



COVERAGE

AGENT REPORTS



SEPTEMBER 2020

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NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$50,592	124.1
STEVEN ZAMORA	\$44,716	118.2
ANDREW MEYER	\$37,592	104.5
KEEFAN CARON	\$22,620	84.1
LYNNAE GLIEGE	\$24,675	84.1
RYAN HARRIGFELD	\$30,982	81.9
ANTHONY NICHOLS	\$19,563	81.5
DOUGLAS JOHNSON	\$29,658	78.1
MATT ANDERSON	\$22,560	74.5
ERIC WILKINS	\$38,059	72.6

MONTHLY LEADER



KENDON PERRY

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$309,879	877.8
KENDON PERRY	\$326,562	867.5
NEIL JENSEN	\$288,414	781.3
ANDREW MEYER	\$272,303	716.2
KEEFAN CARON	\$200,081	703.0
WAYNE HUNGATE	\$299,604	682.5
REDGE SORENSON	\$187,610	609.6
VAUGHN PRICE	\$167,244	578.1
ZAK POPEJOY	\$223,581	565.0
JERRY SPRAY	\$181,501	548.4

YTD LEADER



STEVEN ZAMORA

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$37,592	104.5
JACE SPARROW	\$30,885	72.4
STEVEN CLARK	\$23,011	55.9
JACE SPARROW	\$20,419	44.9
ANDREW SCOTT	\$12,917	36.9
LEANN PULLMAN	\$9,627	34.1
JACOB ANDRUS	\$10,156	31.1
SARAH ROBIE	\$11,324	30.8
BRIAN WALTERS	\$9,852	25.8
JOLENE ZOLLINGER	\$6,378	22.3

MONTHLY ROOKIE LEADER



ANDREW MEYER

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$272,303	716.2
JACOB ANDRUS	\$148,555	405.9
ANDREW SCOTT	\$129,664	364.1
JACE SPARROW	\$128,820	296.3
LEANN PULLMAN	\$107,617	285.6
STEVEN CLARK	\$101,854	282.7
JOLENE ZOLLINGER	\$94,910	274.3
DAKOTA STALLIONS	\$85,549	246.5
JACE SPARROW	\$97,935	223.9
CODY CHAVERS	\$72,458	170.4

YTD ROOKIE LEADER



ANDREW MEYER

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KRIS BURKE	\$7,873	17.9
KEVIN DEGN	\$3,509	13.5
WALTER DINNING	\$4,557	12.1
MARK VANDERWALL	\$2,873	10.4
RODNEY BIRD	\$2,282	9.8
RHETT PRICE	\$2,128	7.1
KYLE JEPPESEN	\$304	5.3
MARCY BRODINE	\$106	5.1
DARIN PFOST	\$371	2.9
BART CROFOOT	\$2,658	2.7

FARM & RANCH MONTHLY LEADER



KRIS BURKE

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
WAYNE HUNGATE	\$87,382	140
MARCY BRODINE	\$30,831	106
BART CROFOOT	\$37,873	83
DARIN PFOST	\$34,908	67
PERRY SHANK	\$41,774	64
KEVIN DEGN	\$19,712	62
NEIL JENSEN	\$21,610	54
JOLENE ZOLLINGER	\$17,497	50
KRIS BURKE	\$14,676	45
VAUGHN PRICE	\$13,805	44

FARM & RANCH YTD LEADER



WAYNE HUNGATE

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$18,365	55.8
ANTHONY NICHOLS	\$8,485	53.4
MATT ANDERSON	\$13,068	48.0
KURT GEARY	\$31,039	46.0
REDGE SORENSON	\$6,566	41.6
LISA BOTHOF	\$13,539	41.0
GILBERT TUNING	\$25,875	38.3
LYNNAE GLIEGE	\$5,642	38.1
MARCY BRODINE	\$12,691	37.6
STEPHEN WIDMER	\$9,798	34.7

BOP/CPP MONTHLY LEADER



KENDON PERRY

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KENDON PERRY	\$144,757	442.2
ANTHONY NICHOLS	\$65,420	335.4
WAYNE HUNGATE	\$109,949	329.9
REDGE SORENSON	\$74,944	324.9
MATT ANDERSON	\$75,352	302.8
PHIL ZEMAITIS	\$94,124	296.6
BRANDT LESLIE	\$140,280	280.2
NEIL JENSEN	\$89,103	274.0
DALE ZIMNEY	\$46,057	261.0
BEA SPEAKMAN	\$57,192	257.2

BOP/CPP YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$43,106	104.1
ANDREW MEYER	\$31,589	78.6
KENDON PERRY	\$32,227	68.2
DOUGLAS JOHNSON	\$27,016	68.0
RYAN HARRIGFELD	\$26,818	67.8
JACE SPARROW	\$28,677	62.7
KEEFAN CARON	\$21,802	60.8
ERIC WILKINS	\$29,445	56.5
RYAN PEARSON	\$20,440	50.4
JERRY SPRAY	\$22,010	50.0

PERSONAL LINES MONTHLY LEADER



STEVEN ZAMORA

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$261,800	658.8
ANDREW MEYER	\$260,991	610.0
KEEFAN CARON	\$165,959	468.0
TRUDY CRAWFORD	\$169,911	464.9
NEIL JENSEN	\$177,995	454.5
KENDON PERRY	\$180,100	421.1
RYAN PEARSON	\$175,045	416.1
ZAK POPEJOY	\$180,771	388.8
JERRY SPRAY	\$144,913	369.4
JACOB ANDRUS	\$141,243	360.2

PERSONAL LINES YTD LEADER



STEVEN ZAMORA

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
STEVEN ZAMORA	\$309,879	197	877.8
KENDON PERRY	\$326,562	160	867.5
JERRY SPRAY	\$181,501	103	548.4
RYAN BECKNER	\$153,020	100	537.9
BEA SPEAKMAN	\$149,544	111	485.4
MICHAEL ASKER	\$152,960	78	441.9
WALTER DINNING	\$122,545	97	407.9
JOSEPH RICHARDS	\$134,337	72	400.2
ANDREW SCOTT	\$129,664	74	364.1
JOHN MARKS	\$112,567	70	339.5
JOHN NISHIMOTO	\$91,022	59	308.4
SHAWN QUINN	\$74,458	56	270.8
MARK VANDERWALL	\$75,678	45	227.1
TIMOTHY KASPER	\$64,019	49	209.5
ROBERT STOWELL	\$52,437	35	160.9
DANIEL NEUENFELDT	\$45,293	36	158.6
DOUG WHEELLOCK	\$53,330	41	158.3
CHIP QUADE	\$39,640	24	120.5
SAMUEL ROGERS	\$22,773	22	90.8
SARAH ROBIE	\$17,187	12	57.1
KYLE CASEY	\$13,180	8	34.2
JANEL HOLMES	\$3,712	2	8.7



**STEVEN ZAMORA
YTD LEADER**

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION



**ALLAN GLIEGE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ANDREW MEYER	\$272,303	189	716.2
KEEFAN CARON	\$200,081	141	703.0
WAYNE HUNGATE	\$299,604	86	682.5
DARIN PFOST	\$184,023	92	528.5
ANTHONY NICHOLS	\$129,618	101	521.0
TRUDY CRAWFORD	\$173,293	115	500.8
LYNNAE GLIEGE	\$144,015	97	495.9
DALE ZIMNEY	\$121,708	89	464.1
LEE POUNDS	\$129,254	77	407.6
PHIL ZEMAITIS	\$132,569	62	402.9
CHRISTOPHER LARSEN	\$136,945	74	393.8
JARED HART	\$94,373	91	380.8
SCOTT MALMSTROM	\$96,117	65	349.5
STUART BARRETT	\$106,235	68	337.6
PAMELA RUSSOM	\$122,886	70	330.9
JASON GARDNER	\$91,910	69	313.8
ALEX SALINAS	\$94,987	61	306.0
KERRY BAXTER	\$77,305	64	305.2
TAYLOR MINK	\$77,904	61	303.3
GILBERT TUNING	\$103,665	55	299.0
MARIO SALINAS	\$79,199	62	297.1
LEANN PULLMAN	\$107,617	48	285.6
RICH SYKES	\$84,492	61	280.9



**ANDREW MEYER
YTD LEADER**

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

TREASURE VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
HEATHER GROTHAUS	\$112,137	56	279.5
RICHARD PERCIVAL	\$86,496	57	272.9
VAN BARKUS	\$76,405	50	260.9
RYAN PORTER	\$88,850	55	252.8
BRETT PAYNTER	\$81,055	41	249.5
DAKOTA STALLIONS	\$85,549	49	246.5
ERIC WILKINS	\$76,418	43	223.9
JOHN HILL	\$77,001	46	222.5
RODNEY BIRD	\$49,573	43	208.4
DYLAN PEASE	\$68,203	46	193.1
KERRY HARRIS	\$43,637	38	183.2
CODY CHAVERS	\$72,458	39	170.4
GRANT ROSANDICK	\$60,596	39	164.5
LUPE FRY	\$56,925	35	163.5
DREW LAAN	\$49,528	35	159.4
BRIAN WALTERS	\$54,408	37	153.8
MICHAEL WARWICK	\$22,647	21	140.0
DUSTY BRYANT	\$40,157	25	130.2
JUSTIN PONTIUS	\$42,438	28	124.9
KELLIE MCMILLAN	\$28,723	21	86.7
NORMAN LACOMBE	\$36,508	17	79.0
SANDRA SPREIER	\$27,629	15	69.5

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ROBERT ELLIS	\$174,072	82	479.6
MARCY BRODINE	\$124,741	72	435.2
ELI HANSEN	\$120,927	75	388.8
TRAVIS TERRY	\$112,125	64	365.5
STEPHEN WIDMER	\$115,167	70	359.5
LISA BOTHOF	\$105,765	65	320.1
JACE SPARROW	\$128,820	60	296.3
BEATRIZ GUZMAN	\$79,703	67	295.1
CLINT VANBIEZEN	\$90,625	50	292.6
NORMAN FUNK	\$88,836	57	283.8
KRIS BURKE	\$99,981	42	264.9
PERRY SHANK	\$108,614	34	259.0
JENNIFER COOK	\$89,967	57	256.8
BARRETT MCCLURE	\$69,344	38	241.3
GARY BLISS	\$84,713	31	229.1
JAMES POWELL	\$64,246	48	224.1
CHAD COX	\$73,216	39	219.1
GARREN TAYLOR	\$88,692	40	217.2
JARED HALL	\$64,071	38	217.0
CINDY PACKARD	\$85,579	36	196.1



**SCOTT BADGER,
DISTRICT MANAGER**



**ROB ELLIS
YTD LEADER**

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL HAZELBAKER	\$56,381	49	191.8
PAUL DEWITT	\$62,951	28	184.9
DONNA D'AMBRA	\$65,832	32	182.8
DAVID NEVAREZ	\$60,555	26	166.5
PAUL JOHNSON	\$54,350	30	164.7
CAMERON CARRICO	\$70,094	36	160.9
BRETT BARTON	\$65,838	28	159.2
STETZEN BAILEY	\$53,154	35	134.6
KURT GEARY	\$58,035	20	129.0
RYAN REX	\$39,783	24	115.2
RON SILVERS	\$31,876	21	109.3
DEBBIE FLANDRO	\$22,032	12	87.3

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$288,414	129	781.3
REDGE SORENSON	\$187,610	122	609.6
VAUGHN PRICE	\$167,244	122	578.1
ZAK POPEJOY	\$223,581	106	565.0
MATT ANDERSON	\$170,846	94	533.2
BART CROFOOT	\$197,592	96	532.5
RYAN PEARSON	\$190,993	121	501.9
BRANDT LESLIE	\$215,471	56	475.9
KYLE JEPPESEN	\$146,498	81	451.4
JACOB ANDRUS	\$148,555	80	405.9
TODD BURKE	\$150,806	68	402.2
RHETT PRICE	\$107,211	84	386.6
KENT JEPPESEN	\$125,519	74	379.9
RYAN HARRIGFELD	\$126,173	72	372.6
JARED NELSON	\$120,539	86	367.0
TROY FERGUSON	\$124,876	84	353.2
DOUGLAS JOHNSON	\$115,352	76	346.7
ERICA CATT	\$116,777	65	337.4
DERALD ARMSTRONG	\$106,754	60	318.1
KEVIN DEGN	\$95,482	47	312.8
JUSTIN NICHOLS	\$84,494	63	297.4



**VANCE NIELSEN,
DISTRICT MANAGER**



**NEIL JENSEN,
YTD LEADER**



NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

EAST IDAHO YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
BROOKS LATIMORE	\$101,065	62	294.5
STEVEN CLARK	\$101,854	58	282.7
JOLENE ZOLLINGER	\$94,910	54	274.3
CHRIS AXENTY	\$86,497	54	254.4
RANDALL PITCHFORD	\$86,933	50	248.3
DOUGLAS GUTHRIE	\$80,712	50	243.1
BRITAIN POTTER	\$71,038	33	232.4
JERRY PETERSEN	\$73,303	49	213.2
TOM GALLUP	\$58,521	49	211.9
DAVID COLPRON	\$60,194	39	208.1
TREVOR CLARK	\$68,267	39	194.6
KAREN RICHARDSON	\$52,749	37	179.6
SHANE KUNZ	\$69,815	33	175.2
CRAIG STEPHENSON	\$58,976	37	171.5
JACOB LINGARD	\$36,298	29	119.8
BROCK MERRILL	\$35,300	23	119.2
DARYL TEUSCHER	\$25,573	21	102.0
LENA PERMANN	\$28,216	15	90.7
GRANT MOSES	\$22,564	14	61.0
KOLTER JEPPESEN	\$5,604	6	17.6
BRITTNEY SMITH	\$5,061	3	10.1