

THE SCOOP

December 2019



RVP Lewis B.
Consolidated Planning

Mindset is Everything

It is hard to believe that 2019 has come and gone and now the next decade is upon us. We started off 2019 with the theme Mindset is Everything and it has been a year to remember. When we talk about "Mindset" it was always with the goal that you can achieve anything you set your mind to. There is not a single person that is any better than anyone else. So what's the difference between the Agent that issues \$8,000 and the Agency that issues \$800,000? It all begins and ends with having the right mindset and staying focused on the things that you can control.

By the time December 31 arrives, Senior Life will have had the best year in company history. As I look back on 2019, my mindset can't help but drift towards total appreciation. Appreciation for all of our Agents, Managers, and Regional Vice Presidents. Appreciation for our Home Office Staff that continues to work extremely hard and appreciation for all of our loyal policy holders as well as everyone involved in the Senior Life family.

What excites me more than anything, is I know what we are capable of and I know where we are heading. We are heading to the top! We have the best agents and leaders in America. We are going to continue to work hard to not only create, but keep momentum on our side. I honestly could not be more proud of the dedicated team and family that we have at Senior Life.

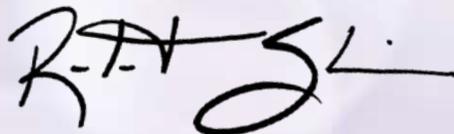
As we turn our attention to 2020, our theme is "Run Fast." The vision behind this theme is simple, we want to WIN. As we continue to climb the mountain to the number 1 spot, we have to understand that we will get there faster if we run instead of walk.

I want to encourage everyone to come and attend our 2020 Run Fast Conference on January 23rd-24th, 2020, at the Rosen Shingle Creek Hotel in Orlando, Florida. We have an incredible line up of speakers from our Senior Life Agents. You will hear the success stories as well as the struggles on the road to changing your life with Senior Life from the people that are actually getting the job done.

Our President, Ron Powell, has said it best and that is to not take advice from people that are less successful than you. Take advice from the individuals that are getting it done on a daily basis.

This conference is the next step along the way to becoming the number one Final Expense company in America. Thank you for all that you have done and continue to do and let's Run Fast in 2020.

Happy Holidays,



Robert Shiver, Vice President
Senior Life Insurance Company





THE BURNS FAMILY

Service & Success



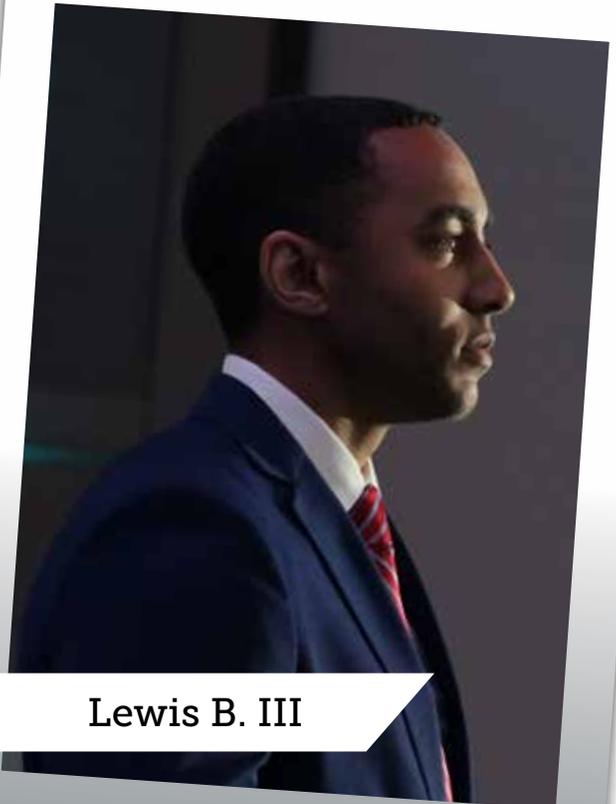
RVP Lewis B.

Being able to work together as a family has been a blessing for top producer RVP Lewis B. Jr. and his three sons, Lewis III, Michael, and David. Lewis Jr. started in the insurance business at the age of 16 where he would go to work for his parents. Later on, he graduated from the University of North Carolina with a degree in insurance. Lewis Jr. was in the mortgage business before he looked into the final expense industry. He was ready for a change and saw the opportunity with Senior Life in 2014 while at the home office chatting with President Ron Powell. Fast forwarding, he is now one of the top producers in the Senior Life family that continues to expand his team and numbers.

Lewis B. III shares that it is incredible working together as a family. His father has taught him how to be relentless and to work hard. It is an advantage for him working in the industry because of the energy level he has and being able to work longer. In the next 10-25 years, he sees a significant amount of income coming

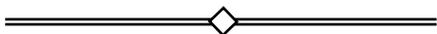
in. Lewis III enjoys the freedom and flexibility that he has working with Senior Life because it is amazing. "It's a dream come true," he says.

Michael mentions that he enjoys working as a family and that he wouldn't want to work with anyone else. What he enjoys the most about working with his father and brothers is that he gets to create memories and spend quality time with them while he is still young. Michael has always been interested in business because growing up that's what he has seen his father do. "My father has taught me to stay focused on things I can control", says Michael. He likes being able to make his schedule and not having to worry about being somewhere for a set schedule.



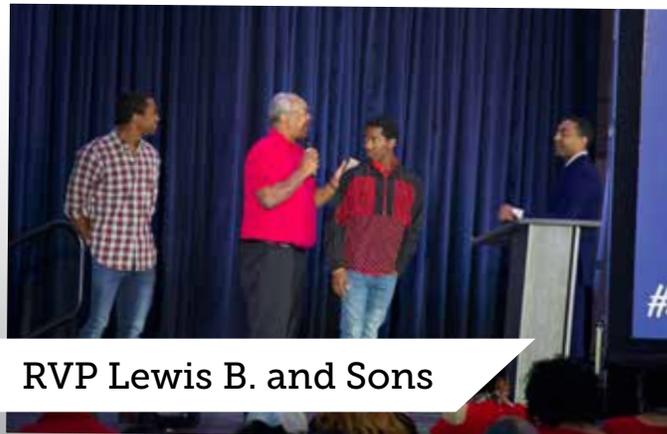
Lewis B. III

David states that it is amazing working with family, and he loves it. He enjoys it because he gets to spend time with his family. He sees being so young in the business as an advantage and he thinks it's great. His father has taught him to be a great businessman and a "mans-man". David shares, "My father loves to dance and have a good time outside of work". He enjoys having a flexible schedule because he gets to make his schedule while helping people at the same time.

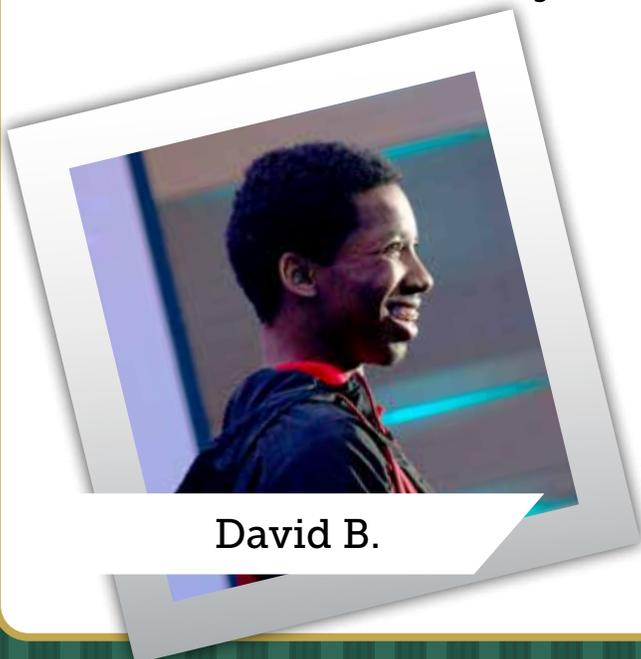


Lewis Jr. does an amazing job at being a great role model for his six children and the agents in his team. He continues to make it in the top RVP's list every month. He shares that having the right people with you and the right opportunity at the right time is unbelievable. He believes that you should always strive for excellence. Lewis Jr. looks for people who are hungry for an opportunity and he makes sure that they succeed. He is single-mindedly focused on the amount of money he can help agents make along with helping people in the community. When he recruits new agents, he looks for people who have some form of success in their lifetime and he helps them expand that into further greatness by using the proven system. Prayer has been something that has helped Lewis Jr. in his business career. He comes from a Christian background and

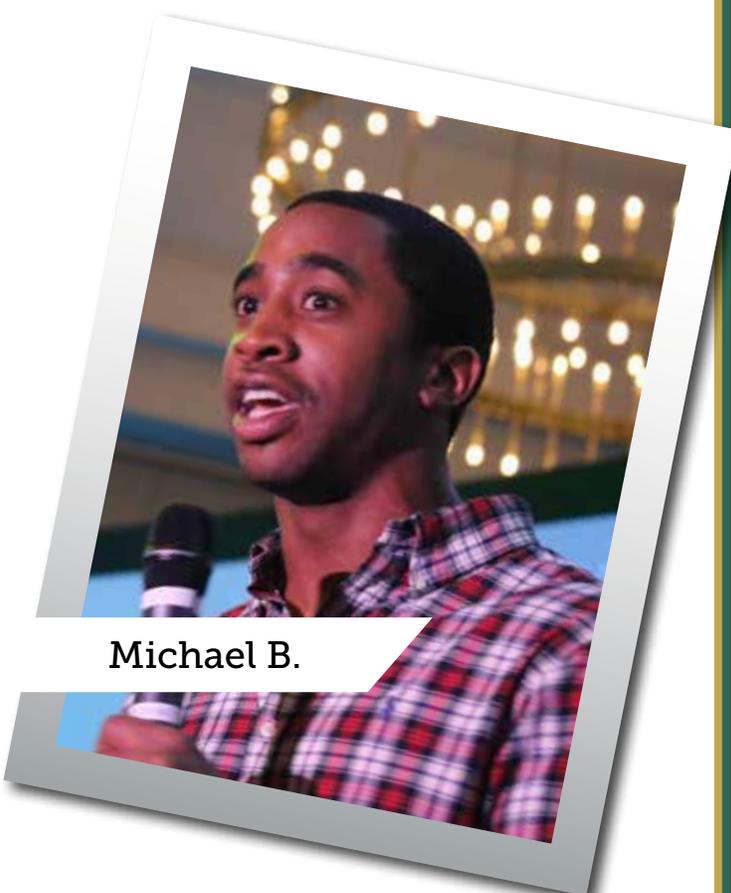
believes if you pray hard for what you want, then you will get it. His long-term goal is to reach 100 million sooner rather than later. He plans to accomplish this by continuing to recruit, helping people with insurance, and helping agents make money. The day Lewis Jr. decided to join the Senior Life family is when he started living the dream.



RVP Lewis B. and Sons



David B.



Michael B.

**Jan.
23**



MAJOR KATIE COOK

**GUEST SPEAKER AT RUN FAST VIP DINNER
REGISTER TODAY**

SENIORLIFESEMINARS.COM/RUN-FAST-JANUARY/

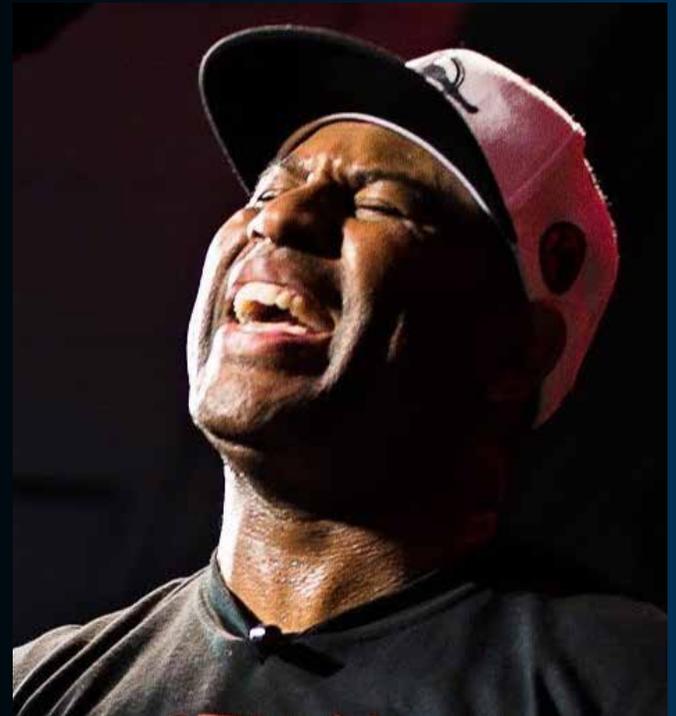
Major Katie Cook is from Severna Park, Maryland. She received her bachelor's degree in Political Science at the United States Naval Academy and later obtained her master's in International Security from Georgetown University. She completed various flight training and had the chance to fly the T-44 Pegasus. She earned her wings of gold in October 2011. Katie deployed to Afghanistan in support of Operation Enduring Freedom, as well as a deployment to Africa with Special Purpose Marine Air-Ground Task Force Crisis Response in support of contingency operations. Katie joined the U.S. Navy Blue Angels in September 2014 as the first female pilot in the history of the famed demonstration squadron. During her time in the fleet, Katie has accumulated more than 1,400 flights, including 400 in combat.

ARE YOU STRUGGLING TO UNLOCK YOUR INNER GREATNESS?

**Jan.
24**

**Dr. ERIC
THOMAS**

**Guest Speaker at
Run Fast Main Event**



REGISTER TODAY

seniorlifeseminars.com/run-fast-january/

Dr. Eric Thomas, also known as ET the Hip-Hop Preacher, is a motivational speaker, author, educator, and pastor. He was born in Chicago, Illinois and now resides in Michigan. Drawing from his own personal experiences as they relate to homelessness, the absence of his biological father, scholastic struggles, and various other obstacles, ET allows his life to be an "open book" from which radiates dynamic and inspiring messages that relate to many people across all strata. He has taken the world by storm, with his creative style and high-energy messages. His words continue to impact tens of millions of people in several hundred countries across the planet!

MINDSET IS EVERYTHING

2019 RECAP

Looking back at this year, there has been a large amount of memories that we have made together as a Senior Life Family. The Mindset is Everything Tour was a very successful event that had a positive outcome in cities across the country. The atmosphere in every city was filled with positive energy and encouragement for every person in the event to reflect on when they need a little boost to enhance their day. To achieve the things you want in life, you need to have the correct mindset and the tour was filled with motivating memorable experiences. We are constantly recruiting more people in our business and growing together as a family to become the number one final expense company in the industry.

The Mindset is Everything Tour event began in January, in Charlotte, NC. The audience heard speeches from RVP Lewis B., VP Mitch Conner, VP Robert Shiver, and RVP Rob E.. Each of them discussed the great opportunities available at Senior Life along with their personal experiences that lead them to join the Senior Life family. The audience was engaged as they listened to all the speakers present their testimonial because they were able to relate to the life events that the speakers went through before they acquired the position they're in now. People who wanted to join the Senior Life family were able to get contracted at the end of the event.

The next stop on the Mindset is Everything Tour event was in sunny Fort Lauderdale, FL. Senior Life President, Ron Powell, flew to this event. RVP Doug B. was the opening and closing speaker for this event. The main focus of his speech was the

importance of staying committed to what you want to accomplish even when things do not go in the direction you had planned. At the end of the event, The Blake Group and Mitch Conner answered questions from potential recruits and gave a deeper understanding of Senior Life's opportunities.



After attending the Mindset is Everything event, I am fired up about our future with Senior Life. The home office team was unbelievable.
-Marc T.

The third stop on the tour was in Jacksonville, FL. RVP Billy P. welcomed everyone to the event and informed them that they were going to get an inside look of what it's like being a part of the Senior Life family. Senior Life agents were available at stations to answer any questions that the attendees had. Thanks to the informative seminar and the motivational speakers' people received that little push they needed to commit to Senior Life and got hired that day.

The Mindset is Everything Tour made its way to Atlanta, GA. RVP Joey F. started the event by informing everyone about the rapid growth

at Senior Life along with the company making its way to the top. RVP Russ D. discussed the topic of anyone wanting a better opportunity to consider joining Senior Life. The decision starts with the person wanting to change their way of thinking and staying committed to do whatever it takes to be successful. If you want to be at a certain level, set it and make it.



The Mindset is Everything Tour was a successful event that informed people about the amazing opportunities available to them with Senior Life. This is it for me and I want everyone to know about this great business.

-Jessie R.

The West Coast was the next stop on our list for the Mindset is Everything Tour. We visited Los Angeles and San Diego, CA. RVP's Ron W. & Brenda W. were excited to host this seminar due to the market being new on that side of the country and making it a great opportunity for the business to expand. Brenda mentioned how having more women within the business is breaking the stereotype of the sales industry consisting of just males.

The Mindset is Everything Tour was hosted in Columbia, SC. Rodrick M. started the day by speaking on how Senior Life has a system that allows everyone to win. The day was filled with speakers sharing their journey in the insurance business including Courtney J., Marcea M., Stephen T., Jason C., Sheila W., and Kimberly T. They all had interesting testimonials to share with the audience.

At the event, RVP's Rob E. and Lewis B. Jr. gave out cash and awards to multiple top producers in their agencies.

The Mindset is Everything Tour returned to Fort Lauderdale, FL. VP Robert Shiver's father, Allen Shiver, opened up the event speaking on his career and how it compares to Senior Life due to unlimited potential and leeway. Robert's speech focused on staying consistent and challenging yourself. JoAnn R.'s speech highlighted the guidance that her team provides, and she challenged everyone to push themselves more. David P. mentioned how he found out how leads were provided. Marc T. shared how he exceeded his initial expectations. Lastly, Ramon F. spoke about being able to take it to the next level with Senior Life.

The Mindset is Everything Tour was an event that rejuvenated the professional and personal lifestyles of the people in attendance. With all the different speakers and their testimonies, it was sure that everyone left the event with momentum to grow and be successful in this industry. There were opportunities available for people to get contracted on the same day that the seminars occurred. This comes to show that when you set your mind on something and are determined, you can make possibilities come true.



When you have the correct mindset, you can do a lot of good things and help a lot of people. The Mindset Tour encouraged me to become more focused and energized to see what the future holds.

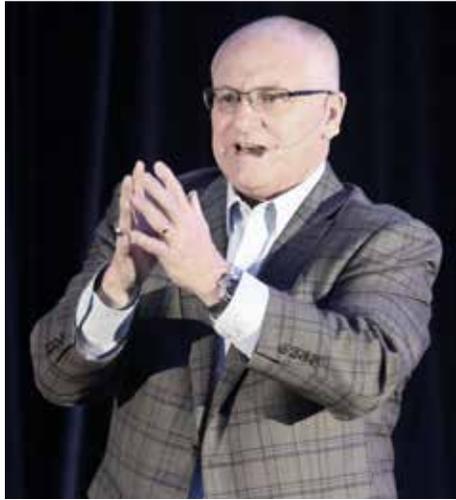
-Charaka C.



The Burns Group posing after the seminar.



Marcea M. is all smiles



VP Mitch Conner encouraging the crowd



RVP Billy P. welcoming everybody



Russ D. and Tim W. handing out awards



Jo-Ann R., Key Key H., Ron Powell, and Marc T. are all smiles in Ft. Lauderdale



Mindset Is Everything stops by Ft. Lauderdale



RVP Rob E. presents the championship belt



Brenda W. on the opportunities at Senior Life



The Blake Group in prayer



RVP Doug B. sharing his commitment



Courtney J. & Charaka C. enjoying the photoshoot



ROSEN SHINGLE CREEK™ ORLANDO

RUN FAST TOUR ***January 2020***

Thursday, January 23rd – Exclusive VIP Day

- Morning Golf Tournament
- Evening Leadership Dinner

Friday, January 24th

- Registration
- Morning General Session
- Lunch
- Afternoon General Session
- Eric Thomas, Keynote Speaker
- VIP Meet & Greet and Photo w/ Eric Thomas

VIP CONTEST



Raffle:

Recruit to Drive

Ferrari 488 Spider

Lamborghini Huracan

Rolls Royce Ghost

December

1

2019

TO

January

17

2020

For every recruit you hire, you get one ticket for the raffle. At the VIP Exclusive Dinner on January 23rd we will draw three winners. The Winners will get to drive the car for the night around Orlando

Senior Life Insurance Company reserves the right to change the rules of the contest at any time. This contest is only for individuals paying for the VIP experience. The Winners of the Raffle will get to drive the cars for the night of January 23rd. The cars must be returned back to Senior Life Staff by midnight of January 23rd.

LEGACY *Assurance*SM

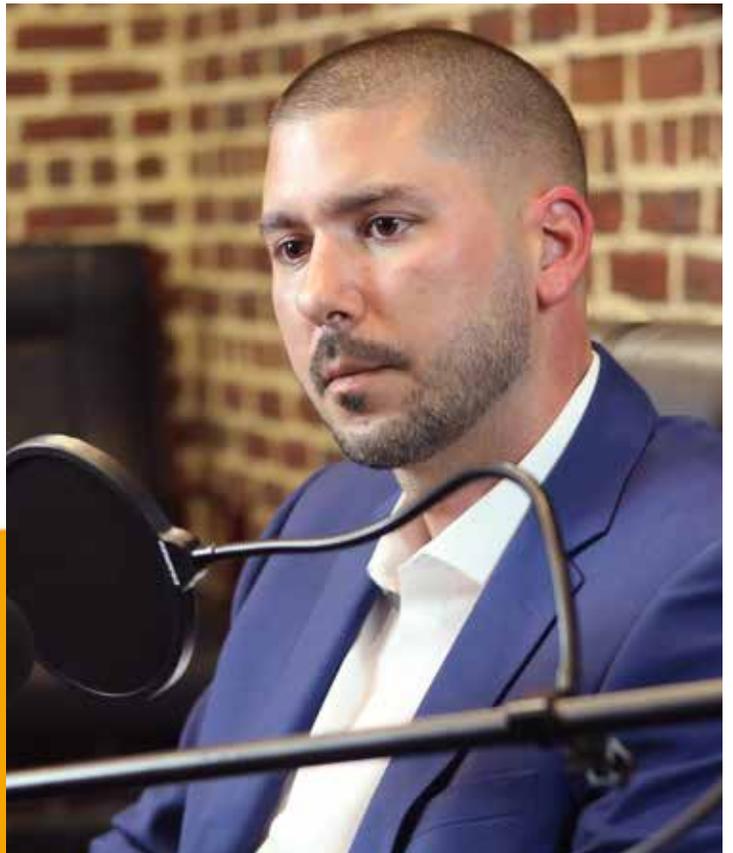


Genesis Delgado
Legacy Assurance
Representative Specialist

The WISH Team

The WISH team always goes above and beyond to make sure their members' needs are taken care of along with providing emotional support. Recently, Legacy Assurance Representative Genesis helped a Legacy Assurance member's family for the second time this year. The funeral home that the family decided to use wanted to charge them an additional \$5,000 from the initial \$5,600 quote that they have given them making it a total of \$10,600. Genesis went back and forth with the funeral home to understand why the family was being charged an extra \$5,000. On the funeral home's general price list located on their website, it did not state anything about the additional charges being added to the family's account. She was not going to allow the family to spend more money on charges that did not add up. Both parties were able to settle on a price of \$5,600, which included cemetery opening and closing of the grave. The family also purchased funeral merchandise from Legacy Assurance. The family was really grateful and happy with the attention that Genesis was able to provide to them. Legacy Assurance will continue to be their family's go-to place for all their future funeral arrangements.

Check Out Our
PODCAST
THIS MONTH
& EVERY MONTH!





THE BREAKERS

P A L M B E A C H

JULY 15-19, 2020

INCENTIVE TRIP

WWW.THEBREAKERS.COM

Qualification Period
February 1, 2019 - January 31, 2020

| PRODUCER | | | AGENCY | | |
|--------------------|---------------|------------------|--------------------|---------------|------------------|
| Monthly Production | Contest Total | Win Trip plus... | Monthly Production | Contest Total | Win Trip plus... |
| \$4,000 | \$48,000 | | \$50,000 | \$600,000 | |
| \$6,000 | \$72,000 | | \$75,000 | \$900,000 | |
| \$8,000 | \$96,000 | \$500 cash | \$100,000 | \$1,200,000 | \$500 cash |
| \$9,000 | \$108,000 | \$750 cash | \$125,000 | \$1,500,000 | \$750 cash |
| \$10,000 | \$120,000 | \$1,000 cash | \$150,000 | \$1,800,000 | \$1,000 cash |

We welcome your family! Bring them for a fun family experience. Senior Life Insurance Company will provide travel expenses for the winner and ONE guest. Children or additional guests are welcome at your expense. If you qualify in more than one category, you receive the highest cash bonus earned. Must be present on the trip to receive cash bonus. If you commit and don't attend, you will be responsible for all costs. Your persistency must be in good standing with Senior Life Insurance Company. You must be a 1099 licensed agent in order to qualify for this incentive. Senior Life Insurance Company reserves the right to change any terms and conditions. For more information contact incentivetriple@srllife.net

CONGRATULATIONS!

#1 JAVIER R.

TOP 500 PRODUCERS

| | | | | | | | | | |
|----|---------------|----|--------------|----|--------------|----|-------------|-----|----------------|
| 2 | JAMEY B. | 26 | JAYSON C. | 50 | RUTH D. | 74 | GARY B. | 98 | CHRISTOPHER M. |
| 3 | JENNIFER C. | 27 | AARON R. | 51 | ABRAHAM S. | 75 | VICTORIA H. | 99 | ANDREA G. |
| 4 | MARCEA M. | 28 | SCOTT F. | 52 | ALEX F. | 76 | DAVID B. | 100 | SCOTT T. |
| 5 | LORENZO S. | 29 | LEONEL A. | 53 | MARIA R. | 77 | JOSHUA H. | 101 | VICKIE H. |
| 6 | BIANCA M. | 30 | NICOLE M. | 54 | FRANCISCO R. | 78 | NOEMI O. | 102 | TEKIA H. |
| 7 | JO-ANN R. | 31 | MARC D. | 55 | DORIS G. | 79 | JASON G. | 103 | HELEN A. |
| 8 | KIMBERLY T. | 32 | COURTNEY J. | 56 | MARVIN E. | 80 | GARY G. | 104 | JOYCE R. |
| 9 | DANNY G. | 33 | CHRIS M. | 57 | TAUREAN R. | 81 | VALERIE M. | 105 | JOSE M. |
| 10 | MICHAEL P. | 34 | FRANTZ J. | 58 | GARY L. | 82 | TAYLOR G. | 106 | FREDERICA D. |
| 11 | ZENOBI A L. | 35 | JOSE V. | 59 | JACQUILLA H. | 83 | JIMMY C. | 107 | JEAN-LARICE D. |
| 12 | RODNEY W. | 36 | ANGELA A. | 60 | VINCENT G. | 84 | MARGARET M. | 108 | JAMES J. |
| 13 | JOSE R. | 37 | SA F. | 61 | JOHN E. | 85 | DAVID B. | 109 | RAMON F. |
| 14 | ANDREW D. | 38 | GARY W. | 62 | KIMMILY M. | 86 | FRANTZ A. | 110 | DANA B. |
| 15 | KATHLEEN D. | 39 | JESSE A. | 63 | RICHARD G. | 87 | DEBORAH R. | 111 | JOEL D. |
| 16 | WALACE L. | 40 | ARMONDO S. | 64 | TRINA M. | 88 | ERIC S. | 112 | VICTORIA R. |
| 17 | DEAN B. | 41 | ROSALBA P. | 65 | QUINTON E. | 89 | NAOMI P. | 113 | JONRIKA N. |
| 18 | YVONNIE W. | 42 | SHEILA W. | 66 | ROBERT R. | 90 | YOSKUA M. | 114 | YOLANDA H. |
| 19 | JOEY H. | 43 | CHARNETTA B. | 67 | BRENDA L. | 91 | RICKY H. | 115 | JEFFREY N. |
| 20 | HEATHER D. | 44 | JANICE W. | 68 | ELIZABETH G. | 92 | GREGORY R. | 116 | STEFANIE C. |
| 21 | TRISHA W. | 45 | JOSE S. | 69 | ERIC A. | 93 | LATRANDA D. | 117 | JOSEPH D. |
| 22 | STEPHEN T. | 46 | MICHAEL B. | 70 | ANDREA M. | 94 | JESSICA R. | 118 | TERRESA S. |
| 23 | ANTHONY R. | 47 | BERNARD B. | 71 | TARA S. | 95 | OSWIN Q. | 119 | JOSHUA M. |
| 24 | JASON C. | 48 | MUHAMMAD C. | 72 | LESLIE S. | 96 | HONORIO G. | 120 | JACQUELYN B. |
| 25 | SHAWNTRICE W. | 49 | PAMELA B. | 73 | FRANCES F. | 97 | JOHN O. | 121 | LETITIA T. |

TOP PRODUCERS

CONGRATULATIONS TO THE TOP 500 AGENTS!

| | | | | | | | | | |
|-----|--------------|-----|---------------|-----|-------------|-----|-------------|-----|--------------|
| 122 | SHANTA B. | 147 | CHRISTI G. | 172 | CALVIN M. | 197 | RUTH G. | 222 | RODERICK C. |
| 123 | MATTHEW T. | 148 | OFA T. | 173 | NIEMAT I. | 198 | CARLA L. | 223 | LEONEL M. |
| 124 | LEROY B. | 149 | LYDIA Y. | 174 | CHARLES C. | 199 | BRANDON O. | 224 | DEREK U. |
| 125 | SHARON C. | 150 | JACQUELINE T. | 175 | MICHAEL V. | 200 | RENARD F. | 225 | DONALD P. |
| 126 | CHESTER A. | 151 | WILLIAM P. | 176 | DEVIE S. | 201 | HARRIET C. | 226 | LAWRENCE P. |
| 127 | AVENANT M. | 152 | JERRY C. | 177 | ERIC C. | 202 | BLANCA G. | 227 | THERESA D. |
| 128 | MIREYA M. | 153 | DEBORAH S. | 178 | GREGORY H. | 203 | BRITTANY C. | 228 | OLIVIA S. |
| 129 | STEVEN D. | 154 | MONIQUE B. | 179 | REBECCA M. | 204 | ADI P. | 229 | STANLEY W. |
| 130 | KEVIN H. | 155 | RICHARD A. | 180 | DAVID W. | 205 | ANTHONY B. | 230 | CHANITNUN K. |
| 131 | VARAPHONE P. | 156 | KENNETH J. | 181 | LARRY S. | 206 | SHARON B. | 231 | VIDA R. |
| 132 | JEROME H. | 157 | DARRYL A. | 182 | CHARLES B. | 207 | BURNICE B. | 232 | XAVIER S. |
| 133 | SHAWN K. | 158 | MARIA- H. | 183 | THURMAN M. | 208 | LARRY M. | 233 | GEORGE F. |
| 134 | DARVI M. | 159 | GLORIA A. | 184 | JASON T. | 209 | LUIS Z. | 234 | ROY M. |
| 135 | SONJA G. | 160 | MIRANDA J. | 185 | MARTIN V. | 210 | NEAL B. | 235 | TERIKO H. |
| 136 | CHASSIDY T. | 161 | LORNA S. | 186 | GARY N. | 211 | SHONICA P. | 236 | NAAMA W. |
| 137 | ALEXIS C. | 162 | GILBERTO A. | 187 | SETAITA T. | 212 | PENELOPE M. | 237 | MATTHEW S. |
| 138 | VONDA W. | 163 | MARIE A. | 188 | SHAMALA P. | 213 | LINDA C. | 238 | LAURANE S. |
| 139 | JARNEL C. | 164 | MARINA A. | 189 | ANRAE S. | 214 | DREW W. | 239 | LAURA L. |
| 140 | ALEJANDRO C. | 165 | ECHEVERRIA C. | 190 | LEWIS B. | 215 | RODRICK M. | 240 | JOHN O. |
| 141 | INDEIA L. | 166 | PAULINE R. | 191 | NICHOLAS C. | 216 | DEBRA R. | 241 | STEVEN L. |
| 142 | KATHLEEN M. | 167 | ROBERT S. | 192 | JAMES M. | 217 | PATRICIA C. | 242 | STEVEN G. |
| 143 | BRITTANEY P. | 168 | AMANDA N. | 193 | CAROLYN C. | 218 | CARLENE W. | 243 | ZARCALY B. |
| 144 | ASHLEY H. | 169 | EVERETT H. | 194 | JAY H. | 219 | JEFFREY S. | 244 | BILAL J. |
| 145 | ANTHONY W. | 170 | JONATHAN M. | 195 | ALBERT P. | 220 | BERVEYN B. | 245 | AAZIM A. |
| 146 | VELVET B. | 171 | ARTHUR S. | 196 | LEO H. | 221 | MARIO C. | 246 | MARLO M. |

TOP PRODUCERS

| | | | | | | | | | |
|-----|-------------|-----|-------------|-----|--------------|-----|--------------|-----|----------------|
| 247 | NATOSHA C. | 273 | MYREON M. | 299 | JACQUE W. | 325 | RANDELL C. | 351 | ROBERT S. |
| 248 | NOAH W. | 274 | AMANDA C. | 300 | VICKIE J. | 326 | FRED H. | 352 | MARIA V. |
| 249 | JESSE G. | 275 | LUZ C. | 301 | CHRISTINA T. | 327 | LUIS C. | 353 | HOWARD K. |
| 250 | LYNNE S. | 276 | ARACELY P. | 302 | GERTRUDE A. | 328 | MELISSA D. | 354 | RUBY C. |
| 251 | SHERI L. | 277 | NADINE L. | 303 | SCOTT K. | 329 | ANDREW E. | 355 | CHARLIE H. |
| 252 | KEVIN R. | 278 | TRACIE D. | 304 | KEISHA R. | 330 | CLINTON E. | 356 | CHRISTOPHER A. |
| 253 | TERESA S. | 279 | LILLIAN G. | 305 | RICHARD B. | 331 | ROGER L. | 357 | GENE P. |
| 254 | JUAN B. | 280 | SAMANTHA B. | 306 | PETER S. | 332 | MARK W. | 358 | COURTNEY H. |
| 255 | JAMARR J. | 281 | ANDREA B. | 307 | MARZIE M. | 333 | JESS C. | 359 | CHANTELLE B. |
| 256 | FALANA G. | 282 | DUSTIE S. | 308 | ROYAL D. | 334 | RODNEY J. | 360 | DANIELLE C. |
| 257 | ERIK B. | 283 | AKEYA D. | 309 | MICHAEL W. | 335 | EDWARD B. | 361 | LUIS G. |
| 258 | MIREYA M. | 284 | MARTHA N. | 310 | DELBERT W. | 336 | KEITH B. | 362 | SONYA M. |
| 259 | PEGGY S. | 285 | MICHAEL N. | 311 | JOANN S. | 337 | KIMBERLY A. | 363 | ANGEL G. |
| 260 | ROSARIO E. | 286 | KEVIN R. | 312 | DEBORAH C. | 338 | MARCIE J. | 364 | JULIAN G. |
| 261 | JASON B. | 287 | FAYE E. | 313 | ROBERT C. | 339 | BERNITA W. | 365 | NOLIE J. |
| 262 | MOSLEY M. | 288 | JAMES J. | 314 | KRISTEN W. | 340 | JUDITH A. | 366 | MARIA J. |
| 263 | RUFUS W. | 289 | RANDY R. | 315 | WILLIAM W. | 341 | YVETTE B. | 367 | RUSSELL C. |
| 264 | BENJAMIN H. | 290 | MARCO S. | 316 | BRENDA T. | 342 | DANIELLE M. | 368 | JORGE C. |
| 265 | MARGARET L. | 291 | IFE N. | 317 | TIMOTHY M. | 343 | JOSHUA M. | 369 | PATRICIA C. |
| 266 | LINDA M. | 292 | JORGE M. | 318 | BENJAMIN K. | 344 | IRMA C. | 370 | ALICIA M. |
| 267 | YADIRA R. | 293 | ANNIE L. | 319 | AUSTIN N. | 345 | DEMETRIUS T. | 371 | SAMUEL K. |
| 268 | SHANE B. | 294 | PATRICIA G. | 320 | RICHARD A. | 346 | TASHA O. | 372 | ROBERT J. |
| 269 | JON-ERIK M. | 295 | TARA C. | 321 | GLENN A. | 347 | ADAM M. | 373 | CAITLIN W. |
| 270 | SUSAN B. | 296 | MONICA T. | 322 | GILBERT A. | 348 | DEBORAH H. | 374 | JOHN W. |
| 271 | RICHARD D. | 297 | JUAN R. | 323 | HENRY H. | 349 | EDWIN T. | 375 | RUBEN L. |
| 272 | JAMES J. | 298 | FRED D. | 324 | TIFFANI J. | 350 | JACQUETTA C. | 376 | PAUL S. |

TOP PRODUCERS

| | | | | | | | | | |
|-----|----------------|-----|--------------|-----|----------------|-----|--------------|-----|--------------|
| 377 | RONALD W. | 403 | GUADALUPE A. | 429 | LESLIE D. | 455 | BILLIE S. | 481 | KELLY H. |
| 378 | TODD M. | 404 | EDNA T. | 430 | JAMES L. | 456 | ATAVIA M. | 482 | MONICA G. |
| 379 | ZOLA T. | 405 | EUGENIA C. | 431 | GUADALUPE R. | 457 | TABATHA H. | 483 | SANDRA H. |
| 380 | CHRISTOPHER B. | 406 | CARLOS G. | 432 | RONALD C. | 458 | LORRAINE T. | 484 | MARK L. |
| 381 | PAUL W. | 407 | RAYMOND H. | 433 | LEROY H. | 459 | SALLY G. | 485 | CARRI R. |
| 382 | GAVIN S. | 408 | ANGELITA C. | 434 | ROY S. | 460 | SHERRI M. | 486 | YVONNE M. |
| 383 | JORDAN M. | 409 | HARRISON K. | 435 | KATRINA A. | 461 | JILL B. | 487 | YANIC S. |
| 384 | DIANA H. | 410 | THOMAS S. | 436 | QUAZANDRIA C. | 462 | KALIMAH G. | 488 | ELIZABETH M. |
| 385 | BEBE B. | 411 | APRIL J. | 437 | SANTANA W. | 463 | TORINA C. | 489 | DEVAN M. |
| 386 | TIMOTHY L. | 412 | ANTONIO W. | 438 | HOPE G. | 464 | HASSON D. | 490 | KENNETH J. |
| 387 | MARDEIO C. | 413 | SHELDON S. | 439 | KARL R. | 465 | JULIA W. | 491 | REINHARD H. |
| 388 | SHANNON G. | 414 | GEORGE L. | 440 | TORRES W. | 466 | CHARNETTA W. | 492 | KEITH T. |
| 389 | MARIA G. | 415 | TAMALA C. | 441 | DEBORAH M. | 467 | DENNIS H. | 493 | VANNA W. |
| 390 | VICTOR M. | 416 | GILBERT D. | 442 | NAIM A. | 468 | CHRISTY L. | 494 | MARTHA R. |
| 391 | SHAROBBI F. | 417 | RICARDO V. | 443 | CHRISTOPHER H. | 469 | JOSEPH T. | 495 | TIFFANY R. |
| 392 | TODD S. | 418 | BERLAND B. | 444 | FERNANDO D. | 470 | RICHARD B. | 496 | ERIC B. |
| 393 | BENJAMIN C. | 419 | RAMON B. | 445 | FLOYD S. | 471 | ANTONIO H. | 497 | DANITA H. |
| 394 | LYNN H. | 420 | JAMES T. | 446 | BERTHA J. | 472 | MARCIA M. | 498 | MADALENE B. |
| 395 | KATHRYN H. | 421 | JUSTIN S. | 447 | MONICA E. | 473 | TOSHIBA A. | 499 | BRITTANY D. |
| 396 | HEADLEY P. | 422 | JACK D. | 448 | MICHAEL B. | 474 | HILDA E. | 500 | LAKEESHA F. |
| 397 | KIMBERLY W. | 423 | MICHELLE B. | 449 | DAVID L. | 475 | JORN F. | | |
| 398 | PURNELL G. | 424 | RICHARD P. | 450 | SHINITA H. | 476 | VERNETTA D. | | |
| 399 | BRANDY M. | 425 | VALERIE G. | 451 | OSCAR A. | 477 | TERRI A. | | |
| 400 | MELVIN S. | 426 | MARC S. | 452 | INGA M. | 478 | CRISTIN R. | | |
| 401 | WILLIAM L. | 427 | KELSIE R. | 453 | ROBERT H. | 479 | WENDY N. | | |
| 402 | EUNETRA Z. | 428 | SEAN M. | 454 | SAMUEL J. | 480 | MALICK S. | | |

TOP AGENCIES



1 THE DREAM TEAM

| | | | | | | | |
|----|------------------------|----|------------------------|----|--------------------------|-----|------------------|
| 2 | THE COOK GROUP | 27 | NEEDELMAN GROUP | 52 | TURNER GROUP | 77 | BLACKMON GROUP |
| 3 | WILDER GROUP | 28 | CROCKETT GROUP | 53 | ALSURANCE GROUP | 78 | JONES GROUP |
| 4 | THE PRICE GROUP | 29 | R. JOHNSON GROUP | 54 | MASON GROUP | 79 | CURRY GROUP |
| 5 | HOYING GROUP | 30 | RUIZ GROUP | 55 | FALEONO GROUP | 80 | WILLIAMS GROUP |
| 6 | T. WHITE GROUP | 31 | MILLER GROUP | 56 | LANIER GROUP | 81 | MOLINA GROUP |
| 7 | BURNS GROUP | 32 | D. HINTON GROUP | 57 | RIVERA GROUP | 82 | SCHURR GROUP |
| 8 | MANSWELL-SPELLER GROUP | 33 | MITCHELL GROUP | 58 | VARGAS GROUP | 83 | FLUEGEL GROUP |
| 9 | FIRST PRESTIGE GROUP | 34 | SMITH GROUP | 59 | YEPEZ GROUP | 84 | COHEN GROUP |
| 10 | OWENS INSURANCE AGENCY | 35 | GONZALEZ GROUP | 60 | DAVIS GROUP | 85 | ASH GROUP |
| 11 | G. HINTON GROUP | 36 | ARISTILDE GROUP | 61 | HENDERSON GROUP | 86 | RUSSELL GROUP |
| 12 | THE POZO GROUP | 37 | GOMEZ-VARGAS GROUP | 62 | ALLEN GROUP | 87 | MCLEAN GROUP |
| 13 | DOBSON GROUP | 38 | JOHNSON GROUP | 63 | JACKSON GROUP | 88 | MILETELLO GROUP |
| 14 | THE MVP GROUP | 39 | FLEMING GROUP | 64 | COBB GROUP | 89 | SMITH GROUP |
| 15 | BARNES GROUP | 40 | FRIAS INSURANCE GROUP | 65 | WALKER GROUP | 90 | WOODS GROUP |
| 16 | BRUMFIELD GROUP | 41 | BLAKE GROUP | 66 | REYNOSO GROUP | 91 | MCCONICO GROUP |
| 17 | WARD GROUP | 42 | TAYLOR GROUP | 67 | PENA GROUP | 92 | STRICKLAND GROUP |
| 18 | ADAMS GROUP | 43 | RUIZ JR. GROUP | 68 | LALANDE-WASHINGTON GROUP | 93 | DOBBINS GROUP |
| 19 | ANDERSON GROUP | 44 | VASQUEZ GROUP | 69 | DUNHAM GROUP | 94 | MUHAMMAD GROUP |
| 20 | ROBINSON GROUP | 45 | HATHCOCK GROUP | 70 | SIMKINS GROUP | 95 | GARNER GROUP |
| 21 | MICKENS GROUP | 46 | TINKER GROUP | 71 | LANGAME GROUP | 96 | PACE GROUP |
| 22 | POPE GROUP | 47 | JAMES GROUP | 72 | WEST GROUP | 97 | BAKER GROUP |
| 23 | CORMIER GROUP | 48 | WILLIAMS JR. GROUP | 73 | DUHON GROUP | 98 | GODOY GROUP |
| 24 | STORER GROUP | 49 | WILSON GROUP | 74 | BOGAERT GROUP | 99 | C. MENARD GROUP |
| 25 | B. MENARD GROUP | 50 | BRANNAN GROUP | 75 | RILEY GROUP | 100 | WURTZ GROUP |
| 26 | BENENHALEY GROUP | 51 | LEGACY ADVANTAGE GROUP | 76 | EDWARDS GROUP | | |

TOP RVPs

#1  **FINANCIAL LEGACY GROUP**

#2  **CONSOLIDATED PLANNING**

#3  **THE BLAKE GROUP**

#4  **DAVIS MARKETING AGENCY**

#5  **REILLY LIFE GROUP**

#6  **EVANS GROUP**

#7  **ACTION TEAM**

#8  **SAFEKEEPING MEMORIAL SOLUTIONS**

#9  **PILCHER INSURANCE AGENCY**

#10  **FAIRCLOTH MARKETING GROUP**

#11  **SPELLER GROUP**

#12  **RUIZ GROUP**

#13  **JACKSON GROUP**

#14  **FINAL WISHES ADVISORS**

CONGRATULATIONS TO THE TOP RVPs!

TOP RVP RECRUITERS



BURNS GROUP 83



SAFEKEEPING MEMORIAL SOLUTIONS 11



THE BLAKE GROUP 58



JACKSON GROUP 9



FINANCIAL LEGACY GROUP 56



EVANS GROUP 7



REILLY LIFE GROUP 48



ACTION TEAM 6



DAVIS MARKETING AGENCY 37



FAIRCLOTH MARKETING GROUP 5



PILCHER INSURANCE AGENCY 12



RUIZ GROUP 3



SPELLER GROUP 11



FINAL WISHES ADVISORS 2

CONGRATULATIONS TO THE TOP RECRUITERS!



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