



COVERAGE

AGENT LIFE PRODUCTION



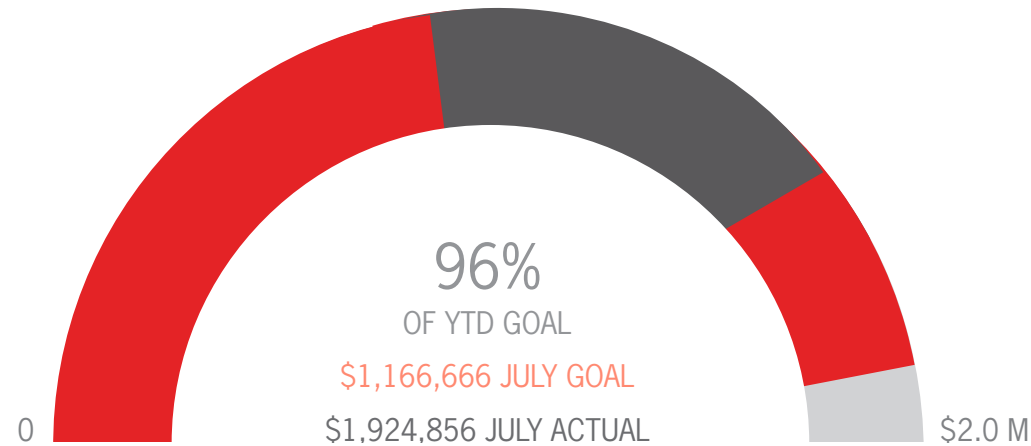
JULY 2021

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NEW SALES RESULTS THROUGH JULY 31, 2021

LIFE CONTEST CREDIT: JULY YTD ACTUAL, JULY YTD GOAL, AND 2021 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
TREASURE VALLEY WEST	10	\$39,715
SOUTHEAST IDAHO	19	\$33,820
MAGIC VALLEY	21	\$31,694
NORTH IDAHO	18	\$28,999
EAST IDAHO	24	\$28,686
TREASURE VALLEY EAST	8	\$22,491



LIFE PRODUCTION DISTRICT OF THE MONTH
TREASURE VALLEY WEST, JAMIE MASON, DISTRICT MANAGER

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
NORTH IDAHO	160	\$527,078
MAGIC VALLEY	154	\$525,500
EAST IDAHO	135	\$261,466
TREASURE VALLEY EAST	132	\$214,183
SOUTHEAST IDAHO	157	\$205,588
TREASURE VALLEY WEST	125	\$191,041



LIFE PRODUCTION DISTRICT OF THE YEAR
NORTH IDAHO, BEN RAE, DISTRICT MANAGER

NEW SALES RESULTS THROUGH JULY 31, 2021

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
ERIC WILKINS	1	\$23,985
RHETT PRICE	4	\$18,784
SCOTT MALMSTROM	1	\$18,751
MICHAEL ASKER	0	\$10,063
MATT ANDERSON	2	\$9,916
CAMERON CARRICO	5	\$8,561
PAUL JOHNSON	3	\$7,625
DOUGLAS JOHNSON	3	\$7,036
DARIN PFOST	3	\$6,935
STEVEN ZAMORA	3	\$6,069

LIFE LINES LEADER OF THE MONTH



ERIC WILKINS,
TREASURE VALLEY WEST

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
MICHAEL ASKER	25	\$254,386
DONNA D'AMBRA	9	\$183,749
PAUL JOHNSON	13	\$100,600
RILEY JEPPESEN	33	\$90,649
KENDON PERRY	22	\$88,039
PERRY SHANK	16	\$67,999
DOUGLAS JOHNSON	17	\$46,640
DARIN PFOST	26	\$39,399
RHETT PRICE	14	\$33,443
JERRY SPRAY	8	\$33,120

LIFE LINES AGENT YTD LEADER



MIKE ASKER,
NORTH IDAHO

NEW SALES RESULTS THROUGH JULY 31, 2021

NORTH IDAHO YTD LIFE PRODUCTION



BEN RAE,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
MICHAEL ASKER	25	\$254,386
KENDON PERRY	22	\$88,039
JERRY SPRAY	8	\$33,120
STEVEN ZAMORA	21	\$23,684
WALTER DINNING	3	\$18,092
JANEL HOLMES	9	\$15,643
JOHN NISHIMOTO	9	\$15,357
BEA SPEAKMAN	11	\$15,220
SHAWN QUINN	5	\$12,640
JOSEPH RICHARDS	5	\$7,831
TIMOTHY KASPER	7	\$7,692
RYAN BECKNER	9	\$7,016
KYLE PERRY	4	\$6,494
MARK VANDERWALL	1	\$5,546
JOHN MARKS	3	\$5,413
SARAH ROBIE	6	\$3,721
KYLE CASEY	8	\$3,628
DOUG WHEELLOCK	2	\$1,417
CHIP QUADE	0	\$0



MIKE ASKER,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH JULY 31, 2021

TREASURE VALLEY EAST YTD LIFE PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
ALEX SALINAS	21	\$27,189
KEEFAN CARON	16	\$24,301
GILBERT TUNING	7	\$22,875
LYNNAE GLIEGE	9	\$21,848
SCOTT MALMSTROM	4	\$21,260
BRIAN WALTERS	19	\$19,802
TRUDY CRAWFORD	7	\$13,009
JARED HART	9	\$12,158
DALE ZIMNEY	4	\$10,810
MARIO SALINAS	3	\$9,946
VAN BARKUS	4	\$6,633
CHRISTOPHER LARSEN	6	\$5,773
STUART BARRETT	4	\$4,181
ANDREW MEYER	7	\$3,994
RICHARD PERCIVAL	2	\$3,322
KERRY BAXTER	5	\$2,788
GRANT ROSANDICK	3	\$2,262
DAKOTA STALLIONS	1	\$1,277
RICH SYKES	1	\$629
RODNEY BIRD	0	\$105
PHIL ZEMAITIS	0	\$18



ALEX SALINAS,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH JULY 31, 2021

TREASURE VALLEY WEST YTD LIFE PRODUCTION



JAMIE MASON,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DARIN PFOST	26	\$39,399
ERIC WILKINS	13	\$32,151
KERRY HARRIS	10	\$24,750
JOHN HILL	8	\$14,931
WAYNE HUNGATE	7	\$13,090
RYAN PORTER	13	\$13,081
PAMELA RUSSOM	7	\$11,915
BRETT PAYNTER	8	\$8,984
JASON GARDNER	9	\$8,620
LEE POUNDS	8	\$7,906
LEANN PULLMAN	2	\$6,301
CODY CHAVERS	4	\$3,231
TAYLOR MINK	5	\$3,195
DREW LAAN	2	\$1,442
HEATHER GROTHAUS	1	\$959
DUSTY BRYANT	1	\$808
LUPE FRY	1	\$278
DAVE CEREGHINO	0	\$0
ANTHONY NICHOLS	0	\$0
NORMAN LACOMBE	0	\$0



DARIN PFOST,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH JULY 31, 2021

MAGIC VALLEY YTD LIFE PRODUCTION



KENT JEPPESEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DONNA D'AMBRA	9	\$183,749
PAUL JOHNSON	13	\$100,600
PERRY SHANK	16	\$67,999
TRAVIS TERRY	13	\$30,138
GARREN TAYLOR	6	\$17,187
KURT GEARY	3	\$16,615
ROBERT ELLIS	12	\$14,626
CLINT VANBIEZEN	8	\$11,898
ELI HANSEN	9	\$10,664
BARRETT MCCLURE	7	\$10,137
CAMERON CARRICO	8	\$9,686
LISA BOTHOF	4	\$9,059
NEIL HAZELBAKER	4	\$7,799
CINDY PACKARD	7	\$6,912
JENNIFER COOK	7	\$5,371
GARY BLISS	5	\$5,098
STEPHEN WIDMER	5	\$4,829
DAVID NEVAREZ	6	\$3,444
JAMES POWELL	1	\$3,000
RYAN REX	4	\$1,792



DONNA D'AMBRA
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH JULY 31, 2021

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
STETZEN BAILEY	2	\$1,203
NORMAN FUNK	0	\$1,197
MARCY BRODINE	1	\$1,077
BRETT BARTON	1	\$838
JACE SPARROW	3	\$638

NEW SALES RESULTS THROUGH JULY 31, 2021

EAST IDAHO YTD LIFE PRODUCTION



JUSTIN CHRISTENSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
RILEY JEPPESEN	33	\$90,649
KYLE JEPPESEN	19	\$31,126
MATT ANDERSON	9	\$21,591
NEIL JENSEN	15	\$19,768
TREVOR CLARK	5	\$19,634
TAGG JEPPESEN	8	\$18,819
REDGE SORENSON	13	\$17,854
JERRY PETERSEN	5	\$13,066
RYAN HARRIGFELD	5	\$10,760
JOLENE ZOLLINGER	4	\$6,550
VAUGHN PRICE	4	\$3,390
TOM GALLUP	4	\$2,023
CRAIG STEPHENSON	0	\$1,484
KOLTER JEPPESEN	5	\$1,071
KAREN RICHARDSON	1	\$1,066
BART CROFOOT	0	\$923
JAKE JOHNSTON	2	\$698
SHANE KUNZ	1	\$488
JUSTIN NICHOLS	2	\$473
TROY FERGUSON	0	\$35
DANIEL BEZZANT	0	\$0



RILEY JEPPESEN,
LIFE LINES YTD LEADER

NEW SALES RESULTS THROUGH JULY 31, 2021

SOUTHEAST IDAHO YTD LIFE PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DOUGLAS JOHNSON	17	\$46,640
RHETT PRICE	14	\$33,443
JARED HALL	5	\$13,662
KRIS BURKE	11	\$12,693
TODD BURKE	16	\$11,551
JACOB ANDRUS	10	\$8,421
BRANDT LESLIE	9	\$8,317
ZAK POPEJOY	9	\$8,266
BROOKS LATIMORE	3	\$7,524
KEVIN DEGN	10	\$5,739
DERALD ARMSTRONG	3	\$5,213
DAVID COLPRON	5	\$4,535
CHAD COX	6	\$4,167
CHRIS AXENTY	5	\$4,126
ERICA CATT	5	\$3,691
RYAN PEARSON	7	\$3,198
DOUGLAS GUTHRIE	7	\$2,690
JACOB LINGARD	5	\$2,240
KEVIN MAW	3	\$1,308
GRANT MOSES	0	\$768
BRITTNEY SMITH	2	\$760
RANDALL PITCHFORD	0	\$602
LENA PERMANN	1	\$443



DOUG JOHNSON,
LIFE LINES YTD LEADER