1
LARSEN CHRISTOPHER	1,192	2	506,000	3,248	5,783	9,031	0
PEASE DYLAN	1,164	1	1,000	7,029	-296	6,733	0
MALMSTROM SCOTT G	1,093	1	107,961	12,203	1,356	13,559	1
CARRICO CAMERON	1,059	3	325,000	5,486	0	5,486	2
PRICE VAUGHN	931	5	686,462	6,492	669	7,161	0
KASPER TIMOTHY - AA	875	3	560,000	21	565	586	0
BARTON BRETT O - AA	875	6	122,000	6,600	2,026	8,626	1
DEGN KEVIN - AA	851	3	261,000	17,123	-417	16,706	0
BRODINE MARCY	850	1	25,000	11,440	269	11,709	3
SILVERS RON	764	0	0	37	561	598	0
JOHNSTON DEAN	659	1	50,000	2,860	2,040	4,900	1
MCCLURE BARRETT - AA	631	3	45,000	3,186	708	3,894	0

CURRENT

DECEMBER 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
BARKUS VAN J	610	1	811,130	7,202	9,106	16,308	0
VON BRETHORST JERRY	539	1	25,000	5,500	-329	5,171	0
HARMON JUSTIN	516	1	500,000	1,224	0	1,224	1
SALINAS MARIO A - AA	481	4	55,000	4,460	7,765	12,225	3
TUNING GILBERT	469	3	210,000	3,489	4,800	8,289	0
QUINN SHAWN - AA	338	1	60,000	10,954	1,527	12,481	5
CLARK STEVEN	283	1	500,000	8,480	1,625	10,105	0
FERGUSON TROY G - AA	272	2	512,000	13,636	481	14,117	1
GUZMAN BEATRIZ - AA	259	1	50,000	16,608	178	16,786	1
MINK TAYLOR	195	0	0	4,145	7,348	11,493	0
PEARSON RYAN	165	2	59,000	16,874	2,366	19,240	1
CATT ERICA K	159	0	16,582	13,125	100	13,225	0
PFOST DARIN - AA	154	0	0	9,382	-1,259	8,123	1
PAYNTER BRETT - AA	125	0	3,130	2,246	-110	2,136	1
CRAWFORD TRUDY	66	0	3,130	4,194	-153	4,041	0
ROSANDICK GRANT	64	0	3,000	7,315	-494	6,821	0
FRY LUPE	60	0	0	-980	289	-691	0
HUNGATE D WAYNE	43	0	500,000	448	1,131	1,579	2
COLPRON DAVID	33	0	0	692	-883	-191	0
RICHARDS JOSEPH	32	0	800,000	2,699	2,832	5,531	0
BIRD RODNEY - AA	29	0	3,130	8,595	2,588	11,183	2
MERRILL BROCK	23	0	0	1,647	-435	1,212	0
HANSEN ELI	21	0	250,000	15,823	863	16,686	7
WHELOCK DOUG	18	0	0	771	811	1,582	0
FLANDRO DEBBIE	17	0	0	1,241	411	1,652	0
LAAN DREW	15	0	0	22,203	4,673	26,876	0
TINSLEY REBECCA	11	0	0	7,653	854	8,507	0
PITCHFORD RANDALL	8	0	0	665	977	1,642	5
JOHNSON PAUL	6	0	220,000	13,403	1,166	14,569	2
WARWICK MICHAEL	6	0	150,000	3,603	3,811	7,414	1
VANBIEZEN CLINT - AA	6	0	0	12,989	-728	12,261	1
LEACH R JOE	5	0	0	6,130	4,235	10,365	1
POUNDS LEE	5	0	0	8,860	6,915	15,775	1
SORENSEN REDGE	5	0	50,000	20,181	11,449	31,630	1
DEWITT PAUL E	4	0	0	906	1,665	2,571	3

AGENT	LPC	ISSUED FBLAPPS	LIFE VOLUME	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW PERS/COMM PREMIUM	FINANCE LOANS
STEPHENSON CRAIG	3	0	0	1,695	0	1,695	1
POTTER BRITAIN	3	0	0	8,681	27	8,708	2
KUNZ SHANE R	2	0	0	4,401	3,110	7,511	1
RICHARDSON KAREN	2	0	0	4,254	0	4,254	7
TERRY TRAVIS	2	0	0	3,322	2,809	6,131	9
BOTHOF LISA	2	0	0	15,152	5,214	20,366	3
ZOLLINGER JOLENE	2	0	0	13,307	0	13,307	0
PERCIVAL RICHARD M	1	0	0	-1,241	1,071	-170	1
WILKINS ERIC	1	0	0	3,855	3,906	7,761	0
STOWELL ROBERT C	0	0	0	8,356	0	8,356	0
NEVAREZ DAVID - AA	0	0	0	488	-2,442	-1,954	1
GEARY KURT	0	0	0	1,007	-216	791	2
TEUSCHER DARYL M	0	0	0	6,138	29	6,167	1
AXENTY CHRIS	0	0	0	4,704	0	4,704	8
HARRIGFELD RYAN	0	0	0	12,977	26,052	39,029	0
LATIMORE BROOKS	0	0	0	4,379	0	4,379	1
SYKES RICH	0	0	0	2,970	548	3,518	1
COX CHAD	0	0	0	-2,007	177	-1,830	0
PORTER RYAN	0	0	0	7,757	40	7,797	0
GROTHAUS HEATHER	0	0	0	15,387	0	15,387	0
NICHOLS JUSTIN	0	0	0	6,197	1,611	7,808	1
NELSON JARED	0	0	0	-2,313	1,994	-319	0
SPEAKMAN BEA	0	0	0	14,565	3,038	17,603	0
PONTIUS JUSTIN	0	0	0	2,774	166	2,940	0
PACKARD CINDY	0	0	0	7,358	2,391	9,749	0
LINGARD JACOB	0	0	0	2,172	0	2,172	0
PULLMAN LEANN	0	0	0	3,829	1,192	5,021	1
BAILEY STETZEN	0	0	0	3,231	106	3,337	0
MEYER ANDREW	0	0	0	21,493	1,131	22,624	0
QUAADE WILLIAM	0	0	0	0	2,332	2,332	0
SCOTT ANDREW	0	0	0	17,636	788	18,424	0
NEUENFELDT DANIEL	0	0	0	7,114	2,001	9,115	1
KELLIE MCMILLAN	0	0	0	2,311	0	2,311	0

YEAR-TO-DATE

DECEMBER 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					
PERRY KENDON - AA	151,230	64	3	3	3	3	152,983	51,356	204,339	3,195,694	10
BURKE D KRIS	110,697	36		3	3	3	95,429	34,257	129,686	1,811,537	5
ELLIS ROBERT - AA	99,531	36	3	3	2	1	165,511	81,572	247,083	3,389,597	8
PETERSEN JERRY T	87,223	36		1	3	3	89,769	16,167	105,936	1,834,874	2
SHANK PERRY E - AA	77,927	47	3	3	1	3	102,572	42,941	145,513	1,823,472	3
PFOST DARIN - AA	69,949	40	3	3	1	3	103,473	114,764	218,237	6,649,440	15
JOHNSON DOUGLAS - AA	67,481	40	3	3	1	3	101,672	17,148	118,820	2,807,876	9
JENSEN NEIL - AA	64,137	48	3	3	3	3	204,552	82,123	286,675	4,011,318	5
BAXTER KERRY	61,328	18		3	3	3	72,541	19,290	91,831	1,150,708	4
PRICE RHETT M	60,215	38	3	3	3	3	107,379	27,965	135,344	4,062,722	14
HART JARED - AA	59,041	38	3	1		3	142,112	81,927	224,039	4,321,628	18
BRODINE MARCY	43,095	14			3	2	108,704	32,283	140,987	2,789,074	15
ASKER MICHAEL W	42,514	28	3	2		3	66,928	44,272	111,200	2,911,173	4
CARON KEEFAN	39,130	27	3	3		2	237,699	33,716	271,415	2,820,656	7
RICHARDS JOSEPH	38,337	16	3			3	78,179	26,041	104,220	709,576	3
ZAMORA STEVEN	37,059	33	2	2	3	3	330,187	42,167	372,354	1,415,836	20
RUSSOM PAMELA	35,689	13	3	3	2	1	68,635	17,893	86,528	1,196,529	3
ZIMNEY DALE - AA	34,567	18	3			3	88,455	47,972	136,427	3,115,625	1
BURKE WILLIAM TODD	33,657	31	3	3	2	1	164,645	84,319	248,964	2,426,625	8
GUTHRIE DOUGLAS	33,028	25	1	3	3	1	82,617	20,762	103,379	2,899,451	8
TUNING GILBERT	31,969	15	3				79,041	41,269	120,310	2,429,069	3
HALL JARED - AA	31,892	10			3	1	71,465	32,439	103,904	2,740,467	8
JEPPESEN KYLE K	30,729	28	3	2		2	144,296	35,468	179,764	3,106,496	78
BARTON BRETT O - AA	29,391	10		3			46,916	9,062	55,978	1,068,926	12
JOHNSON PAUL	28,735	21	3	1	2	3	57,465	14,797	72,262	1,393,367	5
GLIEGE LYNNAE - AA	28,242	18	3			3	111,376	51,408	162,784	2,141,503	0
HARRIS KERRY	27,951	19	1		3	2	107,782	11,938	119,720	2,294,644	6
COOK JENNIFER	27,268	25	3	1	1	3	88,895	9,227	98,122	1,744,648	10
HANSEN ELI	26,081	37	1	1	1	3	119,838	46,294	166,132	2,284,057	62
GARDNER JASON B	25,097	21	1		1	3	99,069	58,894	157,963	2,760,158	15
SPRAY JERRY	24,587	30		1	3	3	127,581	45,333	172,914	798,570	8
BARKUS VAN J	24,271	23	3	3		1	82,645	26,880	109,525	1,937,561	1
MCCLURE BARRETT - AA	24,270	11	1			3	54,799	41,920	96,719	2,119,896	4
HAZELBAKER NEIL	21,827	24		3		1	77,374	12,985	90,359	1,067,693	8
TAYLOR GARREN - AA	21,053	18		3		2	146,688	22,260	168,948	1,040,189	3

YEAR-TO-DATE

DECEMBER 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					
JEPPESEN KENT E	20,040	11		1	3		120,284	69,049	189,333	3,956,812	12
KASPER TIMOTHY - AA	18,977	18	1	1	3		79,690	11,362	91,052	1,304,997	0
D'AMBRA DONNA - AA	18,505	14	3		1		71,210	96,349	167,559	2,119,600	7
TINSLEY REBECCA	18,201	18	1	1	1	1	141,307	18,765	160,072	2,400,359	5
MOSES GRANT	18,143	17	1		1	2	92,539	9,004	101,543	2,013,948	20
FUNK NORMAN - AA	18,126	22			3		105,130	38,423	143,553	2,699,591	15
SALINAS ALEX	17,952	18	1		3		136,553	42,884	179,437	1,070,475	7
PRICE VAUGHN	17,852	18		1	3		157,876	61,933	219,809	3,832,666	15
BECKNER RYAN - AA	17,512	27	1	2	1		126,124	48,568	174,692	2,326,770	10
MARKS JOHN E	17,117	18		1	2	1	88,703	22,266	110,969	2,446,630	9
GALLUP TOM - AA	15,847	14	2	1	1		52,834	19,578	72,412	1,262,771	10
DINNING WALTER - AA	15,584	18		1	1	1	141,596	31,859	173,455	2,988,279	9
HILL JOHN W	15,291	19			3		127,314	18,413	145,727	2,250,095	15
COX CHAD	15,105	10	2	2			61,824	14,598	76,422	1,537,600	0
QUINN SHAWN - AA	14,279	18		1	2		99,804	20,847	120,651	1,547,760	43
LESLIE BRANDT	14,173	10	3	1			109,458	28,543	138,001	2,291,626	10
CROFOOT BART	14,172	22			1	3	161,184	43,511	204,695	2,268,130	3
ANDRUS JACOB	13,954	52		1	1		104,977	14,899	119,876	131,078	0
VANDERWALL MARK A - AA	13,687	18			3		88,598	14,118	102,716	1,329,248	1
JOHNSTON DEAN	12,646	8	1	1	1		35,703	25,976	61,679	1,363,236	8
ROGERS SAMUEL A	12,350	4			3	1	28,688	20,178	48,866	1,203,225	2
NISHIMOTO JOHN	11,912	13		1	1		114,349	36,381	150,730	822,025	0
DEGN KEVIN - AA	11,364	17	1	1	1		131,067	14,103	145,170	2,287,535	0
ANDERSON MATT - AA	11,312	10	1	1	1		51,841	87,759	139,600	2,177,309	5
SALINAS MARIO A - AA	11,186	11	2				72,776	35,662	108,438	2,214,423	14
HUNGATE D WAYNE	10,901	7	1	1	1		150,457	82,846	233,303	4,486,301	8
MALMSTROM SCOTT G	10,636	5			2		62,253	47,255	109,508	2,332,042	9
PAYNTER BRETT - AA	10,421	11	1				41,018	73,581	114,599	2,332,315	7
REX RYAN - AA	10,096	10		1	2		38,651	17,815	56,466	1,066,429	6
POPEJOY ZAK	10,077	13			3		245,323	68,808	314,131	2,382,627	24
WALTERS BRIAN J	9,770	9			3		19,009	573	19,582	19,869	0
CLARK TREVOR	9,296	12		1	1		81,186	15,067	96,253	894,312	1
BARRETT STUART - AA	9,030	11		1	1		84,147	27,231	111,378	2,212,960	22
FERGUSON TROY G - AA	9,025	17	1		1		128,473	7,986	136,459	1,729,479	9

YEAR-TO-DATE

DECEMBER 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					
LARSEN CHRISTOPHER	8,822	15				2	95,905	23,712	119,617	1,281,850	1
ARMSTRONG DERALD - AA	8,808	10			1	1	126,119	30,874	156,993	2,204,000	6
WIDMER STEPHEN	8,501	12				1	82,328	41,065	123,393	1,301,082	14
STALLIONS DAKOTA	8,081	14				1	89,287	16,701	105,988	166,368	0
RICHARDSON KAREN	8,017	5		2			74,915	11,882	86,797	1,365,402	34
BLISS GARY	7,954	6				2	60,031	17,559	77,590	1,805,946	10
POWELL JAMES	7,877	12		3			108,820	18,534	127,354	947,497	3
GROTHAUS HEATHER	7,288	12	1				124,919	5,097	130,016	1,062,975	10
PORTER RYAN	7,086	6			1		59,891	33,765	93,656	1,265,709	3
VANBIEZEN CLINT - AA	7,007	11	1				95,198	15,904	111,102	1,610,809	2
NEVAREZ DAVID - AA	6,869	10					36,530	39,577	76,107	1,422,471	15
LAAN DREW	6,859	6				1	102,764	15,974	118,738	701,905	5
PITCHFORD RANDALL	6,722	4	1				70,581	4,942	75,523	2,554,176	28
POUNDS LEE	6,562	8					135,203	44,450	179,653	2,289,907	8
TERRY TRAVIS	5,944	8		2			145,188	19,987	165,175	2,679,512	82
PEASE DYLAN	5,459	8					122,151	5,922	128,073	489,389	2
SCOTT ANDREW	5,244	8			1		69,828	5,337	75,165	83,219	0
LINGARD JACOB	4,874	9					47,431	3,931	51,362	910,839	1
NICHOLS ANTHONY	4,873	5				1	148,619	105,613	254,232	2,040,523	3
HARMON JUSTIN	4,693	6		1			69,378	1,797	71,175	82,956	1
COLPRON DAVID	4,465	4	1				57,681	21,247	78,928	1,426,540	6
PEARSON RYAN	4,427	15					194,360	12,313	206,673	923,800	4
WARWICK MICHAEL	3,995	6					22,264	33,349	55,613	864,809	10
BIRD RODNEY - AA	3,822	4					83,239	64,871	148,110	1,695,083	11
DEWITT PAUL E	3,638	3					37,641	23,642	61,283	1,738,915	6
CATT ERICA K	3,375	9					72,945	14,992	87,937	1,978,292	1
LATIMORE BROOKS	3,361	8	1				136,671	10,329	147,000	1,583,386	6
PONTIUS JUSTIN	3,293	10		1			49,512	9,049	58,561	599,843	0
GUZMAN BEATRIZ - AA	3,238	6				1	123,600	26,776	150,376	956,053	16
WHEELOCK DOUG	3,206	4					35,615	8,917	44,532	1,212,402	1
VON BRETHORST JERRY	3,198	5					49,372	25,963	75,335	1,433,018	2
PACKARD CINDY	3,186	4				1	97,025	15,515	112,540	335,708	0
STOWELL ROBERT C	3,116	4					67,854	10,414	78,268	1,417,960	7
PERMANN J LENA - AA	3,041	3					36,525	1,160	37,685	856,119	12
SORENSEN REDGE	3,005	4					197,527	77,526	275,053	3,512,055	8



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					
BAILEY STETZEN	2,980	8					162,207	12,860	175,067	605,324	5
KUNZ SHANE R	2,946	3					99,956	20,814	120,770	1,925,669	10
CLARK STEVEN	2,612	5					45,609	7,209	52,818	916,013	2
BOTHOF LISA	2,593	6					92,760	18,318	111,078	1,714,453	18
SILVERS RON	2,572	1					17,173	13,351	30,524	981,552	8
NICHOLS JUSTIN	2,417	8					95,148	12,826	107,974	1,113,003	2
PERCIVAL RICHARD M	2,382	6					68,017	9,915	77,932	959,209	6
MINK TAYLOR	2,358	6					119,132	47,906	167,038	2,079,237	8
NEUFELD DANIEL	2,331	4					33,045	10,552	43,597	359,332	1
NELSON JARED	2,281	7					154,457	52,388	206,845	1,582,581	6
SPEAKMAN BEA	2,104	3					152,871	41,373	194,244	1,242,854	3
AXENTY CHRIS	1,815	2					120,724	10,859	131,583	1,449,731	51
WILKINS ERIC	1,757	1					67,798	28,545	96,343	1,672,738	2
GEARY KURT	1,578	4					43,778	3,720	47,498	1,797,027	8
CARRICO CAMERON	1,491	4					112,765	6,482	119,247	197,674	5
MEYER ANDREW	1,396	6					252,188	20,055	272,243	579,699	0
ZEMAITIS PHIL	1,345	3					48,465	54,534	102,999	2,224,750	2
STEPHENSON CRAIG	1,228	2					48,502	8,537	57,039	2,226,447	10
FRY LUPE	1,215	2					35,817	22,019	57,836	869,415	5
ROSANDICK GRANT	1,207	5					62,928	28,627	91,555	666,786	1
FLANDRO DEBBIE	1,066	1					29,315	9,143	38,458	1,711,149	3
LEACH R JOE	914	1					57,741	6,796	64,537	1,821,854	13
MERRILL BROCK	558	2					58,608	16,759	75,367	1,278,188	0
POTTER BRITAIN	316	2					91,315	12,641	103,956	1,396,644	9
SYKES RICH	150	0					77,097	17,814	94,911	1,093,250	5
CRAWFORD TRUDY	66	0					134,981	26,471	161,452	785,195	0
TEUSCHER DARYL M	60	0					34,173	7,512	41,685	1,268,125	10
ZOLLINGER JOLENE	12	0					30,749	4,702	35,451	689,251	0
HARRIGFELD RYAN	0	0					108,403	66,429	174,832	2,001,853	3
PULLMAN LEANN	0	0					49,517	11,748	61,265	1,674,367	9
QUAADE WILLIAM	0	0					6,260	2,332	8,592	61,418	0
MCMILLAN KELLIE	0	0					5,679	0	5,679	5,679	0

TOP AGENTS & ROOKIES “TOTAL ACCOUNT” PRODUCTION POINTS

DECEMBER 2019

AGENT CURRENT



JARED HART

171,160

.....

PERRY KENDON - AA	103,598
JEPPESEN KENT E.....	74,441
BURKE D KRIS	68,477
*WALTERS BRIAN J	57,153
JOHNSON DOUGLAS - AA.....	48,196
GLIEGE LYNNNAE - AA	47,436
FUNK NORMAN - AA	44,780
PETERSEN JERRY T	43,228
POPEJOY ZAK.....	40,861

ROOKIE CURRENT



BRIAN WALTERS

57,153

.....

MEYER ANDREW	22,624
STALLIONS DAKOTA.....	19,119
SCOTT ANDREW.....	18,424
ZOLLINGER JOLENE	13,315
ANDRUS JACOB	11,397
PEASE DYLAN.....	11,389
CLARK STEVEN	11,237
CARRICO CAMERON.....	9,722
NEUENFELDT DANIEL.....	9,115

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

2. Four points for each Life Production Credit.

*Rookie.



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	151,460	64	152,983	51,356	204,339
ROB ELLIS	99,536	36	165,511	81,572	247,083
PERRY E SHANK	88,038	47	102,572	42,941	145,513
JERRY T PETERSEN	87,248	36	89,769	16,167	105,936
KRIS BURKE	70,133	36	95,429	34,257	129,686
DARIN PFOST	69,992	40	103,473	114,764	218,237
DOUG JOHNSON	67,481	40	101,672	17,148	118,820
NEIL JENSEN	64,137	48	204,552	82,123	286,675
KERRY BAXTER	61,328	18	72,541	19,290	91,831
RHETT PRICE	59,403	38	107,379	27,965	135,344
JARED HART	59,053	38	142,112	81,927	224,039
MARCY BRODINE	43,095	14	108,704	32,283	140,987
MIKE ASKER	42,514	28	66,928	44,272	111,200
KEEFAN CARON	39,127	27	237,699	33,716	271,415
JOSEPH RICHARDS	38,334	16	78,179	26,041	104,220

ALL AMERICAN & PRESIDENT'S CLUB

REGIONS	LIFE CONTEST CREDIT	REGION REQUIREMENT	NEW PERS PREMIUM	NEW COMM PREMIUM	NEW P&C PREMIUM
EASTERN IDAHO REGION	608,868	782,800	4,241,787	1,138,103	5,379,890
MAGIC VALLEY REGION	646,098	551,700	2,785,122	838,281	3,623,403
TREASURE VALLEY REGION	613,624	734,000	3,971,727	1,498,698	5,470,425
NORTH IDAHO REGION	463,436	450,000	2,065,984	537,064	2,603,048

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

DECEMBER 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	62,355	462,044	450,000	13.80%	102.60%	2,537,758	31,919,339	32,486,000	7.80%	98.20%	10.80%
TREASURE VALLEY	91,581	619,280	734,000	12.40%	84.30%	6,413,983	74,938,045	76,953,000	8.30%	97.30%	10.40%
MAGIC VALLEY	66,289	676,836	551,700	12.00%	122.60%	4,326,360	53,018,950	54,132,000	7.90%	97.90%	10.00%
EASTERN IDAHO	82,738	611,829	782,800	10.50%	78.10%	6,121,061	79,997,312	81,620,000	7.40%	98.00%	9.00%
TOTAL	302,963	2,369,989	2,518,500	12.00%	94.10%	19,399,162	239,873,647	245,191,000	7.90%	97.80%	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	325,309	4,241,787	5,379,155	69,385,217	6.10%	381,712	4,935,089	4,591,741	66,610,856
MAGIC VALLEY	209,860	2,785,122	3,693,716	45,063,028	6.20%	163,986	2,746,085	3,222,767	43,171,944
TREASURE VALLEY	321,087	3,971,727	5,254,788	59,763,024	6.70%	246,408	4,378,668	4,347,533	57,547,504
NORTH IDAHO	141,467	2,065,984	2,145,393	26,630,564	7.80%	138,683	2,154,613	1,851,848	25,291,682
TOTAL	997,723	13,064,620	16,473,052	200,841,833	6.50%	930,789	14,214,455	14,013,889	192,621,986
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	98,817	1,138,103	741,906	10,612,095	10.70%	33,755	1,007,221	579,035	9,579,910
MAGIC VALLEY	65,157	838,281	632,644	7,955,922	10.50%	41,774	802,788	537,117	7,349,630
TREASURE VALLEY	131,300	1,498,698	1,159,195	15,175,021	9.90%	89,168	1,331,827	948,766	14,238,403
NORTH IDAHO	51,990	537,064	392,365	5,288,775	10.20%	36,071	545,681	308,831	5,022,273
TOTAL 2019 GOAL	347,264	4,012,145	2,926,110	39,031,814 39,085,000	10.30%	200,768	3,687,516	2,373,749	36,190,216
Personal and Commercial Lines									
EASTERN IDAHO	424,126	5,379,890	6,121,061	79,997,312	6.70%	415,467	5,942,310	5,170,776	76,190,766
MAGIC VALLEY	275,017	3,623,403	4,326,360	53,018,950	6.80%	205,760	3,548,873	3,759,884	50,521,574
TREASURE VALLEY	452,387	5,470,425	6,413,983	74,938,045	7.30%	335,576	5,710,495	5,296,299	71,785,907
NORTH IDAHO	193,457	2,603,048	2,537,758	31,919,339	8.20%	174,754	2,700,294	2,160,679	30,313,955
TOTAL 2019 GOAL	1,344,987	17,076,765	19,399,162	239,873,647 245,191,000	7.10%	1,131,557	17,901,971	16,387,638	228,812,202

To be on track % of goal should be 100% 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

DECEMBER 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	337	302,963
TOTAL	1,633	1,939,703	1,710	2,673,562	1,840	2,369,989



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	62,355	59	10,375,826	141,467	51,990	193,457	2,537,758	12
TREASURE VALLEY	91,581	92	16,125,367	321,087	131,300	452,387	6,413,983	22
MAGIC VALLEY	66,289	94	8,265,408	209,860	65,157	275,017	4,326,360	56
EASTERN IDAHO	82,738	92	14,297,174	325,309	98,817	424,126	6,121,061	58
STATE TOTALS	302,963	337	49,063,775	997,723	347,264	1,344,987	19,399,162	148

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	676,836	450	87,222,718	2,785,122	838,281	3,623,403	53,018,950	382
NORTH IDAHO	462,044	354	84,731,982	2,065,984	537,064	2,603,048	31,919,339	145
TREASURE VALLEY	619,280	472	95,809,128	3,971,727	1,498,698	5,470,425	74,938,045	249
EASTERN IDAHO	611,829	564	114,618,231	4,241,787	1,138,103	5,379,890	79,997,312	448
STATE TOTALS	2,369,989	1,840	382,382,059	13,064,620	4,012,146	17,076,766	239,873,646	1,224

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