



AGENT REPORTS



APRIL 2020

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NEW SALES RESULTS THROUGH APRIL 30, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BRANDT LESLIE	\$125,865	155.8
WAYNE HUNGATE	\$34,718	99.1
MATT ANDERSON	\$33,486	90.5
STEVEN ZAMORA	\$30,355	85.5
RYAN PEARSON	\$32,963	77.2
KEVIN DEGN	\$25,427	74.4
ROB ELLIS	\$38,100	73.4
VAUGHN PRICE	\$15,484	71.0
JERRY SPRAY	\$23,126	70.8
RYAN BECKNER	\$21,312	70.2

MONTHLY LEADER



BRANDT LESLIE

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$149,774	362.5
NEIL JENSEN	\$121,082	342.4
STEVEN ZAMORA	\$120,528	341.9
KEEFAN CARON	\$108,387	309.2
TRUDY CRAWFORD	\$104,359	278.4
BRANDT LESLIE	\$171,395	278.1
REDGE SORENSON	\$79,463	268.2
DARIN PFOST	\$116,519	262.6
ANDREW MEYER	\$108,593	261.2
ZAK POPEJOY	\$97,891	257

YTD LEADER



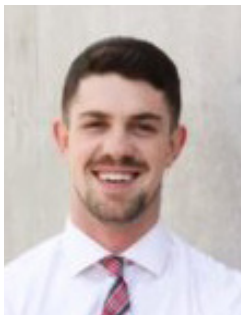
KENDON PERRY

NEW SALES RESULTS THROUGH APRIL 30, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$28,924	65.4
JACOB ANDRUS	\$20,765	52.7
JACE SPARROW	\$24,095	50.1
ANDREW SCOTT	\$9,488	31.7
CODY CHAVERS	\$13,085	31.1
LEANN PULLMAN	\$10,331	27
STEVEN CLARK	\$3,484	19.8
DAN NEUENFELDT	\$8,997	17.9
KELLIE MCMILLAN	\$6,289	15.3
STETZEN BAILEY	\$5,075	12.1

MONTHLY ROOKIE LEADER

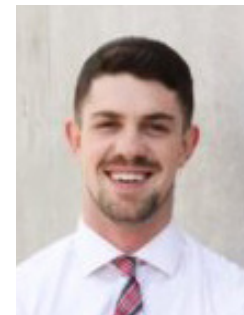


ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$108,593	261.2
JACOB ANDRUS	\$71,989	189.0
ANDREW SCOTT	\$63,549	158.0
LEANN PULLMAN	\$55,401	121.3
DAKOTA STALLIONS	\$44,657	114.4
STEVEN CLARK	\$35,967	103.0
JOLENE ZOLLINGER	\$35,359	91.9
DAN NEUENFELDT	\$25,009	77.3
BRIAN WALTERS	\$30,981	74.0
CHIP QUADE	\$25,147	69.0

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH APRIL 30, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KEVIN DEGN	\$11,029	21.0
LYNNAE GLIEGE	\$6,923	16.9
MARCY BRODINE	\$3,221	15.7
JOSEPH RICHARDS	\$3,168	13.2
STU BARRETT	\$4,388	11.9
RYAN BECKNER	\$3,121	10.6
JERRY PETERSEN	\$1,664	9.2
KERRY HARRIS	\$1,287	8.8
TODD BURKE	\$884	3.4
KENT JEPPESEN	\$111	2.6

FARM & RANCH MONTHLY LEADER



KEVIN DEGN

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$33,869	61.4
DARIN PFOST	\$31,953	52
MARCY BRODINE	\$11,302	43.8
BART CROFOOT	\$10,939	43.4
NEIL JENSEN	\$15,239	37.7
KEVIN DEGN	\$14,667	37.2
JOLENE ZOLLINGER	\$15,081	35.1
PAM RUSSOM	\$8,552	28.6
MIKE ASKER	\$5,761	28.3
TODD BURKE	\$7,484	25

FARM & RANCH YTD LEADER



WAYNE HUNGATE

NEW SALES RESULTS THROUGH APRIL 30, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BRANDT LESLIE	\$114,102	129
WAYNE HUNGATE	\$29,090	71.5
MATT ANDERSON	\$21,001	61
ROB ELLIS	\$32,234	52
VAUGHN PRICE	\$7,024	39.5
JOHN MARKS	\$6,040	33.5
NEIL JENSEN	\$10,608	32.5
ERICA CATT	\$11,546	31
KENDON PERRY	\$6,783	31
RICH SYKES	\$4,202	29

BOP/CPP MONTHLY LEADER



BRANDT LESLIE

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$79,267	198.5
BRANDT LESLIE	\$137,277	182
WAYNE HUNGATE	\$44,363	148.6
ROB ELLIS	\$57,583	134.8
TONY NICHOLS	\$29,075	133.9
REDGE SORENSON	\$27,583	132.3
PHIL ZEMAITIS	\$38,923	128
NEIL JENSEN	\$35,306	122.2
VAUGHN PRICE	\$21,598	118.2
DARIN PFOST	\$49,503	111.5

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH APRIL 30, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$25,964	69.0
RYAN PEARSON	\$31,707	68.7
DALE ZIMNEY	\$27,374	54.4
ANDREW MEYER	\$27,374	54.4
LISA BOTHOF	\$23,046	52.1
JACE SPARROW	\$24,095	50.1
JERRY SPRAY	\$17,405	45.4
JACOB ANDRUS	\$20,180	45.2
RYAN BECKNER	\$15,832	42.8
KENDON PERRY	\$13,158	38.2

PERSONAL LINES MONTHLY LEADER



STEVEN ZAMORA

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
TRUDY CRAWFORD	\$103,735	262.7
STEVE ZAMORA	\$100,382	257.4
KEEFAN CARON	\$88,473	222.5
ANDREW MEYER	\$101,178	219.2
ZAK POPEJOY	\$87,015	194.0
RYAN PEARSON	\$87,546	193.6
NEIL JENSEN	\$70,537	182.5
JACOB ANDRUS	\$70,470	175.5
JERRY SPRAY	\$65,289	163.3
KENDON PERRY	\$70,392	161.4

PERSONAL LINES YTD LEADER



TRUDY CRAWFORD

NEW SALES RESULTS THROUGH APRIL 30, 2020

NORTH IDAHO YTD P&C PRODUCTION



BEN RAE,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KENDON PERRY	\$149,774	62	362.5
STEVEN ZAMORA	\$120,529	76	341.9
RYAN BECKNER	\$80,670	44	256.3
JERRY SPRAY	\$88,548	45	253.4
BEA SPEAKMAN	\$59,806	46	189.7
MIKE ASKER	\$56,313	27	167.0
ANDREW SCOTT	\$63,549	32	158.0
WALT DINNING	\$38,659	34	149.0
JOHN MARKS	\$50,723	34	146.1
JOSEPH RICHARDS	\$53,588	23	129.3
JOHN NISHIMOTO	\$37,005	24	121.1
FORMER AGENT	\$31,660	26	112.4
TIM KASPER	\$24,795	22	87.8
DOUG WHEELLOCK	\$30,036	17	78.5
DAN NEUENFELDT	\$25,009	15	77.3
SHAWN QUINN	\$17,942	17	74.6
MARK VANDERWALL	\$30,693	15	73.8
CHIP QUADE	\$25,147	13	69.0
BOB STOWELL	\$12,300	13	58.0
SAM ROGERS	\$5,719	8	30.1



KENDON PERRY,
YTD LEADER

NEW SALES RESULTS THROUGH APRIL 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEEFAN CARON	\$108,387	62	309.2
TRUDY CRAWFORD	\$104,360	60	278.4
DARIN PFOST	\$116,520	44	262.6
ANDREW MEYER	\$108,593	76	261.2
WAYNE HUNGATE	\$92,507	37	256.2
TONY NICHOLS	\$66,039	46	235.9
LEE POUNDS	\$71,897	44	221.1
LYNNAE GLIEGE	\$68,093	40	215.3
PAM RUSSOM	\$87,938	36	206.3
DALE ZIMNEY	\$57,441	40	195.2
CHRIS LARSEN	\$68,669	37	194.9
JARED HART	\$49,787	44	175.5
PHIL ZEMAITIS	\$54,729	25	167.8
HEATHER GROTHAUS	\$58,453	31	152.1
TAYLOR MINK	\$46,931	31	150.6
SCOTT MALMSTROM	\$40,897	31	142.7
BRETT PAYNTER	\$49,174	24	139.6
STU BARRETT	\$43,156	29	138.2
JASON GARDNER	\$38,507	31	133.3
ALEX SALINAS	\$41,722	27	132.5
LEANN PULLMAN	\$55,401	17	121.3
GILBERT TUNING	\$38,092	19	121.1



BRENT HUNTER,
DISTRICT MANAGER



KEEFAN CARON,
YTD LEADER

NEW SALES RESULTS THROUGH APRIL 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RICH SYKES	\$34,286	31	117.1
DAKOTA STALLIONS	\$44,657	25	114.4
RYAN PORTER	\$41,924	22	113.1
RICHARD PERCIVAL	\$35,558	23	106.3
JOHN HILL	\$38,586	23	105.8
KERRY HARRIS	\$30,574	18	103.5
DYLAN PEASE	\$39,623	2	102.5
LUPE FRY	\$35,910	22	99.1
VAN BARKUS	\$29,297	19	97.4
MARIO SALINAS	\$23,279	22	90.8
JUSTIN PONTIUS	\$20,941	19	82.3
KERRY BAXTER	\$16,885	17	78.5
ROD BIRD	\$21,412	18	74.6
MICHAEL WARWICK	\$17,586	11	74.3
BRIAN WALTERS	\$30,981	18	74.0
DREW LAAN	\$22,902	13	66.6
JERRY VON BRETHORST	\$25,041	10	65.3
ERIC WILKINS	\$7,789	12	57.3
GRANT ROSANDICK	\$23,810	17	51.8
KELLIE MCMILLAN	\$15,974	12	49.0
CODY CHAVERS	\$16,206	9	39.2
SANDRA SPREIER	\$4,458	1	7.5

NEW SALES RESULTS THROUGH APRIL 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ROB ELLIS	\$87,515	31	210.2
TRAVIS TERRY	\$55,191	30	176.4
BEA GUZMAN	\$53,483	34	162.4
LISA BOTHOF	\$57,386	35	159.2
MARCY BRODINE	\$41,583	24	153.8
ELI HANSEN	\$38,708	34	146.6
STEVE WIDMER	\$36,558	24	131.1
NEIL HAZELBAKER	\$35,058	25	115.4
BARRETT MCCLURE	\$31,530	16	111.1
JENNIFER COOK	\$36,767	26	110.5
GARY BLISS	\$44,668	15	107.1
CHAD COX	\$34,260	18	104.7
KRIS BURKE	\$41,877	21	103.2
PERRY SHANK	\$34,586	17	93.3
CLINT VAN BIEZEN	\$22,375	18	93.3
DONNA D'AMBRA	\$34,726	12	92.6
GARREN TAYLOR	\$37,885	14	85.2
JIM POWELL	\$26,301	20	84.7
BRETT BARTON	\$31,190	15	76.4
NORMAN FUNK	\$24,274	16	74.3
DAVID NEVAREZ	\$32,223	14	69.1



SCOTT BADGER,
DISTRICT MANAGER



ROB ELLIS,
YTD LEADER

NEW SALES RESULTS THROUGH APRIL 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
PAUL JOHNSON	\$24,155	12	66.3
RON SILVERS	\$18,447	11	64.6
RYAN REX	\$25,670	12	61.7
CINDY PACKARD	\$27,392	11	60.7
JARED HALL	\$18,111	12	57.6
JACE SPARROW	\$27,124	11	57.1
PAUL DEWITT	\$17,993	13	51.8
JOE LEACH	\$14,842	11	46.8
STETZEN BAILEY	\$16,405	13	43.9
DEBBIE FLANDRO	\$6,959	5	31.6
CAM CARRICO	\$10,397	33	31.2
KURT GEARY	\$4,450	4	15.4

NEW SALES RESULTS THROUGH APRIL 30, 2020

EAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$121,083	57	342.4
BRANDT LESLIE	\$171,396	22	278.1
REDGE SORENSON	\$79,464	61	268.2
ZAK POPEJOY	\$97,892	50	257.0
BART CROFOOT	\$83,492	50	254.7
VAUGHN PRICE	\$64,897	45	242.0
RYAN PEARSON	\$93,207	51	231.1
MATT ANDERSON	\$77,845	39	221.6
ERICA CATT	\$74,780	30	194.4
BROOKS LATIMORE	\$71,819	36	194.3
JACOB ANDRUS	\$71,989	38	189.0
TODD BURKE	\$80,190	26	179.8
TROY FERGUSON	\$59,140	44	178.4
KENT JEPPESEN	\$55,531	31	170.0
RHETT PRICE	\$41,883	38	158.6
KYLE JEPPESEN	\$43,322	27	150.5
DOUG JOHNSON	\$51,179	26	149.0
KEVIN DEGN	\$42,981	22	137.1
JARED NELSON	\$41,769	29	125.8
BRITAIN POTTER	\$40,669	16	124.2
JUSTIN NICHOLS	\$25,793	29	124.1



NEIL JENSEN,
YTD LEADER

NEW SALES RESULTS THROUGH APRIL 30, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
CHRIS AXENTY	\$43,110	24	122.8
RANDALL PITCHFORD	\$42,209	26	116.9
RYAN HARRIGFELD	\$41,905	23	115.3
DERALD ARMSTRONG	\$30,256	20	107.7
STEVEN CLARK	\$35,967	20	103.0
TOM GALLUP	\$19,231	22	98.0
JOLENE ZOLLINGER	\$35,359	18	91.9
JERRY PETERSEN	\$31,902	25	90.8
SHANE KUNZ	\$35,887	16	89.0
DOUG GUTHRIE	\$34,442	23	88.8
KAREN RICHARDSON	\$31,136	20	88.1
TREVOR CLARK	\$24,050	14	71.4
DAVID COLPRON	\$24,998	15	68.8
JACOB LINGARD	\$18,025	15	52.6
DARYL TEUSCHER	\$11,429	11	52.0
CRAIG STEPHENSON	\$16,245	12	47.7
BROCK MERRILL	\$14,802	7	46.2
LENA PERMANN	\$11,607	7	36.5