



AGENT REPORTS



AUGUST 2021

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NEW SALES RESULTS THROUGH AUGUST 31, 2021

MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$65,501	131.0
NEIL JENSEN	\$57,187	112.7
REDGE SORENSON	\$44,015	104.0
JERRY SPRAY	\$41,879	98.4
KEEFAN CARON	\$38,581	94.1
BEA SPEAKMAN	\$46,660	93.2
LYNNAE GLIEGE	\$37,139	90.1
DERALD ARMSTRONG	\$32,743	88.7
ZAK POPEJOY	\$38,532	88.5
BART CROFOOT	\$36,455	88.5

MONTHLY LEADER



STEVEN ZAMORA,
NORTH IDAHO

YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$369,818	810.8
BEA SPEAKMAN	\$338,770	754.8
JERRY SPRAY	\$319,379	704.9
NEIL JENSEN	\$295,061	697.6
KENDON PERRY	\$292,227	688.2
RILEY JEPPESEN	\$502,987	656.0
ANDREW MEYER	\$283,528	639.5
KEEFAN CARON	\$212,254	614.8
MIKE ASKER	\$263,321	599.3
DARIN PFOST	\$239,800	598.9

YTD LEADER



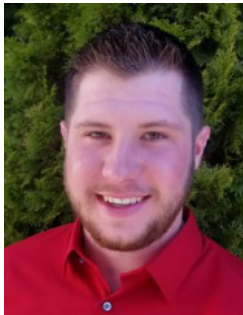
STEVEN ZAMORA,
NORTH IDAHO

NEW SALES RESULTS THROUGH AUGUST 31, 2021

MONTHLY LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JACE SPARROW	\$25,907	66.9
JANEL HOLMES	\$20,158	45.7
KYLE PERRY	\$14,394	41.9
KYLE CASEY	\$16,307	38.3
SARAH ROBIE	\$10,331	27.3
DUSTY BRYANT	\$4,300	18.8
CODY CHAVERS	\$7,701	18.2
KOLTER JEPPESEN	\$9,666	17.7
NORMAN LACOMBE	\$5,994	15.5
DAVE CEREGHINO	\$3,273	9.3

MONTHLY ROOKIE LEADER



JACE SPARROW,
MAGIC VALLEY

YTD LEADERBOARD: TOP TEN ROOKIES

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
JANEL HOLMES	\$177,627	410.6
JACE SPARROW	\$143,116	350.1
KYLE CASEY	\$132,471	312.5
SARAH ROBIE	\$96,412	295.9
KYLE PERRY	\$98,952	250.0
DUSTY BRYANT	\$82,329	224.3
BRITTNEY SMITH	\$93,552	198.6
CODY CHAVERS	\$64,567	165.6
KOLTER JEPPESEN	\$52,052	112.6
DAVE CEREGHINO	\$44,287	112.3

YTD ROOKIE LEADER



JANEL HOLMES,
NORTH IDAHO

NEW SALES RESULTS THROUGH AUGUST 31, 2021

FARM & RANCH MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
TODD BURKE	\$13,066	20.57
BEA SPEAKMAN	\$12,183	19.68
JOLENE ZOLLINGER	\$7,652	17.65
TRUDY CRAWFORD	\$8,111	15.61
MIKE ASKER	\$7,113	14.61
KRIS BURKE	\$4,634	12.13
WALT DINNING	\$4,826	9.83
TAGG JEPPESEN	\$4,006	9.01
KURT GEARY	\$2,343	4.84
RANDY PITCHFORD	\$1,424	3.92

FARM & RANCH MONTHLY LEADER



TODD BURKE,
SOUTHEAST IDAHO

FARM & RANCH YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
MIKE ASKER	\$57,680	120.18
CHAD COX	\$90,556	98.06
DARIN PFOST	\$47,758	82.76
TAYLOR MINK	\$48,867	81.37
BEA SPEAKMAN	\$31,581	56.58
KURT GEARY	\$25,423	52.92
ELI HANSEN	\$19,342	49.34
RILEY JEPPESEN	\$25,744	43.24
JOHN HILL	\$33,175	40.68
DUSTY BRYANT	\$12,765	40.27

FARM & RANCH YTD LEADER



MIKE ASKER,
NORTH IDAHO

NEW SALES RESULTS THROUGH AUGUST 31, 2021

BOP/CPP MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
STEVEN ZAMORA	\$37,245	79.7
REDGE SORENSON	\$18,531	58.5
KENDON PERRY	\$13,539	56.0
NEIL JENSEN	\$26,005	56.0
BART CROFOOT	\$15,165	55.2
DARIN PFOST	\$22,091	54.6
ZAK POPEJOY	\$19,074	51.6
TRAVIS TERRY	\$7,890	47.9
JERRY SPRAY	\$10,131	47.6
BEA SPEAKMAN	\$19,540	47.0

BOP/CPP MONTHLY LEADER



STEVEN ZAMORA,
NORTH IDAHO

BOP/CPP YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
BEA SPEAKMAN	\$139,419	389.4
LYNNAE GLIEGE	\$115,699	383.2
STEVEN ZAMORA	\$117,250	357.3
NEIL JENSEN	\$106,742	331.7
KENDON PERRY	\$103,584	331.1
ANTHONY NICHOLS	\$63,920	313.9
REDGE SORENSON	\$86,748	289.2
STEPHEN WIDMER	\$71,166	288.7
DARIN PFOST	\$92,224	287.2
JOSEPH RICHARDS	\$73,536	278.5

BOP/CPP YTD LEADER



BEA SPEAKMAN,
NORTH IDAHO

NEW SALES RESULTS THROUGH AUGUST 31, 2021

PERSONAL LINES MONTHLY LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
KEEFAN CARON	\$28,509	61.51
ANDREW MEYER	\$28,654	57.65
NEIL JENSEN	\$31,071	54.07
DERALD ARMSTRONG	\$25,515	51.52
STEVEN ZAMORA	\$28,256	51.26
JERRY SPRAY	\$32,133	51.13
DOUG JOHNSON	\$29,051	49.05
LYNNAE GLIEGE	\$27,525	45.53
REDGE SORENSON	\$25,484	45.48
RYAN HARRIGFELD	\$30,550	43.55

PERSONAL LINES MONTHLY LEADER



KEEFAN CARON,
TREASURE VALLEY EAST

PERSONAL LINES YTD LEADERBOARD: TOP TEN

AGENT	TOTAL NEW PREMIUM	TOTAL POINTS
ANDREW MEYER	\$241,857	487.9
GERALD SPRAY	\$261,004	466.5
STEVEN ZAMORA	\$252,568	453.6
NEIL JENSEN	\$188,319	365.8
BRENDA SPEAKMAN	\$199,351	365.4
KENDON PERRY	\$188,643	357.1
KEEFAN CARON	\$159,531	354.5
MICHAEL ASKER	\$166,280	337.3
TROY FERGUSON	\$150,091	302.6
RYAN HARRIGFELD JR.	\$153,872	292.4

PERSONAL LINES YTD LEADER



ANDREW MEYER,
TREASURE VALLEY EAST

NEW SALES RESULTS THROUGH AUGUST 31, 2021

CROP HAIL YTD PRODUCTION

AGENT	DISTRICT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
RILEY JEPPESEN	EAST IDAHO	\$375,861	4	385.9
GARY BLISS	MAGIC VALLEY	\$16,029	6	31.0
JARED HALL	SOUTHEAST IDAHO	\$18,881	4	28.9
PERRY SHANK	MAGIC VALLEY	\$23,678	1	26.2
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
PAUL JOHNSON	MAGIC VALLEY	\$7,268	1	9.8
BRETT PAYNTER	TREASURE VALLEY WEST	\$1,336	3	8.8
WALT DINNING	NORTH IDAHO	\$1,329	3	8.8
CAM CARRICO	MAGIC VALLEY	\$2,764	2	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
KURT GEARY	MAGIC VALLEY	\$1,780	1	4.3



RILEY JEPPESEN,
EAST IDAHO
YTD LEADER

NEW SALES RESULTS THROUGH AUGUST 31, 2021

NORTH IDAHO YTD P&C PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
STEVEN ZAMORA	\$369,818	149	810.8
BEA SPEAKMAN	\$338,770	128	754.8
JERRY SPRAY	\$319,379	140	704.9
KENDON PERRY	\$292,227	136	688.2
MIKE ASKER	\$263,321	103	599.3
JOSEPH RICHARDS	\$192,798	111	512.8
RYAN BECKNER	\$189,085	87	510.1
JOHN NISHIMOTO	\$206,895	80	485.9
JANEL HOLMES	\$195,563	78	438.6
WALT DINNING	\$168,323	92	417.3
KYLE CASEY	\$136,033	62	321.0
SARAH ROBIE	\$97,336	55	306.8
JOHN MARKS	\$102,024	59	260.5
SHAWN QUINN	\$94,343	51	251.8
KYLE PERRY	\$98,952	48	250.0
MARK VANDERWALL	\$124,917	43	239
TIM KASPER	\$68,127	32	177.1
CHIP QUADE	\$75,923	24	149.9
DOUG WHEELLOCK	\$41,140	27	119.1



**STEVEN ZAMORA,
YTD LEADER**

NEW SALES RESULTS THROUGH AUGUST 31, 2021

TREASURE VALLEY EAST YTD P&C PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ANDREW MEYER	\$283,528	165	639.5
KEEFAN CARON	\$212,254	122	614.8
LYNNAE GLIEGE	\$203,637	101	554.6
JARED HART	\$185,491	96	534.4
DALE ZIMNEY	\$126,442	88	426.9
ALEX SALINAS	\$171,956	90	425.5
CHRIS LARSEN	\$176,857	73	383.4
SCOTT MALMSTROM	\$142,947	75	353.9
KERRY BAXTER	\$115,170	58	295.7
VAN BARKUS	\$88,236	46	259.7
MARIO SALINAS	\$80,514	47	242.0
RICH SYKES	\$71,745	59	240.7
STU BARRETT	\$90,212	40	235.2
TRUDY CRAWFORD	\$108,874	56	232.9
GILBERT TUNING	\$84,602	46	232.6
RICHARD PERCIVAL	\$75,756	49	224.3
PHIL ZEMAITIS	\$57,294	45	214.3
ROD BIRD	\$62,093	37	213.1
GRANT ROSANDICK	\$63,301	52	192.8
DAKOTA STALLIONS	\$75,645	31	179.1
BRIAN WALTERS	\$75,669	41	175.2
ZAK BURKARD	\$2,467	2	5.5



ANDREW MEYER,
YTD LEADER

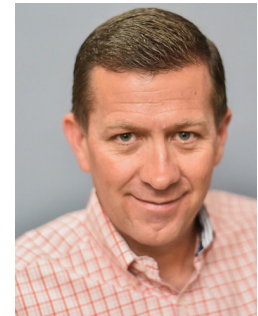
NEW SALES RESULTS THROUGH AUGUST 31, 2021

TREASURE VALLEY WEST YTD P&C PRODUCTION



JAMIE MASON,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
DARIN PFOST	\$244,372	104	598.9
TONY NICHOLS	\$127,937	81	439.4
JOHN HILL	\$225,117	51	411.6
JASON GARDNER	\$147,277	67	365.3
TAYLOR MINK	\$159,635	49	352.1
PAM RUSSOM	\$106,214	69	301.7
ERIC WILKINS	\$113,210	80	295.7
LEE POUNDS	\$113,329	58	290.8
DUSTY BRYANT	\$98,565	53	273.1
HEATHER GROTHAUS	\$113,998	52	249.0
WAYNE HUNGATE	\$109,684	31	243.2
LEANN PULLMAN	\$91,318	44	241.8
BRETT PAYNTER	\$72,184	37	195.2
RYAN PORTER	\$67,440	25	185.4
CODY CHAVERS	\$65,475	38	174.0
KERRY HARRIS	\$32,929	35	139.4
DAVE CEREGHINO	\$56,509	24	137.0
LUPE FRY	\$53,931	24	120.9
NORMAN LACOMBE	\$28,411	18	61.4



DARIN PFOST,
YTD LEADER

NEW SALES RESULTS THROUGH AUGUST 31, 2021

MAGIC VALLEY YTD P&C PRODUCTION



KENT JEPPESEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ELI HANSEN	\$205,451	79	516.5
ROB ELLIS	\$171,956	64	426.5
STEPHEN WIDMER	\$127,939	88	420.9
JENNIFER COOK	\$160,467	67	386.0
JACE SPARROW	\$150,056	66	364.6
CLINT VANBIEZEN	\$158,249	62	361.2
MARCY BRODINE	\$122,611	61	342.1
TRAVIS TERRY	\$110,188	46	319.2
PERRY SHANK	\$176,806	36	304.8
GARREN TAYLOR	\$126,455	53	303.0
NORMAN FUNK	\$121,975	57	296.5
CAM CARRICO	\$96,687	57	284.2
JIM POWELL	\$95,145	44	268.1
DONNA D'AMBRA	\$88,307	46	257.3
GARY BLISS	\$112,491	41	256.0
RYAN REX	\$95,962	37	197.0
BARRETT MCCLURE	\$75,976	35	184.0
LISA BOTHOF	\$55,359	32	168.4
PAUL JOHNSON	\$73,202	29	166.2
KURT GEARY	\$61,631	18	161.2



ELI HANSEN,
YTD LEADER



NEW SALES RESULTS THROUGH AUGUST 31, 2021

MAGIC VALLEY YTD P&C PRODUCTION

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
CINDY PACKARD	\$60,476	32	154.0
STETZEN BAILEY	\$70,582	28	148.1
DAVE NEVAREZ	\$49,074	25	121.6
NEIL HAZELBAKER	\$39,464	29	121.5
BRETT BARTON	\$51,429	30	119.4
SANDRA GOMEZ	\$0	0	0.0

NEW SALES RESULTS THROUGH AUGUST 31, 2021

EAST IDAHO YTD P&C PRODUCTION



JUSTIN CHRISTENSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
NEIL JENSEN	\$295,061	100	697.6
RILEY JEPPESEN	\$502,987	41	656.0
REDGE SORENSON	\$229,827	95	579.3
VAUGHN PRICE	\$174,673	88	475.7
RYAN HARRIGFELD	\$226,686	82	472.7
MATT ANDERSON	\$189,570	81	472.1
BART CROFOOT	\$180,301	91	466.8
KYLE JEPPESEN	\$169,391	84	457.4
TROY FERGUSON	\$172,794	69	372.8
JUSTIN NICHOLS	\$137,457	50	322.5
JOLENE ZOLLINGER	\$113,536	51	291.5
TAGG JEPPESEN	\$78,302	42	238.3
TREVOR CLARK	\$78,161	47	226.2
JERRY PETERSEN	\$95,115	31	210.1
KAREN RICHARDSON	\$45,659	25	131.2
CRAIG STEPHENSON	\$46,115	19	127.6
KOLTER JEPPESEN	\$55,859	33	123.9
TOM GALLUP	\$30,802	26	118.3
JAKE JOHNSTON	\$40,701	20	84.2
DANIEL BEZZANT	\$15,429	7	26.4
BLAKE VAN ETEN	\$0	0	0.0



NEIL JENSEN,
YTD LEADER

NEW SALES RESULTS THROUGH AUGUST 31, 2021

SOUTHEAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
ZAK POPEJOY	\$207,337	95	548.3
TODD BURKE	\$211,163	77	463.7
JACOB ANDRUS	\$159,150	83	437.2
RHETT PRICE	\$144,708	67	393.2
CHAD COX	\$186,368	40	362.4
DERALD ARMSTRONG	\$117,524	61	320.0
DOUG JOHNSON	\$127,431	62	315.4
KRIS BURKE	\$116,548	47	295.0
DOUG GUTHRIE	\$98,391	55	282.4
JARED NELSON	\$101,797	57	267.8
BRANDT LESLIE	\$111,235	39	258.7
KEVIN DEGN	\$108,267	49	249.8
ERICA CATT	\$83,998	45	235.0
CHRIS AXENTY	\$101,713	46	227.7
BRITTNEY SMITH	\$105,153	45	217.7
JARED HALL	\$88,037	36	216.1
RANDY PITCHFORD	\$60,980	28	181.5
DAVID COLPRON	\$70,450	41	178.5
JACOB LINGARD	\$62,949	35	161.4
BROOKS LATIMORE	\$32,904	21	103.9



ZAK POPEJOY,
YTD LEADER

NEW SALES RESULTS THROUGH AUGUST 31, 2021

SOUTHEAST IDAHO YTD P&C PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	TOTAL NEW PREMIUM	NEW APPS	TOTAL POINTS
KEVIN MAW	\$46,423	20	90.9
DARYL TEUSCHER	\$11,355	9	43.4
LENA PERMANN	\$6,386	1	19.4