



AGENT LIFE PRODUCTION



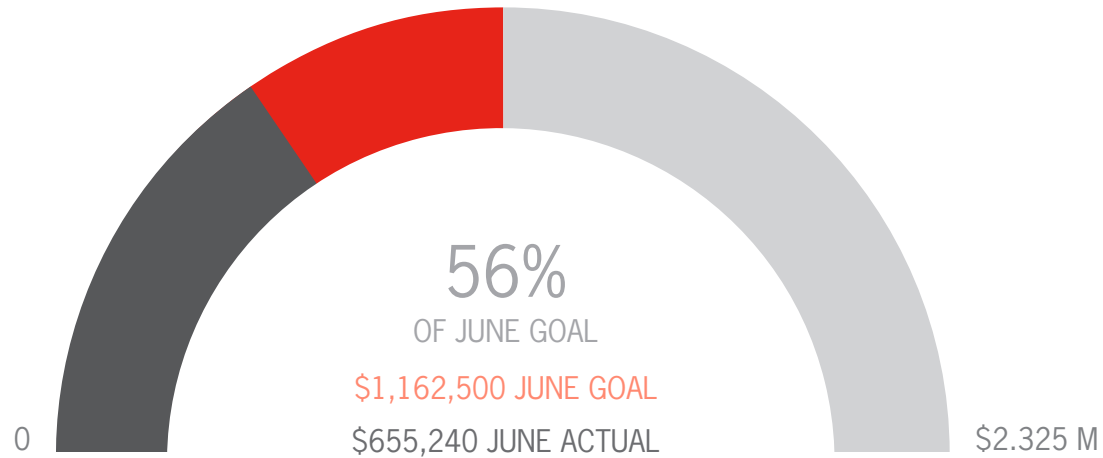
JUNE 2020

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NEW SALES RESULTS THROUGH JUNE 30, 2020

LIFE CONTEST CREDIT: JUNE ACTUAL, JUNE GOAL, AND 2020 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	25	\$45,889
NORTH IDAHO	21	\$21,142
MAGIC VALLEY	10	\$15,365
TREASURE VALLEY	10	\$8,697



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

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	182	\$237,908
TREASURE VALLEY	122	\$171,631
MAGIC VALLEY	93	\$134,534
NORTH IDAHO	83	\$111,167



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

NEW SALES RESULTS THROUGH JUNE 30, 2020

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
NEIL JENSEN	5	\$26,858
KENDON PERRY	4	\$7,362
KRIS BURKE	2	\$6,725
PERRY SHANK	3	\$5,028
JOHN NISHIMOTO	1	\$4,907
TIMOTHY KASPER	1	\$4,494
LENA PERMANN	2	\$2,928
LYNNAE GLIEGE	1	\$2,844
KYLE JEPPESEN	1	\$2,565
DOUGLAS JOHNSON	1	\$2,556

LIFE LINES LEADER OF THE MONTH



NEIL JENSEN

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	34	\$48,468
KENDON PERRY	28	\$41,388
NEIL JENSEN	10	\$33,469
PERRY SHANK	14	\$29,783
TODD BURKE	17	\$28,931
KRIS BURKE	11	\$25,368
GILBERT TUNING	3	\$22,704
KERRY BAXTER	4	\$17,241
DONNA D'AMBRA	5	\$17,134
DARIN PFOST	13	\$16,582

LIFE LINES AGENT YTD LEADER



KENT JEPPESEN

NEW SALES RESULTS THROUGH JUNE 30, 2020

NORTH IDAHO YTD LIFE PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	28	\$41,388
JOHN NISHIMOTO	15	\$15,000
JOSEPH RICHARDS	7	\$7,918
JOHN MARKS	10	\$7,897
JERRY SPRAY	3	\$6,409
DANIEL NEUENFELDT	2	\$5,607
STEVEN ZAMORA	5	\$5,507
TIMOTHY KASPER	1	\$4,735
MICHAEL ASKER	2	\$3,591
SHAWN QUINN	1	\$3,292
RYAN BECKNER	2	\$2,792
ANDREW SCOTT	1	\$2,272
WALTER DINNING	3	\$2,017
ROBERT STOWELL	2	\$1,241
DOUG WHEELLOCK	1	\$1,069
SAMUEL ROGERS	0	\$278
MARK VANDERWALL	0	\$137
CHIP QUADE	0	\$9
BEA SPEAKMAN	0	\$0



**KENDON PERRY,
LIFE LINES
YTD LEADER**

NEW SALES RESULTS THROUGH JUNE 30, 2020

TREASURE VALLEY YTD LIFE PRODUCTION



**BRENT HUNTER,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
GILBERT TUNING	3	\$22,704
KERRY BAXTER	4	\$17,241
DARIN PFOST	13	\$16,582
JOHN HILL	6	\$13,934
JARED HART	10	\$12,271
DALE ZIMNEY	3	\$10,525
LYNNAE GLIEGE	5	\$8,528
KERRY HARRIS	7	\$7,423
WAYNE HUNGATE	2	\$7,331
MARIO SALINAS	8	\$6,661
KEEFAN CARON	9	\$6,402
JASON GARDNER	6	\$5,489
PAMELA RUSSOM	5	\$4,268
RICHARD PERCIVAL	5	\$3,989
SCOTT MALMSTROM	4	\$3,493
LEE POUNDS	2	\$3,046
MICHAEL WARWICK	1	\$2,736
TRUDY CRAWFORD	2	\$2,218
HEATHER GROTHAUS	1	\$2,129
BRIAN WALTERS	3	\$1,986
BRETT PAYNTER	2	\$1,830
RICH SYKES	2	\$1,611
ANDREW MEYER	3	\$1,492



**GILBERT TUNING,
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH JUNE 30, 2020

TREASURE VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
KELLIE MCMILLAN	3	\$1,280
LUPE FRY	1	\$1,100
LEANN PULLMAN	4	\$867
ANTHONY NICHOLS	1	\$776
TAYLOR MINK	1	\$704
PHIL ZEMAITIS	2	\$578
DREW LAAN	2	\$484
VAN BARKUS	0	\$463
STUART BARRETT	1	\$431
JERRY VON BRETHORST	1	\$429
RYAN PORTER	0	\$296
CHRISTOPHER LARSEN	0	\$211
RODNEY BIRD	0	\$90
ALEX SALINAS	0	\$18
GRANT ROSANDICK	0	\$12
ERIC WILKINS	0	\$3
JUSTIN PONTIUS	0	\$0
DYLAN PEASE	0	\$0
DAKOTA STALLIONS	0	\$0
SANDRA SPREIER	0	\$0
NORMAN LACOMBE	0	\$0
CODY CHAVERS	0	\$0

NEW SALES RESULTS THROUGH JUNE 30, 2020

MAGIC VALLEY YTD LIFE PRODUCTION



**SCOTT BADGER,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
PERRY SHANK	14	\$29,783
KRIS BURKE	11	\$25,368
DONNA D'AMBRA	5	\$17,134
ELI HANSEN	9	\$15,401
NEIL HAZELBAKER	5	\$7,212
PAUL JOHNSON	8	\$6,083
ROBERT ELLIS	6	\$6,006
KURT GEARY	6	\$4,805
NORMAN FUNK	3	\$3,994
LISA BOTHOF	4	\$3,958
CLINT VANBIEZEN	5	\$2,785
MARCY BRODINE	3	\$1,918
PAUL DEWITT	1	\$1,623
TRAVIS TERRY	1	\$1,601
BEATRIZ GUZMAN	5	\$1,319
BRETT BARTON	0	\$1,052
STEPHEN WIDMER	1	\$745
RYAN REX	0	\$637
CHAD COX	1	\$601
DAVID NEVAREZ	1	\$593
BARRETT MCCLURE	0	\$426



**PERRY SHANK,
LIFE LINES
YTD LEADER**

NEW SALES RESULTS THROUGH JUNE 30, 2020

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
STETZEN BAILEY	1	\$331
JARED HALL	1	\$323
GARY BLISS	1	\$320
DEBBIE FLANDRO	0	\$175
GARREN TAYLOR	0	\$107
RON SILVERS	0	\$90
CINDY PACKARD	0	\$24
JENNIFER COOK	0	\$0
JAMES POWELL	0	\$0
CAMERON CARRICO	0	\$0
JACE SPARROW	0	\$0

NEW SALES RESULTS THROUGH JUNE 30, 2020

EAST IDAHO YTD LIFE PRODUCTION



**VANCE NIELSEN,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	34	\$48,468
NEIL JENSEN	10	\$33,469
TODD BURKE	17	\$28,931
DERALD ARMSTRONG	12	\$16,096
JERRY PETERSEN	7	\$12,265
RHETT PRICE	9	\$10,764
ZAK POPEJOY	8	\$10,360
DOUGLAS JOHNSON	4	\$9,453
KEVIN DEGN	3	\$9,364
JACOB ANDRUS	17	\$9,018
KYLE JEPPESEN	7	\$7,047
LENA PERMANN	6	\$6,889
BROOKS LATIMORE	7	\$5,587
RANDALL PITCHFORD	3	\$4,821
CHRIS AXENTY	4	\$4,339
DOUGLAS GUTHRIE	1	\$2,689
MATT ANDERSON	5	\$2,116
REDGE SORENSON	8	\$2,038
DAVID COLPRON	4	\$1,691
STEVEN CLARK	1	\$1,550
JACOB LINGARD	3	\$1,535



**KENT JEPPESEN,
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH JUNE 30, 2020

EAST IDAHO YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
JARED NELSON	2	\$1,341
ERICA CATT	1	\$1,333
TROY FERGUSON	3	\$1,003
TOM GALLUP	2	\$966
TREVOR CLARK	1	\$840
CRAIG STEPHENSON	0	\$768
GRANT MOSES	0	\$754
BART CROFOOT	0	\$737
BRANDT LESLIE	2	\$553
BROCK MERRILL	0	\$449
DARYL TEUSCHER	0	\$225
SHANE KUNZ	1	\$224
VAUGHN PRICE	0	\$166
JOLENE ZOLLINGER	0	\$29
BRITAIN POTTER	0	\$18
KAREN RICHARDSON	0	\$12
JUSTIN NICHOLS	0	\$0
RYAN PEARSON	0	\$0