



AGENT REPORTS



OCTOBER 2021

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NEW SALES RESULTS THROUGH OCTOBER 31, 2021

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LYNNAE GLIEGE	\$28,182	128.2
STEVEN ZAMORA	\$35,890	112.9
KYLE JEPPESEN	\$43,514	107.5
JACE SPARROW	\$36,542	93.0
JOHN NISHIMOTO	\$53,386	87.9
TAGG JEPPESEN	\$65,413	79.9
KEEFAN CARON	\$15,327	71.8
JUSTIN NICHOLS	\$34,827	69.8
RYAN BECKNER	\$24,048	68.1
DARIN PFOST	\$19,395	67.4

MONTHLY LEADER



LYNNAE GLIEGE,
TREASURE VALLEY EAST

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$396,951	962.5
BEA SPEAKMAN	\$352,060	837.1
NEIL JENSEN	\$324,632	796.6
JERRY SPRAY	\$342,014	788.0
KENDON PERRY	\$296,564	765.1
KEEFAN CARON	\$235,696	757.7
ANDREW MEYER	\$307,968	742.5
LYNNAE GLIEGE	\$233,685	723.7
DARIN PFOST	\$266,245	714.8
REDGE SORENSON	\$254,817	689.8

YTD LEADER



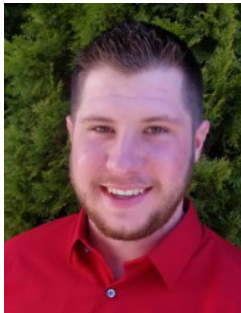
STEVEN ZAMORA,
NORTH IDAHO

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JACE SPARROW	\$36,542	93.0
SARAH ROBIE	\$21,766	56.3
DUSTY BRYANT	\$16,550	47.6
BRITTNEY SMITH	\$16,096	36.6
JANEL HOLMES	\$15,916	30.9
KYLE CASEY	\$9,227	26.7
KYLE PERRY	\$13,817	24.8
DANIEL BEZZANT	\$5,614	15.6
KOLTER JEPPESEN	\$5,166	15.2
ZAK BURKARD	\$6,580	11.6

MONTHLY ROOKIE LEADER



JACE SPARROW,
MAGIC VALLEY

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JANEL HOLMES	\$223,430	516.9
JACE SPARROW	\$196,034	497.5
SARAH ROBIE	\$112,453	385.5
KYLE CASEY	\$151,584	371.6
DUSTY BRYANT	\$111,082	329.6
KYLE PERRY	\$116,471	296.5
BRITTNEY SMITH	\$129,276	280.3
CODY CHAVERS	\$57,212	178.7
DAVE CEREGHINO	\$62,554	176.1
KOLTER JEPPESEN	\$68,311	168.3

YTD ROOKIE LEADER



JANEL HOLMES,
NORTH IDAHO

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
RANDALL PITCHFORD	\$28,415	35.9
KYLE JEPPESEN	\$14,072	26.6
BRETT BARTON	\$18,512	26.0
DALE ZIMNEY	\$18,266	25.8
JUSTIN NICHOLS	\$11,563	19.1
SARAH ROBIE	\$4,985	12.5
JACE SPARROW	\$3,572	11.1
STUART BARRETT	\$4,245	9.3
KERRY HARRIS	\$52	5.1
JOLENE ZOLLINGER	\$1,844	4.3

FARM & RANCH MONTHLY LEADER



RANDY PITCHFORD,
SOUTHEAST IDAHO

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MICHAEL ASKER	\$50,850	115.9
CHAD COX	\$84,738	92.2
DARIN PFOST	\$47,333	82.3
RANDALL PITCHFORD	\$41,933	74.4
TAYLOR MINK	\$33,043	70.5
KYLE JEPPESEN	\$22,065	54.6
KURT GEARY	\$26,037	53.5
BEA SPEAKMAN	\$26,007	51.0
JUSTIN NICHOLS	\$29,905	49.9
ELI HANSEN	\$19,135	49.1

FARM & RANCH YTD LEADER



MIKE ASKER,
NORTH IDAHO

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LYNNAE GLIEGE	\$13,073	95.6
JOHN NISHIMOTO	\$21,731	39.2
STEVEN ZAMORA	\$8,815	58.8
PHIL ZEMAITIS	\$5,730	33.2
DARIN PFOST	\$14,599	47.1
RYAN BECKNER	\$10,500	38.0
MATT ANDERSON	\$14,822	42.3
KEEFAN CARON	\$5,863	40.9
SCOTT MALMSTROM	\$4,967	42.5
ANTHONY NICHOLS	\$10,800	38.3

BOP/CPP MONTHLY LEADER



LYNNAE GLIEGE,
TREASURE VALLEY EAST

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
LYNNAE GLIEGE	\$128,029	500.5
STEVEN ZAMORA	\$138,547	461.1
BEA SPEAKMAN	\$140,418	425.4
DARIN PFOST	\$119,106	386.6
NEIL JENSEN	\$117,421	372.4
KENDON PERRY	\$107,130	372.1
ANTHONY NICHOLS	\$73,581	368.6
MATT ANDERSON	\$95,929	353.4
KEEFAN CARON	\$63,343	353.3
REDGE SORENSON	\$99,644	349.6

BOP/CPP YTD LEADER



LYNNAE GLIEGE,
TREASURE VALLEY EAST

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
TAGG JEPPESEN	\$65,481	77.8
STEVEN ZAMORA	\$27,075	54.1
KYLE JEPPESEN	\$26,430	52.9
JERRY SPRAY	\$27,365	51.4
JACE SPARROW	\$22,996	47.0
ANDREW MEYER	\$18,800	43.8
JUSTIN NICHOLS	\$26,090	43.6
JARED NELSON	\$24,079	42.1
REDGE SORENSON	\$20,300	41.3
ELI HANSEN	\$21,278	40.3

PERSONAL LINES MONTHLY LEADER



TAGG JEPPESEN,
EAST IDAHO

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$252,815	554.8
STEVEN ZAMORA	\$258,404	501.4
JERRY SPRAY	\$261,034	487.0
NEIL JENSEN	\$206,187	418.2
KEEFAN CARON	\$165,570	390.1
KENDON PERRY	\$187,900	388.9
BEA SPEAKMAN	\$185,635	360.6
TROY FERGUSON	\$163,361	344.9
REDGE SORENSON	\$155,173	340.2
KYLE JEPPESEN	\$150,775	322.8

PERSONAL LINES YTD LEADER



ANDREW MEYER,
TREASURE VALLEY EAST

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

CROP HAIL YTD PRODUCTION

AGENT	DISTRICT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RILEY JEPPESEN	EAST IDAHO	\$375,720	4	385.7
PERRY SHANK	MAGIC VALLEY	\$33,088	2	38.1
GARY BLISS	MAGIC VALLEY	\$16,029	6	31.0
JARED HALL	SOUTHEAST IDAHO	\$18,881	4	28.9
STETZEN BAILEY	MAGIC VALLEY	\$17,669	2	22.7
DARIN PFOST	TREASURE VALLEY WEST	\$4,572	6	19.6
CHAD COX	SOUTHEAST IDAHO	\$8,062	2	13.1
JENNIFER COOK	MAGIC VALLEY	\$5,098	3	12.6
RHETT PRICE	SOUTHEAST IDAHO	\$2,365	4	12.4
MARCY BRODINE	MAGIC VALLEY	\$2,129	4	12.1
WALTER DINNING	NORTH IDAHO	\$1,470	4	11.5
PAUL JOHNSON	MAGIC VALLEY	\$7,268	1	9.8
BRETT PAYNTER	TREASURE VALLEY WEST	\$1,336	3	8.8
CAM CARRICO	MAGIC VALLEY	\$2,764	2	7.8
JACE SPARROW	MAGIC VALLEY	\$5,253	1	7.8
BARRETT MCCLURE	MAGIC VALLEY	\$2,114	2	7.1
JARED HART	TREASURE VALLEY EAST	\$1,849	2	6.8
KRIS BURKE	SOUTHEAST IDAHO	\$1,609	2	6.6
CHIP QUADE	NORTH IDAHO	\$326	2	5.3



RILEY JEPPESEN,
EAST IDAHO
YTD LEADER



NEW SALES RESULTS THROUGH OCTOBER 31, 2021

COMMERCIAL AND FARM & RANCH WINS

LINE	TOTAL NEW PREMIUM
BUSINESS OWNERS POLICY	
SPORTING GOODS GROCERY STORE & NURSERY	\$12,734
LODGE	\$7,281
SELF-STORAGE	\$5,690
RESTAURANT	\$3,047
CONDOMINIUM ASSOCIATION	\$16,054
SELF-STORAGE	\$3,292
MOTEL	\$3,651
RESTAURANT	\$3,973
CONDOMINIUM ASSOCIATION	\$9,950
FARM AND RANCH	
FARM AND RANCH	\$19,936
FARM AND RANCH	\$10,228
COMMERCIAL PACKAGE POLICY	
STORAGE FACILITY	\$4,260
EXCAVATION COMPANY	\$20,711
HUNTING & FISHING BAG MANUFACTURER	\$9,738
WINE BARN AND PARTY RECEPTION CENTER	\$15,644
WELL DRILLER	\$5,810

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

FINANCE LOAN YTD LEADERBOARD: TOP TEN



BRETT FUHRIMAN,
DIRECTOR OF FINANCE

AGENT	LOANS	LOAN VALUE
KYLE JEPPESEN	54	\$1,481,875
ELI HANSEN	48	\$1,437,180
TRAVIS TERRY	47	\$879,025
JOHN MARKS	14	\$480,074
STEVEN ZAMORA	32	\$472,079
NEIL JENSEN	19	\$423,793
CHRIS AXENTY	28	\$337,608
SHAWN QUINN	21	\$326,988
RANDALL PITCHFORD	17	\$296,399
KAREN RICHARDSON	16	\$228,237



KYLE JEPPESEN
EAST IDAHO
YTD LEADER

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
STEVEN ZAMORA	\$396,951	191	962.5
BEA SPEAKMAN	\$352,060	150	837.1
JERRY SPRAY	\$342,014	163	788.0
KENDON PERRY	\$296,564	159	765.1
MIKE ASKER	\$275,842	115	655.8
RYAN BECKNER	\$206,074	106	589.6
JOHN NISHIMOTO	\$247,859	96	587.9
JOSEPH RICHARDS	\$201,710	125	578.7
JANEL HOLMES	\$223,430	95	516.9
WALT DINNING	\$176,371	100	455.4
SARAH ROBIE	\$112,453	72	385.5
KYLE CASEY	\$151,584	75	371.6
SHAWN QUINN	\$129,464	63	354.5
JOHN MARKS	\$119,709	68	309.7
KYLE PERRY	\$116,471	40	296.5
MARK VANDERWALL	\$132,150	49	268.6
TIM KASPER	\$82,995	41	166.6
DOUG WHEELLOCK	\$51,586	36	156.6
CHIP QUADE	\$71,081	24	151.1
COLEMAN FRANK	\$5,578	1	10.1
ANNA BISHOP	\$0	0	0.0



**STEVEN ZAMORA,
YTD LEADER
NORTH IDAHO**

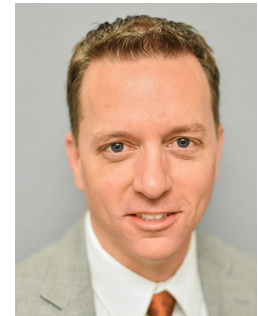
NEW SALES RESULTS THROUGH OCTOBER 31, 2021

TREASURE VALLEY EAST YTD P&C PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEEFAN CARON	\$235,696	151	757.7
ANDREW MEYER	\$307,968	203	742.5
LYNNAE GLIEGE	\$233,685	135	723.7
JARED HART	\$209,908	113	615.9
DALE ZIMNEY	\$159,643	103	522.6
ALEX SALINAS	\$193,326	99	490.8
CHRIS LARSEN	\$189,605	88	437.6
SCOTT MALMSTROM	\$145,463	87	422.5
KERRY BAXTER	\$124,200	69	347.2
VAN BARKUS	\$108,271	59	342.8
PHIL ZEMAITIS	\$83,769	57	293.3
MARIO SALINAS	\$90,354	56	287.4
RICHARD PERCIVAL	\$99,038	56	275.0
RICH SYKES	\$73,946	68	266.0
TRUDY CRAWFORD	\$111,932	64	264.9
GILBERT TUNING	\$85,224	53	262.7
ROD BIRD	\$65,338	46	262.3
STU BARRETT	\$91,634	44	260.1
DAKOTA STALLIONS	\$101,005	39	241.0
GRANT ROSANDICK	\$64,517	62	228.5
BRIAN WALTERS	\$78,926	48	205.9
ZAK BURKARD	\$10,979	5	20.0
JOSHUA WILSON	\$518	1	2.5
TOM CAHILL	\$0	0	0.0



KEEFAN CARON,
YTD LEADER
TREASURE VALLEY EAST

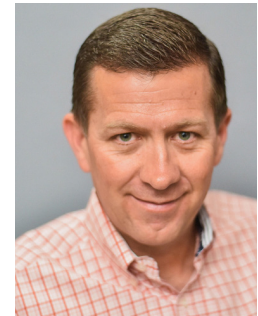
NEW SALES RESULTS THROUGH OCTOBER 31, 2021

TREASURE VALLEY WEST YTD P&C PRODUCTION



JAMIE MASON,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
DARIN PFOST	\$266,245	118	714.8
TONY NICHOLS	\$141,134	99	518.1
TAYLOR MINK	\$162,783	62	393.8
JASON GARDNER	\$150,110	76	391.1
ERIC WILKINS	\$126,597	99	359.6
PAMELA RUSSOM	\$118,248	82	344.7
DUSTY BRYANT	\$111,082	65	329.6
LEE POUNDS	\$123,263	63	325.3
HEATHER GROTHAUS	\$119,391	57	277.9
LEANN PULLMAN	\$96,308	51	277.3
BRETT PAYNTER	\$85,577	40	243.1
WAYNE HUNGATE	\$75,574	34	229.6
JOHN HILL	\$117,275	64	216.2
RYAN PORTER	\$76,075	28	208.1
KERRY HARRIS	\$56,154	40	198.1
CODY CHAVERS	\$57,212	41	178.7
DAVE CEREGHINO	\$62,554	31	176.1
LUPE FRY	\$63,374	29	147.9
NORMAN LACOMBE	\$27,839	20	63.8
ROGER BERRETH	\$3,630	2	5.6



DARIN PFOST,
YTD LEADER
TREASURE VALLEY WEST

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

MAGIC VALLEY YTD P&C PRODUCTION



KENT JEPPESEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ELI HANSEN	\$233,574	95	595.1
JACE SPARROW	\$196,034	86	497.5
ROB ELLIS	\$181,956	70	472.5
STEPHEN WIDMER	\$127,177	97	455.2
MARCY BRODINE	\$141,562	72	437.6
JENNIFER COOK	\$158,410	82	421.9
TRAVIS TERRY	\$134,353	63	401.9
CLINT VANBIEZEN	\$166,643	68	388.6
GARREN TAYLOR	\$151,900	64	360.9
PERRY SHANK	\$202,847	42	353.3
NORMAN FUNK	\$133,023	64	346.5
CAMERON CARRICO	\$99,275	62	324.3
JAMES POWELL	\$109,843	51	306.4
DONNA D'AMBRA	\$81,743	49	273.8
GARY BLISS	\$115,549	35	266.1
LISA BOTHOF	\$81,304	44	253.8
BARRETT MCCLURE	\$97,138	40	245.1
DAVID NEVAREZ	\$106,761	34	224.8
RYAN REX	\$86,996	40	194.0
CINDY PACKARD	\$72,343	35	193.9



ELI HANSEN,
YTD LEADER
MAGIC VALLEY



NEW SALES RESULTS THROUGH OCTOBER 31, 2021

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
STETZEN BAILEY	\$95,666	31	190.2
PAUL JOHNSON	\$76,415	30	176.9
BRETT BARTON	\$72,675	36	169.2
KURT GEARY	\$62,956	18	160.5
NEIL HAZELBAKER	\$42,196	35	145.2
SANDRA GOMEZ	\$5,833	2	8.8
NOLAN STOUDE	\$0	0	0.0

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

EAST IDAHO YTD P&C PRODUCTION



JUSTIN CHRISTENSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$324,632	117	796.6
REDGE SORENSON	\$254,817	118	689.8
RILEY JEPPESEN	\$508,236	46	684.2
KYLE JEPPESEN	\$242,653	109	622.2
MATT ANDERSON	\$215,359	103	584.9
VAUGHN PRICE	\$180,775	107	542.8
BART CROFOOT	\$187,944	106	505.0
RYAN HARRIGFELD	\$203,716	87	464.7
TROY FERGUSON	\$185,580	78	427.1
JUSTIN NICHOLS	\$172,243	61	399.2
TAGG JEPPESEN	\$148,713	57	332.2
JOLENE ZOLLINGER	\$108,813	57	313.8
TREVOR CLARK	\$88,809	51	253.3
JERRY PETERSEN	\$89,548	35	220.6
KOLTER JEPPESEN	\$68,311	46	168.3
CRAIG STEPHENSON	\$56,828	22	153.8
KAREN RICHARDSON	\$52,400	28	149.4
TOM GALLUP	\$34,263	25	137.3
DANIEL BEZZANT	\$25,078	15	57.1
BLAKE VAN ETEN	\$15,457	6	32.5
KAYSIE PERRY	\$1,607	1	2.6
SHERIDAN BIRD	\$0	0	0.0



NEIL JENSEN,
YTD LEADER
EAST IDAHO

NEW SALES RESULTS THROUGH OCTOBER 31, 2021

SOUTHEAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ZAK POPEJOY	\$223,833	108	627.8
TODD BURKE	\$227,339	91	534.8
JACOB ANDRUS	\$160,168	95	471.7
RHETT PRICE	\$150,076	78	461.1
DOUG JOHNSON	\$150,246	73	381.8
DERALD ARMSTRONG	\$131,461	73	379.0
CHAD COX	\$181,089	39	365.1
JARED NELSON	\$128,308	72	338.3
KRIS BURKE	\$125,631	50	318.6
DOUG GUTHRIE	\$102,755	62	310.3
ERICA CATT	\$112,180	52	289.2
KEVIN DEGN	\$112,831	55	285.8
BRITTNEY SMITH	\$129,276	52	280.3
BRANDT LESLIE	\$115,385	42	277.4
JARED HALL	\$107,847	41	265.9
CHRIS AXENTY	\$109,255	52	247.3
RANDY PITCHFORD	\$98,751	34	246.3
DAVID COLPRON	\$79,527	51	225.5
JACOB LINGARD	\$64,260	37	173.3
BROOKS LATIMORE	\$35,956	24	116.0



ZAK POPEJOY,
YTD LEADER
SOUTHEAST IDAHO



NEW SALES RESULTS THROUGH OCTOBER 31, 2021

SOUTHEAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEVIN MAW	\$49,217	23	101.7
DARYL TEUSCHER	\$10,495	8	44.5
LENA PERMANN	\$16,087	3	38.1
GRANT MOSES	\$4,439	3	32.9
PRESTON WELLS	\$2,520	2	5.5