



AGENT LIFE PRODUCTION

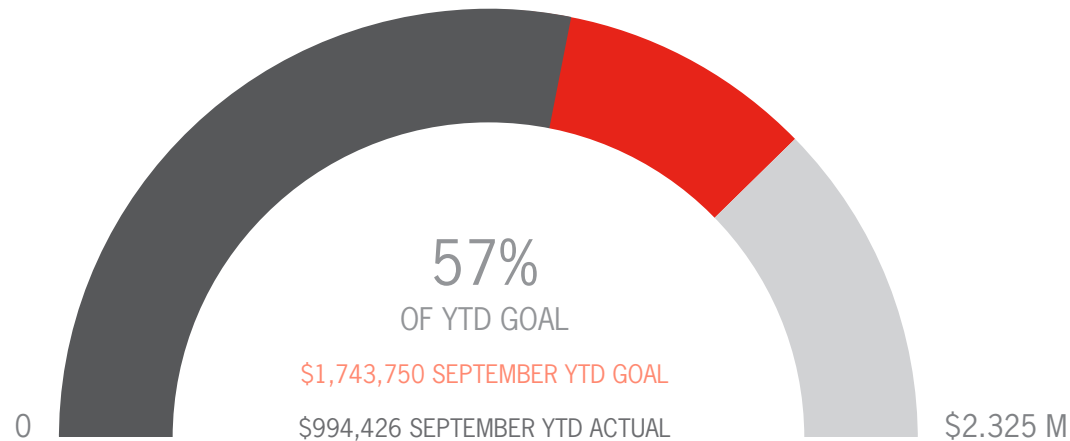


SEPTEMBER 2020



NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

LIFE CONTEST CREDIT: SEPTEMBER YTD ACTUAL, SEPTEMBER YTD GOAL, AND 2020 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	29	\$37,210
MAGIC VALLEY	15	\$23,850
NORTH IDAHO	13	\$21,926
TREASURE VALLEY	9	\$12,566



**LIFE PRODUCTION DISTRICT OF THE MONTH
EAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER**

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	259	\$336,333
TREASURE VALLEY	167	\$240,390
MAGIC VALLEY	127	\$228,860
NORTH IDAHO	117	\$188,843



**LIFE PRODUCTION DISTRICT OF THE YEAR
EAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER**

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
ANTHONY NICHOLS	2	\$19,203
KENDON PERRY	3	\$8,826
ROBERT ELLIS	3	\$8,459
KENT JEPPESEN	5	\$7,835
RANDALL PITCHFORD	1	\$7,739
DARIN PFOST	2	\$6,479
BRANDT LESLIE	5	\$5,586
STEVEN ZAMORA	4	\$5,172
BART CROFOOT	2	\$4,528
JAMES POWELL	1	\$3,156

LIFE LINES LEADER OF THE MONTH



ANTHONY NICHOLS

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	36	\$90,844
KENT JEPPESEN	42	\$63,887
PERRY SHANK	17	\$53,279
KRIS BURKE	17	\$45,682
NEIL JENSEN	15	\$36,115
DONNA D'AMBRA	8	\$31,061
TODD BURKE	20	\$30,287
DOUGLAS JOHNSON	9	\$28,232
DARIN PFOST	19	\$26,656
GILBERT TUNING	4	\$24,743

LIFE LINES AGENT YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

NORTH IDAHO YTD LIFE PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	36	\$90,844
JOHN NISHIMOTO	16	\$15,702
STEVEN ZAMORA	12	\$15,212
JOSEPH RICHARDS	12	\$14,816
JERRY SPRAY	7	\$9,791
JOHN MARKS	10	\$8,141
DANIEL NEUENFELDT	2	\$5,697
MARK VANDERWALL	2	\$5,494
TIMOTHY KASPER	2	\$4,637
RYAN BECKNER	4	\$4,082
MICHAEL ASKER	2	\$3,593
SHAWN QUINN	1	\$3,378
ANDREW SCOTT	2	\$2,412
WALTER DINNING	3	\$2,380
DOUG WHEELLOCK	1	\$1,121
SAMUEL ROGERS	2	\$949
ROBERT STOWELL	2	\$511
CHIP QUADE	1	\$67
BEA SPEAKMAN	0	\$8
KYLE CASEY	0	\$0
JANEL HOLMES	0	\$0
SARAH ROBIE	0	\$0



**KENDON PERRY,
LIFE LINES
YTD LEADER**

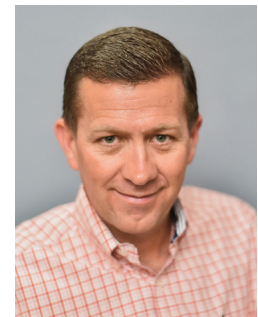
NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

TREASURE VALLEY YTD LIFE PRODUCTION



**ALLAN GLIEGE,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
DARIN PFOST	19	\$26,656
GILBERT TUNING	4	\$24,743
KERRY BAXTER	7	\$20,896
ANTHONY NICHOLS	3	\$19,979
DALE ZIMNEY	6	\$14,362
JOHN HILL	6	\$13,964
MARIO SALINAS	11	\$12,834
KEEFAN CARON	16	\$12,818
JARED HART	11	\$12,725
LYNNAE GLIEGE	7	\$7,713
KERRY HARRIS	7	\$7,623
JASON GARDNER	9	\$7,438
WAYNE HUNGATE	2	\$7,394
STUART BARRETT	2	\$4,272
PAMELA RUSSOM	5	\$4,271
RICHARD PERCIVAL	6	\$4,051
BRIAN WALTERS	5	\$3,938
SCOTT MALMSTROM	4	\$3,779
ANDREW MEYER	6	\$3,455
LEE POUNDS	2	\$3,066
MICHAEL WARWICK	1	\$2,736
TRUDY CRAWFORD	2	\$2,218



**DARIN PFOST
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

TREASURE VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
HEATHER GROTHAUS	1	\$2,135
BRETT PAYNTER	2	\$1,830
RYAN PORTER	1	\$1,747
RICH SYKES	2	\$1,611
RODNEY BIRD	1	\$1,281
KELLIE MCMILLAN	3	\$1,280
CODY CHAVERS	1	\$1,116
LUPE FRY	1	\$1,100
NORMAN LACOMBE	1	\$1,043
LEANN PULLMAN	4	\$867
ALEX SALINAS	0	\$783
TAYLOR MINK	1	\$706
PHIL ZEMAITIS	2	\$602
DREW LAAN	2	\$553
VAN BARKUS	0	\$488
ERIC WILKINS	2	\$320
CHRISTOPHER LARSEN	0	\$240
GRANT ROSANDICK	0	\$18
JUSTIN PONTIUS	0	\$0
DYLAN PEASE	0	\$0
DAKOTA STALLIONS	0	\$0
SANDRA SPREIER	0	\$0
DUSTY BRYANT	0	\$0

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

MAGIC VALLEY YTD LIFE PRODUCTION



**SCOTT BADGER,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
PERRY SHANK	17	\$53,279
KRIS BURKE	17	\$45,682
DONNA D'AMBRA	8	\$31,061
ELI HANSEN	10	\$16,321
ROBERT ELLIS	9	\$14,529
NEIL HAZELBAKER	5	\$10,824
CHAD COX	7	\$7,352
KURT GEARY	9	\$7,001
PAUL DEWITT	3	\$6,501
PAUL JOHNSON	8	\$6,223
NORMAN FUNK	3	\$4,308
LISA BOTHOF	4	\$3,967
JAMES POWELL	1	\$3,156
DAVID NEVAREZ	4	\$2,938
CLINT VANBIEZEN	5	\$2,813
MARCY BRODINE	4	\$2,791
TRAVIS TERRY	1	\$1,607
BEATRIZ GUZMAN	5	\$1,342
JENNIFER COOK	1	\$1,207
BRETT BARTON	0	\$1,058



**PERRY SHANK,
LIFE LINES
YTD LEADER**

NEW SALES RESULTS
THROUGH SEPTEMBER 30, 2020

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
JARED HALL	2	\$953
GARY BLISS	1	\$950
STEPHEN WIDMER	1	\$745
RYAN REX	0	\$670
BARRETT MCCLURE	0	\$436
STETZEN BAILEY	1	\$331
DEBBIE FLANDRO	0	\$303
GARREN TAYLOR	0	\$212
RON SILVERS	0	\$138
CINDY PACKARD	0	\$42
CAMERON CARRICO	0	\$0
JACE SPARROW	0	\$0

NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

EAST IDAHO YTD LIFE PRODUCTION



**VANCE NIELSEN,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	42	\$63,887
NEIL JENSEN	15	\$36,115
TODD BURKE	20	\$30,287
DOUGLAS JOHNSON	9	\$28,232
JERRY PETERSEN	9	\$17,990
DERALD ARMSTRONG	14	\$16,467
RANDALL PITCHFORD	5	\$14,672
RHETT PRICE	11	\$12,818
ZAK POPEJOY	9	\$11,305
JACOB ANDRUS	24	\$10,873
KEVIN DEGN	4	\$10,465
DOUGLAS GUTHRIE	6	\$8,249
KYLE JEPPESEN	9	\$7,938
DARYL TEUSCHER	1	\$7,247
BART CROFOOT	6	\$6,949
LENA PERMANN	6	\$6,889
BRANDT LESLIE	7	\$6,146
BROOKS LATIMORE	7	\$5,587
TOM GALLUP	4	\$4,893
CHRIS AXENTY	4	\$4,339
JACOB LINGARD	6	\$3,047
TREVOR CLARK	3	\$2,509



**KENT JEPPESEN,
LIFE LINES
YTD LEADER**



NEW SALES RESULTS THROUGH SEPTEMBER 30, 2020

EAST IDAHO YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
MATT ANDERSON	6	\$2,435
STEVEN CLARK	2	\$2,322
REDGE SORENSON	9	\$2,101
VAUGHN PRICE	4	\$1,928
DAVID COLPRON	4	\$1,754
JARED NELSON	3	\$1,698
TROY FERGUSON	5	\$1,562
ERICA CATT	1	\$1,427
GRANT MOSES	0	\$1,144
JOLENE ZOLLINGER	1	\$810
CRAIG STEPHENSON	0	\$777
BROCK MERRILL	0	\$545
JUSTIN NICHOLS	1	\$465
SHANE KUNZ	1	\$230
RYAN HARRIGFELD	1	\$186
BRITAIN POTTER	0	\$27
KAREN RICHARDSON	0	\$18
KOLTER JEPPESEN	0	\$0
BRITTNEY SMITH	0	\$0
RYAN PEARSON	0	\$0