

DECEMBER 2022

THE SCOOP

SURVIVING THE STORM

FINANCIAL LEGACY GROUP
ROB ELSBERRY

ROB

FINANCIAL
LEGACY GROUP



SURVIVING THE STORM

On the morning of September 27, Rob Elsberry woke up early to get ready to climb into a tree stand. He was on a long-anticipated hunting trip with his two boys, and they were feeling the adrenaline rush that comes with the hunt! But after talking with his wife, he was mindful of the incoming storm heading for his Florida home and decided to go ahead and pack things up early and make the trek home.

The very next day, Hurricane Ian made landfall and blew its fury through his front yard.

"I've got a little ranch and the entire thing was completely under water," Rob says. "There was so much damage including a brand new barn I built being completely destroyed and everything in it under four or five feet of water. Cattle were drowned. It was quite devastating to have to deal with. I've lived in Florida my whole life, and I've never had anything of this magnitude happen."

Imagine for a moment just about every tangible thing you ever worked for was gone. Imagine going to sleep and waking up to a flood so devastating, even

the cattle you owned had drowned during the night.

What would you do? How would you quickly jump into "rebuilding" mode if you didn't have immediate cash on hand?

How would you work to handle the hundreds of phone calls, contractor dealings, homeowners insurance back-and-forth communication, lodging costs and basic necessities that would be needed in addition to all the extra expenses of being suddenly uprooted? And all while having to continue working your full time job every day because.

Of course, you can't just quit working.

Rob shares, "Over the past few years, I've been hit with some serious challenges that have included: Back surgery. Hernia surgery. Ankle surgery. Covid."

Financial compensation earned from Senior Life completely covered the needs of Rob and his family during these trying times.

In the month of October 2022, Senior Life deposited over \$115,000 in Rob's bank account, all of which was overrides, paythroughs and renewals. This allowed Rob to rebuild all three homes on his property— a property that was purchased using renewals earned from Senior Life in the first place.

"If it wasn't for the hard work I had put in the previous five years, I don't know what I would have done to continue providing for my family, but because of the business I worked hard to build through Senior Life, I still have gotten paid every single day," Rob states. "I am just now getting back to work after not doing anything for eight weeks."

Rob is glad that he took the Senior Life opportunity seriously and worked very hard. This hard work is what provided for his family during one of the most difficult times that anyone could have ever experienced.

"If it wasn't for this business," Rob says, "it would not have been pretty at all."

Like Rob, hard work combined with Senior Life's opportunity offers agents like you a way to survive your storms.



I WANT TO PERSONALLY
WISH YOU A

Merry Christmas

AND HAPPY HOLIDAYS

- RON POWELL -
CEO & PRESIDENT



WIKOFF 2023 MIAMI

PLACE:



**HYATT
REGENCY®**

9801 International Drive
Orlando, FL 32819

DATE:

Wednesday

Sunday

4 - 8

JANUARY 2023



2023 KICKOFF MEETING ORLANDO FLORIDA



REGISTRATION IS NOW OPEN



ENGLISH



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PERSISTENCY

We often talk about “persistence” when evaluating how our business model is performing. At its core, persistence translates into assurance that coverage will be there to protect families in their time of need. For the agent seeking a life-changing opportunity, it is also about protecting their business to ensure its ability to provide for their families for many years to come. This is a critical concept in our industry that is often misunderstood or simply ignored.

WHAT IS PERSISTENCY?

Persistence is a measure of how a block of business performs over time in terms of issued annualized premium. It is a comparison of issued to active business at various intervals in the block’s life cycles, typically measured at 4th Month, 7th Month, 10th Month and 13th Month.

WHY IS PERSISTENCY IMPORTANT?

Persistence is at the heart of growth. Senior Life already offers agents one of the most effective platforms in the industry to earn not only a good living, but to achieve true financial independence through our lucrative contracts and advance commission program. And while these advance commissions generate significant short-term income, our renewal structure provides a path to long term wealth. This is where strong persistence comes into play. An agent seeking to change his or her life in a meaningful way must understand the importance of managing the book of business to secure its earning potential well beyond the first year.

HOW CAN YOU MAINTAIN STRONG PERSISTENCY?

There are a number of simple ways to effectively manage a book of business for long term success:

- 1. Follow-up with policyholders periodically.** Our process relies upon a strong relationship with our policyholders. Some agents complete an application and rarely have further contact with the policyholder. One of the most important services an agent can perform is periodic outreach to ensure coverage is in force when the family needs it most. A life insurance policy can’t help a family if it has lapsed.
- 2. Encourage policyholders to remain on bank draft.** The moment a policy is removed from automatic billing, the probability of the policy lapsing increases exponentially.
- 3. Follow-up on missed payments quickly.** A missed payment is the first step to business “falling off the books.” The most successful agents respond immediately to our missed payment emails by reaching out to the policyholders to encourage and facilitate make-up payments.
- 4. Assist in the reinstatement process.** Senior Life will automatically send reinstatement applications to the holders of lapsed policies. However, the policyholder may sometimes need a helping hand to complete the process. We are working to develop a new reinstatement system that streamlines this process. Be on the lookout for notification of our implementation date in the upcoming months.
- 5. Discourage replacement.** Replacement is rarely in the best interest of a policyholder, especially if they have immediate benefit coverage.

Senior Life Insurance Company has been built around two fundamental principles: we strive to help people and build leaders. This is who we are as a company. It is a big part of the reason we have experienced unprecedented growth over the last 5 years. Our focus is on the most important aspect of business development – people. Putting the suggestions above into practice will support our efforts to serve our policyholders and ensure continued growth and prosperity into the future.

MARKETING MATERIALS

Do you need social media posts? Do you need flyers for your seminars or events that you're hosting? We're excited to announce that we have a new, automated marketing materials system. Just submit an online form & your digital marketing materials will be emailed to you within minutes. Try it out today!

<https://seniorlifeagents.com/marketing-materials-ticketing-system/>

Request Digital Marketing Materials

Do you need customized digital marketing materials? Please choose from the options below to get started. If you would like to order printed marketing materials, please visit our store site by logging into your Agent Portal and clicking on the "Merchandise" tab.

Customer Materials

Lead Gen Flyers (with Headshot)	Lead Gen Flyers (without Headshot)
Senior Care Brochure PDF	Legacy-Bifold PDF*

Recruiting Materials

Recruiting Flyers (with Headshot)	Recruiting Flyers (without Headshot)
Seminars/Opportunity Meeting Flyers (with Headshot)	Seminars/Opportunity Meeting Flyers (w/o Headshot)
Virtual Meeting Post (with Image)	Social Media Posts: We're Hiring
Opportunity Brochure PDF	

Agency Materials

Weekly Top Producers Chart	Weekly Top Producer Post
Welcome Post - New Agents	SL Branded Agency Logo
Facebook Banner	



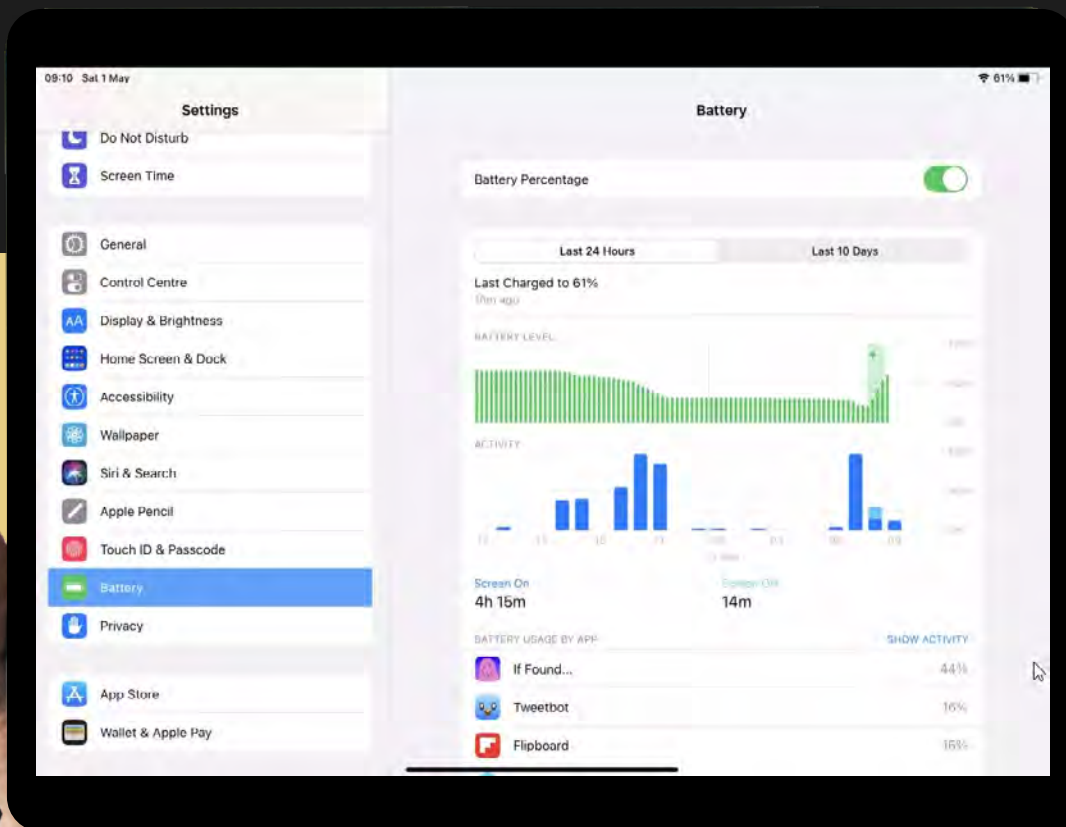
**SCAN
THE QR**

TECH TIPS

IPAD TIP

One of the best iPad tips around for those of you that are energy conscious is to discover the energy hogs on your iPad.

Use Settings > Battery to discover the health of your iPad's battery and which apps are doing the most draining: in the screenshot below a single game has accounted for 44% of battery usage in the last 24 hours. This app list can help you identify apps that may be too demanding, or apps that are running in the background that you didn't know about.



Legacy Assurance

ADVOCATING AND NEGOTIATING WHEN YOUR FAMILY NEEDS IT MOST

Throughout 2022 Legacy Assurance has served hundreds of families by advocating and negotiating for them and ultimately saving them thousands of dollars on their loved one's funeral services and funeral merchandise. As this record-breaking year closes, we are so thankful for the opportunity that has been provided to us to help so many families in their time of need. Because of you, as the representative, and the great benefits we offer, these families have been able to take advantage of the Legacy Assurance membership, which has allowed them to save a tremendous amount of money.

In 2022, funeral cost savings were \$500,000.00 through Legacy Assurance memberships!

We thank each one of you for your hard work and dedication to Legacy Assurance and as we head into 2023, remember that our service provides a profound value to your clients.

Merry Christmas and Happy New Year!

Catherine Conner

Director of Legacy Assurance

LEGACY
Assurance

Legacy Assurance exists to save families as much money as possible through personal negotiation with funeral homes and by offering discounted, high quality, funeral merchandise.

*Results may vary per claim | *Merchandise is sold in states where available | *Legacy Assurance and Senior Life are two separate and distinct entities. | *Legacy Assurance has the right to update pricing of merchandise at any time | *Legacy Assurance, LLC is not a preneed company and you must be a member of Legacy Assurance to have access to all the listed benefits. Senior Life Insurance Company, MeMD, Pedors, and Nations-Hearing are all separate companies of Legacy Assurance.

C O N G R A T S

MARCEA

\$32,619.48

#1 TOP
PRODUCER THIS MONTH

TOP PRODUCERS

1	MARCEA	\$ 32,619.48	26	PAULA	\$ 18,105.48	51	TRAVIS	\$ 15,280.32	76	CAROLYN	\$ 12,789.96
2	JAYSON	\$ 32,011.56	27	RODNEY	\$ 17,893.32	52	MICHELE	\$ 15,060.84	77	COLBY	\$ 12,783.12
3	ZENOBIA	\$ 30,485.64	28	ROBERTO	\$ 17,837.28	53	FRANCISCO	\$ 14,718.72	78	DONNIESHA	\$ 12,717.96
4	FRANCISCO	\$ 30,273.00	29	WILLIAM	\$ 17,776.44	54	BLAKE	\$ 14,698.44	79	STEVE	\$ 12,355.44
5	GARETH	\$ 29,550.60	30	ANTELMO	\$ 17,671.32	55	EMMANUEL	\$ 14,535.48	80	LESLIE	\$ 12,342.48
6	BIANCA	\$ 25,209.72	31	JOY	\$ 17,397.36	56	DEANNA	\$ 14,338.80	81	JONRIKA	\$ 12,245.40
7	RACHEL	\$ 24,852.12	32	JESUS	\$ 17,225.52	57	DEBBIE	\$ 14,159.76	82	BRENDA	\$ 12,190.20
8	SOLEDAD	\$ 24,418.80	33	DORIS	\$ 17,169.48	58	GAIYEAJAI	\$ 14,157.60	83	MICHAEL	\$ 12,039.00
9	JESSE	\$ 24,296.88	34	MICHAEL	\$ 17,096.16	59	TYLER	\$ 14,039.76	84	ZOE	\$ 11,952.30
10	SCOTT	\$ 24,200.52	35	CARLENE	\$ 17,087.16	60	WARREN	\$ 14,001.72	85	MARIA	\$ 11,939.64
11	MARCUS	\$ 23,297.76	36	BENJAMIN	\$ 17,068.19	61	KEVIN	\$ 13,977.48	86	ROGELIO	\$ 11,822.04
12	SHERALL	\$ 22,367.04	37	SHEILA	\$ 17,027.88	62	DUSTIN	\$ 13,933.44	87	ASHLEY	\$ 11,808.24
13	ADAM	\$ 21,695.34	38	EMMETT	\$ 17,027.04	63	RHIANNON	\$ 13,872.72	88	ALONZO	\$ 11,738.40
14	GISELA	\$ 21,535.56	39	ROY	\$ 17,022.60	64	MAURICE	\$ 13,751.16	89	ROBERT	\$ 11,699.16
15	DEAN	\$ 21,326.64	40	LARRY	\$ 16,975.68	65	JENNIFER	\$ 13,628.64	90	ANGELA	\$ 11,501.52
16	JO-ANN	\$ 21,304.56	41	NICARA	\$ 16,794.84	66	ALEJANDRO	\$ 13,587.96	91	NIEMAT	\$ 11,247.60
17	AARON	\$ 21,149.04	42	DEREK	\$ 16,618.92	67	ALBERT	\$ 13,579.32	92	VIRGINIA	\$ 11,149.08
18	LEONARD	\$ 21,054.84	43	ASHLEIGH	\$ 16,159.68	68	MARVIN	\$ 13,495.32	93	ZACHARY	\$ 11,148.36
19	RACHEL	\$ 20,669.52	44	DANA	\$ 16,120.32	69	SKYLER	\$ 13,359.72	94	ASHLEY	\$ 11,129.64
20	KATHLEEN	\$ 20,638.64	45	JARNEL	\$ 15,987.00	70	JERRY	\$ 13,171.92	95	VICENTE	\$ 11,125.08
21	LAURYN	\$ 20,334.72	46	DEVIN	\$ 15,941.64	71	JASON	\$ 13,132.08	96	OLMARIES	\$ 11,025.24
22	DAYREMIS	\$ 20,194.80	47	IRASEMA	\$ 15,817.38	72	KATIE	\$ 13,101.60	97	AMY	\$ 10,962.06
23	SCOTT	\$ 20,104.56	48	STEPHEN	\$ 15,807.48	73	KEITH	\$ 12,944.16	98	CARLOS	\$ 10,658.88
24	SHINGAI	\$ 19,652.64	49	TYRONE	\$ 15,687.00	74	YAIMA	\$ 12,940.08	99	MELVIN	\$ 10,604.40
25	PEARL	\$ 18,896.28	50	EDSON	\$ 15,401.64	75	ROBERT	\$ 12,921.00	100	GUILLERMO	\$ 10,503.54

TOP PRODUCERS

101	HUGO	\$ 10,503.36	126	TAHJ	\$ 9,000.24	151	GERARD	\$ 8,005.44	176	JANICE	\$ 6,683.40
102	JEFFERSON	\$ 10,473.72	127	HECTOR	\$ 8,962.20	152	TRINA	\$ 7,966.56	177	DESHAWN	\$ 6,673.92
103	CRYSTAL	\$ 10,465.08	128	JAYNA	\$ 8,924.40	153	ANDREW	\$ 7,813.68	178	EFRAIN	\$ 6,623.40
104	ROBERT	\$ 10,457.64	129	CHASITY	\$ 8,867.64	154	STEPHEN	\$ 7,774.32	179	IDOLFO	\$ 6,572.28
105	BRYAN	\$ 10,425.90	130	JUAN	\$ 8,855.16	155	SHAWNTRICE	\$ 7,701.96	180	SHAWNDA	\$ 6,469.44
106	JASMINE	\$ 10,360.80	131	ANDREANA	\$ 8,767.92	156	ELAINE	\$ 7,648.08	181	ANA	\$ 6,431.28
107	MYREON	\$ 10,299.48	132	INDIGO	\$ 8,762.76	157	FRANKLIN	\$ 7,629.84	182	TRENT	\$ 6,427.68
108	TAMMY	\$ 10,226.76	133	CHESTER	\$ 8,653.92	158	REBEKAH	\$ 7,598.16	183	ALVIN	\$ 6,415.92
109	ROBERT	\$ 10,212.60	134	ANGEL	\$ 8,533.59	159	JAMIL	\$ 7,513.92	184	KALEN	\$ 6,412.08
110	CHRISTOPHER	\$ 10,186.56	135	JASON	\$ 8,514.00	160	JACK	\$ 7,465.56	185	ANGELA	\$ 6,410.28
111	TARA	\$ 10,167.48	136	AVENANT	\$ 8,381.76	161	MARIA	\$ 7,402.68	186	YAMADA	\$ 6,396.84
112	ALEJANDRA	\$ 10,122.84	137	JOSE	\$ 8,380.80	162	THOMAS	\$ 7,303.08	187	MARISSA	\$ 6,378.36
113	MARIO	\$ 9,916.68	138	ISABEL	\$ 8,366.88	163	GILBERTO	\$ 7,277.10	188	PAITRA	\$ 6,371.76
114	YOLANDA	\$ 9,805.80	139	JIM	\$ 8,337.12	164	YENISSE	\$ 7,267.92	189	CYNTHIA	\$ 6,365.28
115	RODNEY	\$ 9,683.88	140	MICHAEL	\$ 8,319.12	165	JACOB	\$ 7,131.84	190	YVETTE	\$ 6,337.44
116	BERNARD	\$ 9,633.60	141	DIANA	\$ 8,305.68	166	VICKI	\$ 7,091.40	191	JEROME	\$ 6,302.46
117	LEONEL	\$ 9,558.60	142	CHRISTOPHER	\$ 8,285.40	167	JOE	\$ 7,041.36	192	SHANNON	\$ 6,299.88
118	KEVIN	\$ 9,555.60	143	MARIA	\$ 8,270.16	168	SHAWN	\$ 7,030.68	193	AUDREY	\$ 6,257.04
119	THEODORE	\$ 9,373.08	144	BENNETTA	\$ 8,163.36	169	LEXYS	\$ 6,976.08	194	STACI	\$ 6,229.68
120	MATTHEW	\$ 9,266.76	145	JARED	\$ 8,142.36	170	JOHN	\$ 6,969.12	195	KENNETH	\$ 6,165.84
121	PEDRO	\$ 9,253.20	146	TIMOTHY	\$ 8,131.80	171	JACQUILLA	\$ 6,954.12	196	JOSE	\$ 6,165.36
122	TODD	\$ 9,185.16	147	CARMEN	\$ 8,130.72	172	TODD	\$ 6,918.12	197	REYNOLD	\$ 6,164.88
123	GRANT	\$ 9,116.04	148	MAYRA	\$ 8,083.68	173	GILBERT	\$ 6,898.08	198	DEBORAH	\$ 6,161.08
124	JOSE	\$ 9,034.68	149	JILL	\$ 8,037.54	174	JADE	\$ 6,882.84	199	LANA	\$ 6,155.64
125	ANTOINETTE	\$ 9,019.80	150	CHRISTINA	\$ 8,018.64	175	JOSE	\$ 6,881.40	200	VICTOR	\$ 6,092.88

TOP PRODUCERS

201	RUAMA	\$ 6,088.80	226	TRAVIS	\$ 5,187.60	251	ANTHONY	\$ 4,646.40	276	HEATHER	\$ 4,257.48
202	PATRICIA	\$ 6,077.22	227	MICHELLE	\$ 5,165.52	252	GLADYS	\$ 4,568.16	277	JOSEPH	\$ 4,251.96
203	ZAKIYA	\$ 5,984.16	228	JOHN	\$ 5,088.84	253	JESSICA	\$ 4,540.68	278	CLINTON	\$ 4,192.80
204	AMANDA	\$ 5,979.48	229	HOPE	\$ 5,063.52	254	GWENDOLYN	\$ 4,498.32	279	DONNA	\$ 4,190.04
205	KAREN	\$ 5,959.86	230	STEVEN	\$ 5,062.44	255	DULCE	\$ 4,494.60	280	ADAM	\$ 4,130.52
206	HAROLD	\$ 5,949.84	231	GARY	\$ 5,042.28	256	BELINDA	\$ 4,489.62	281	BRANDY	\$ 4,130.28
207	ENEUSE	\$ 5,879.16	232	JASMINE	\$ 5,041.92	257	MARCUS	\$ 4,477.44	282	ERNEST	\$ 4,117.92
208	DAMIEN	\$ 5,872.32	233	BELINDA	\$ 5,011.08	258	LASHONDA	\$ 4,473.48	283	REYNA	\$ 4,086.84
209	YILIAM	\$ 5,786.52	234	VERONICA	\$ 4,931.40	259	BENJAMIN	\$ 4,450.08	284	MARIA	\$ 4,082.16
210	JEAN	\$ 5,766.24	235	MARVIN	\$ 4,929.48	260	KERRY	\$ 4,444.32	285	GREGORY	\$ 4,075.44
211	IVY	\$ 5,704.08	236	EDWIN	\$ 4,913.34	261	ELVIRA	\$ 4,434.48	286	CHRISTOPHER	\$ 4,073.52
212	ELIZABETH	\$ 5,699.28	237	LAWRENCE	\$ 4,865.16	262	BRUCE	\$ 4,428.48	287	YORMARY	\$ 4,060.08
213	PAIGE	\$ 5,554.08	238	ROBERT	\$ 4,853.04	263	ERIC	\$ 4,410.48	288	DEBORAH	\$ 4,017.24
214	FRANTZ	\$ 5,483.64	239	EVAN	\$ 4,845.60	264	BRIANNA	\$ 4,370.04	289	ANGELINA	\$ 4,013.28
215	RICK	\$ 5,437.44	240	BRIANA	\$ 4,843.08	265	ROBERT	\$ 4,365.48	290	ROBIN	\$ 4,002.24
216	TOMAS	\$ 5,430.72	241	JOHN	\$ 4,838.88	266	KYLE	\$ 4,357.92	291	BRENDA	\$ 3,982.80
217	KATRINA	\$ 5,415.72	242	JACQUELINE	\$ 4,837.92	267	SAMUEL	\$ 4,356.72	292	MARIA	\$ 3,981.24
218	EISENHOWER	\$ 5,393.52	243	JAVIER	\$ 4,826.88	268	DOMINIQUE	\$ 4,342.32	293	SELENA	\$ 3,980.88
219	RICHARD	\$ 5,388.12	244	VINCENT	\$ 4,815.00	269	BETZABETH	\$ 4,318.80	294	ROBERT	\$ 3,971.88
220	BENITA	\$ 5,368.32	245	ADRIANA	\$ 4,805.40	270	RONALD	\$ 4,317.24	295	JAIME	\$ 3,959.52
221	MARIA	\$ 5,357.40	246	OMAR	\$ 4,774.92	271	TERI	\$ 4,301.52	296	RODNEY	\$ 3,950.52
222	SILVESTRE	\$ 5,326.32	247	MONICA	\$ 4,771.08	272	TODD	\$ 4,291.92	297	PAMELA	\$ 3,932.88
223	ELISHA	\$ 5,322.60	248	FRANCES	\$ 4,759.20	273	SHAWN	\$ 4,273.20	298	CRISTINA	\$ 3,907.30
224	LONDON	\$ 5,256.24	249	TONYA	\$ 4,729.08	274	CALEB	\$ 4,266.60	299	ALEXANDRIA	\$ 3,900.60
225	LEWIS	\$ 5,216.28	250	GENNY	\$ 4,665.24	275	PATRICIA	\$ 4,258.80	300	DEIRDRE	\$ 3,895.92

TOP PRODUCERS

301	MISTY	\$ 3,894.36	326	LOURDES	\$ 3,554.28	351	RAQUEL	\$ 3,285.72	376	TERIKO	\$ 3,100.32
302	SONYA	\$ 3,886.80	327	LEVI	\$ 3,551.76	352	KEVIN	\$ 3,282.00	377	JOHN	\$ 3,099.12
303	TINA	\$ 3,884.40	328	MAXO	\$ 3,550.08	353	SABRINA	\$ 3,281.40	378	TINA	\$ 3,079.08
304	DEDRA	\$ 3,837.36	329	JAMES	\$ 3,549.72	354	CHRISTOPHER	\$ 3,278.16	379	KEITH	\$ 3,072.24
305	LAKESHIA	\$ 3,837.00	330	NATALIE	\$ 3,536.28	355	COURTNEY	\$ 3,262.44	380	DANILO	\$ 3,064.44
306	VICTOR	\$ 3,827.64	331	ROGERS	\$ 3,535.80	356	DENICE	\$ 3,242.28	381	DAVID	\$ 3,054.60
307	MICHELE	3,811.32	332	LAURIE	\$ 3,534.00	357	CHAD	\$ 3,225.48	382	AARON	\$ 3,048.72
308	BONNIE	\$ 3,764.64	333	KENNETH	\$ 3,517.80	358	MOENETRESS	\$ 3,222.36	383	TIMOTHY	\$ 3,038.04
309	BRANDO	\$ 3,746.40	334	TODD	\$ 3,509.28	359	ANGELA	\$ 3,213.24	384	RUBIDIA	\$ 3,035.88
310	KIMBERLY	\$ 3,738.60	335	DEMETRIUS	\$ 3,497.76	360	KEELY	\$ 3,211.08	385	JULIO	\$ 3,024.48
311	KYLA	\$ 3,684.24	336	LANCE	\$ 3,489.12	361	ALICE	\$ 3,207.24	386	SHERI	\$ 3,020.64
312	NORBERTO	\$ 3,679.56	337	STEPHANIE	\$ 3,475.44	362	ARUN	\$ 3,201.12	387	MARION	\$ 3,014.52
313	DALE	\$ 3,651.36	338	KRISTAN	\$ 3,467.88	363	ARACELY	\$ 3,195.36	388	JANICE	\$ 3,014.28
314	JOANN	\$ 3,638.04	339	CAROLYN	\$ 3,456.72	364	ROSELYN	\$ 3,192.00	389	ROY	\$ 3,007.20
315	CARLA	\$ 3,634.38	340	LAKESHIA	\$ 3,446.16	365	GLENN	\$ 3,190.92	390	ALFREDA	\$ 3,005.76
316	RYAN	\$ 3,631.92	341	CAROL	\$ 3,445.32	366	AURA	\$ 3,187.20	391	WENDY	\$ 3,002.82
317	RHONDA	\$ 3,626.88	342	MARIA	\$ 3,416.28	367	ALANA	\$ 3,183.48	392	SHAUN	\$ 2,972.40
318	TAMEIKA	\$ 3,624.00	343	VALERIE	\$ 3,410.52	368	AMBER	\$ 3,172.56	393	CHARNETTA	\$ 2,964.24
319	PATRICIA	\$ 3,616.80	344	TASHEBA	\$ 3,403.44	369	BRENDA	\$ 3,156.12	394	ALEXIS	\$ 2,960.76
320	RONICA	\$ 3,611.16	345	WILLIE	\$ 3,398.76	370	HOLLIS	\$ 3,145.92	395	TAFFY	\$ 2,950.92
321	MARK	\$ 3,594.84	346	MARIA	\$ 3,382.68	371	VALENTE	\$ 3,141.72	396	JACOB	\$ 2,949.12
322	LEOLA	\$ 3,593.64	347	AMANDA	\$ 3,375.12	372	MICHAEL	\$ 3,130.56	397	SHARA	\$ 2,946.12
323	JOSE	\$ 3,592.92	348	MICHELLE	\$ 3,347.40	373	GILBERTO	\$ 3,129.96	398	VANESSA	\$ 2,936.52
324	JOSEPHINE	\$ 3,589.32	349	CHRISTIN	\$ 3,336.96	374	VIRGINIA	\$ 3,123.12	399	JULIE	\$ 2,902.20
325	LUCINDA	\$ 3,559.92	350	TONY	\$ 3,336.24	375	FLOR	\$ 3,115.32	400	ZOILA	\$ 2,894.40

TOP PRODUCERS

401	YOSKUA	\$ 2,869.08	426	CHARNETTA	\$ 2,655.84	451	FRANK	\$ 2,445.72	476	DEBRA	\$ 2,280.18
402	PANTHNA	\$ 2,861.16	427	NAIM	\$ 2,650.20	452	JAIMIE	2,444.76	477	ANNE	\$ 2,278.56
403	RAQUEL	\$ 2,858.64	428	AARON	\$ 2,633.88	453	TATIANA	\$ 2,443.38	478	GENEVIEVE	\$ 2,278.08
404	EBONY	\$ 2,855.64	429	BRIAN	\$ 2,616.72	454	MARK	\$ 2,427.36	479	NOAH	\$ 2,270.28
405	MIGUEL	\$ 2,853.72	430	ANGELICA	\$ 2,614.80	455	SHANE	\$ 2,426.52	480	TODD	\$ 2,253.96
406	MIAMI	\$ 2,850.72	431	KEENAN	\$ 2,613.48	456	GENEVIEVE	\$ 2,425.92	481	MARTIN	\$ 2,252.52
407	JOHN	\$ 2,815.92	432	ANDREW	\$ 2,611.20	457	IAN	\$ 2,424.24	482	IRACEMA	\$ 2,246.64
408	CLAUDE	\$ 2,815.56	433	FAITH	\$ 2,591.40	458	KARLA	\$ 2,422.44	483	DARYL	\$ 2,245.68
409	KIMMILY	\$ 2,811.00	434	MARCELA	\$ 2,582.76	459	MONTRIA	\$ 2,419.56	484	JOEY	\$ 2,244.00
410	KELLY	\$ 2,802.96	435	CHERNEEKA	\$ 2,577.24	460	AMY	\$ 2,417.04	485	SAIDA	\$ 2,241.60
411	CARLOS	\$ 2,797.20	436	RICHARD	\$ 2,553.36	461	ELZEN	\$ 2,414.28	486	JASMINE	\$ 2,235.72
412	PERVIS	\$ 2,779.92	437	STEPHANIE	\$ 2,531.76	462	RODNEY	\$ 2,405.16	487	MONICA	\$ 2,223.60
413	ALMA	\$ 2,770.20	438	TYSON	\$ 2,531.16	463	ASHLEY	\$ 2,399.40	488	LASHELLE	\$ 2,210.40
414	VIVIAN	\$ 2,758.20	439	PEARLENE	\$ 2,501.88	464	SABRINA	\$ 2,395.20	489	CHRISTINA	\$ 2,199.36
415	VANESSA	\$ 2,753.28	440	SHERRITA	\$ 2,488.68	465	EVANGELINE.	\$ 2,390.40	490	DANIELLE	\$ 2,196.60
416	SIMON	\$ 2,750.28	441	MARK	\$ 2,484.48	466	PATRICIA	\$ 2,382.24	491	SHARON	\$ 2,192.16
417	DEVIN	\$ 2,744.40	442	KAREN	\$ 2,478.60	467	JORGE	\$ 2,376.00	492	QUENITA	\$ 2,189.88
418	ROSARIO	\$ 2,742.48	443	BREEA	\$ 2,478.60	468	HOPE	\$ 2,372.28	493	DANIEL	\$ 2,185.92
419	KARON	\$ 2,738.16	444	YVONNIE	\$ 2,476.44	469	CHRIS	\$ 2,361.72	494	DARVI	\$ 2,184.84
420	JEFFERY	\$ 2,733.72	445	STERLING	\$ 2,473.44	470	EUNICE	\$ 2,337.60	495	JUANITA	\$ 2,181.24
421	SAVANNAH	\$ 2,689.68	446	JOEL	\$ 2,466.12	471	JOEL	\$ 2,331.12	496	EMMA	\$ 2,180.52
422	JUAN	\$ 2,686.98	447	LINDA	\$ 2,457.60	472	MERLINDA	\$ 2,313.83	497	GRADY	\$ 2,174.88
423	VINCENZO	\$ 2,675.28	448	CAROLIM	\$ 2,450.76	473	CAROLYN	\$ 2,302.20	498	LIZA	\$ 2,163.36
424	DEVONTRELL	\$ 2,667.00	449	ANGEL	\$ 2,449.44	474	CRYSTAL	\$ 2,287.32	499	TREY	\$ 2,151.84
425	JULIEANN	\$ 2,663.88	450	CLIFFOUS	\$ 2,449.08	475	LATASHA	\$ 2,282.04	500	STEVEN	\$ 2,141.76

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

01



\$1,339,475.34
THE BLAKE GROUP

02



\$957,522.08
FINANCIAL LEGACY GROUP

03



\$772,144.88
CONSOLIDATED PLANNING

04



\$714,501.36
THE PRICE GROUP

05



\$467,616.70
LATINOS UNIDOS

06



\$381,008.76
REILLY LIFE GROUP

07



\$378,601.66
THE LEGACY LIFE INSURANCE GROUP

08



\$278,556.70
THE TURNWALD GROUP

09



\$267,204.51
THE COOK GROUP

10



\$259,174.56
TEMPERATE LEGACY GROUP

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

11



\$ 209,816.04
POWERHOUSE

12



\$209,816.04
THE ADAMS
GROUP AGENCY

13



\$181,292.16
THE MVP INSURANCE
GROUP LLC

14



\$177,489.08
DAVIS INSURANCE

15



\$159,315.32
FRIAS INSURANCE
GROUP

16



\$152,429.88
GOLDEN LIFE
INSURANCE

17



\$139,340.58
NATIONAL INSURANCE
MARKETING GROUP

18



\$137,902.08
AGENTS
RESOURCE GROUP

19



\$133,519.98
THE FLEMING
GROUP

20



\$131,373.36
SPELLER INSURANCE
GROUP

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

21



\$130,096.50
**YOUR FUTURE
ADVISORY GROUP**

22



\$130,044.36
**THE SENIOR
BENEFITS GROUP**

23



\$128,702.64
**THE MANSWELL-
SPELLER GROUP**

24



\$128,665.68
**BARNES NAPIER
GROUP**

25



\$127,754.16
**PILCHER INSURANCE
AGENCY**

26



\$109,419.62
**FAIRCLOTH
MARKETING GROUP**

27



\$108,450.12
**WHITE INSURANCE
GROUP**

28



\$106,215.22
**WORLD CLASS
AGENCY**

29



\$96,585.60
**BUCHANAN
INSURANCE GROUP**

30



\$94,591.20
**THE ADAMS
GROUP**

TOP AGENCIES

31	THE VISION GROUP	\$ 90,596.40	66	THE ARANTE GROUP	\$ 39,375.48
32	THE DE POOL GROUP	\$ 87,224.64	67	THE ALVAREZ GROUP	\$ 38,758.56
33	THE BERLIN GROUP	\$ 84,277.98	68	THE GOMEZ GROUP	\$ 37,499.70
34	THE OWENS GROUP	\$ 83,547.72	69	FIRST PRESTIGE INSURANCE GROUP	\$ 37,292.88
35	EVANS INSURANCE AGENCY	\$ 79,305.24	70	THE HINTON TEAM	\$ 36,325.68
36	THE MCCALLUM GROUP	\$ 77,746.43	71	THE SIMON GROUP	\$ 36,132.36
37	THE ABDULLAH GROUP	\$ 74,399.76	72	THE COBB GROUP	\$ 35,963.16
38	THE DEVORE GROUP	\$ 73,152.48	73	THE ADAMS GROUP	\$ 35,808.84
39	THE HUNTER GROUP	\$ 70,367.88	74	THE BAKER GROUP	\$ 34,694.16
40	THE CORMIER GROUP	\$ 68,725.92	75	THE GOMEZ GROUP	\$ 34,399.08
41	THE CONNELL GROUP	\$ 68,299.80	76	THE MARDINI GROUP	\$ 33,853.02
42	THE MCNAIR GROUP	\$ 64,953.72	77	THE MILLER GROUP	\$ 33,589.08
43	THE TAYLOR GROUP	\$ 64,713.60	78	THE COOK GROUP	\$ 33,503.67
44	THE RIOS GROUP	\$ 62,028.30	79	THE WRIGHT GROUP	\$ 32,355.84
45	THE RUIZ SR GROUP	\$ 59,658.72	80	THE COHEN GROUP	\$ 32,011.56
46	THE JOHNSON GROUP	\$ 54,368.27	81	THE BOATWRIGHT GROUP	\$ 30,904.92
47	THE COOPER GROUP	\$ 52,182.35	82	THE CAREY GROUP	\$ 30,411.48
48	THE GURIRA GROUP	\$ 51,273.48	83	THE SILVA GROUP	\$ 30,389.52
49	THE ACTION TEAM	\$ 49,376.88	84	THE MUELLER GROUP	\$ 30,266.88
50	THE ARISTILDE GROUP	\$ 49,277.16	85	SUPERIOR FE	\$ 30,226.44
51	THE ANDERSON GROUP	\$ 48,092.48	86	THE RIERA GROUP	\$ 29,817.48
52	ADVANCED INSURANCE GROUP	\$ 47,905.32	87	THE ROBINSON GROUP	\$ 29,747.40
53	ACE INSURANCE	\$ 46,705.56	88	THE RUIZ JR GROUP	\$ 29,385.72
54	THE MCGRAW GROUP	\$ 46,466.90	89	THE JONES GROUP	\$ 29,269.32
55	THE LANIER GROUP	\$ 45,999.02	90	THE TURNWALD GROUP	\$ 28,067.76
56	THE CHAGNON GROUP	\$ 45,551.52	91	THE ROBERTS GROUP	\$ 27,571.47
57	THE ABDULLAH GROUP	\$ 45,234.72	92	THE HALL GROUP	\$ 27,132.00
58	FINAL WISHES ADVISORS	\$ 43,919.04	93	THE DUNHAM GROUP	\$ 26,976.02
59	THE JOHNSON GROUP	\$ 43,546.66	94	THE ALLEN DAVE GROUP	\$ 26,803.44
60	THE MICKENS GROUP	\$ 43,189.32	95	THE WINGFIELD GROUP	\$ 26,557.08
61	THE AVILA GROUP	\$ 43,152.12	96	THE PORRATA GROUP	\$ 26,426.88
62	THE NIBBS GROUP	\$ 43,056.22	97	THE CANYOCK GROUP	\$ 25,547.40
63	THE DELACRUZ GROUP	\$ 41,634.00	98	THE DREAM TEAM	\$ 24,950.28
64	THE SANDERS JR GROUP	\$ 41,193.00	99	THE PHILLIPS GROUP	\$ 24,847.86
65	THE MCCARY GROUP	\$ 39,375.48	100	THE MARQUEZ MALDONADO GROUP	\$ 23,917.08

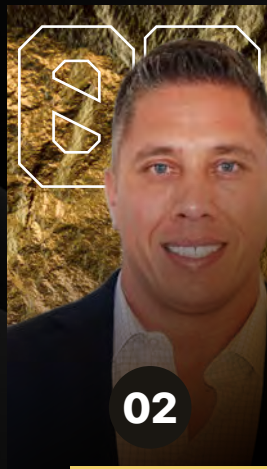
TOP 10 RECRUITERS

TOP RECRUITERS OF THE MONTH




01

**THE BLAKE
GROUP**




02

**THE PRICE
GROUP**




03

**FINANCIAL
LEGACY GROUP**




04

**LATINOS
UNIDOS**



05

**CONSOLIDATED
PLANNING**




06

**DAVIS
INSURANCE**




07

**THE LEGACY LIFE
INSURANCE GROUP**



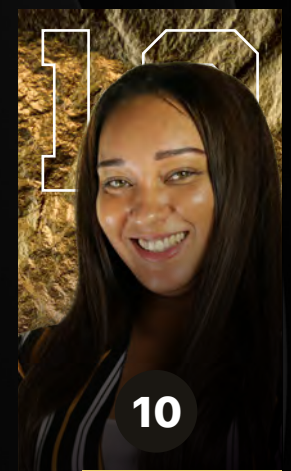
08

**REILLY LIFE
GROUP**



09

**THE WHITE
GROUP**



10

**BARNES NAPIER
GROUP**