

THE SCOOP

February 2021



RODRICK M.

Start Fast

It is officially 2021. Despite all of the challenges that we faced in 2020, I'm proud to say that Senior Life Insurance Company finished with a 32% increase in production compared to 2019. It was our best year in company history! A big thank you to all of our agents, employees, and policy holders.

As we turn our attention to 2021, it is important to get re-focused on our goals and to get back to the basic fundamentals of our business: recruiting, production, and relationships. Every sports team that I was ever on, when the season ended and we started to look to building the next years' team, one thing remained the same, we went back to the basics. I remember hearing an example from legendary Coach, John Wooden. Each year, on the first day of basketball practice, he taught his players how to properly tie their shoes. It didn't matter if you were a freshman or a senior, everyone learned how to do this on day 1. I believe that the reason behind this is that it's important to build everything on a strong foundation. I'm sure there were players that questioned this method, but the results of winning 10 national championships in a 12-year period indicate that he was doing something right.

The question that I'd ask each of you is as we turn our attention to 2021, what is the foundation that you are building your business on? Sometimes, the holiday season can cause us to break the habits that we work so hard to create. Make sure that this doesn't happen to you. A good way to do this is by going back to the basics. The basic principles of success for our business have not changed in our 30-year period.

20 leads

15 presentations

Mon – Wed: Personal production

Thurs: Help an agent

Fri – Sat: Recruit

This is no different than learning how to tie your shoes on day 1. If we can't get this right, it will be hard to win any championships. There are a lot of people right now looking at Senior Life. We have the most aggressive compensation plan at 150% first year commission and it is truly a level playing field. There has never been a better time to be part of Senior Life. January was our best January in the history of the company and it was our best recruiting month in company history! Let's continue to come out of the gates on fire and share this opportunity with as many people as we can. There are people starving for an opportunity like what we have. Licensed or not, let's find great people and teach them how to be successful with Senior Life. I am extremely excited about 2021 as I know this is the year of The Takeover!

All the best,



Robert Shiver, Executive Vice President
Senior Life Insurance Company





NEVER GIVE UP

Rodrick M. has been with Senior Life Insurance Company for almost 7 years, and his journey wasn't always filled with the success that he's worked so hard to achieve. He shares that even though it took him a while to end up where he needed to be, he got there in the end. He says, "I've been an insurance agent since 1998. I had been introduced to final expense through another company, but I just never had any success over there. But I don't blame that company, I always put all the blame on myself. I just wasn't ready to comply with any type of system. I wanted to be successful doing it my way, and that didn't work out for me. I had a lot of ups and downs and almost got out of the insurance business. I was considering not renewing my license around 2012, because I just didn't have the funds to do so. But thank God I was able to renew my license. Not long after that, Lewis B. started reaching out to me. He kept trying to get me on the conference calls to take a look at what he was doing. After about 5 or 6 months, I responded to him. It was in November of 2013. He sent me a text message and I responded, 'Lewis, what's up?' And he said, 'Listen to the call, bruh.' Which indicated that he had been reaching out to me for a while,



and I was ignoring him. I don't even think I got on then, but I did eventually get on and I did eventually get started and I got contracted with Senior Life."

Rodrick M. expresses that he had a rocky start and had to learn to get out of his own way. He

shares, “I had run out of options and doing it my way had gotten me into the position I was in financially, not being able to earn enough money and not being able to take care of my children the way I wanted to. So, I knew I needed to do something different, and it needed to be extreme. It needed to be totally different than what I was used to doing, and that was doing things my way. Now when I got licensed appointed with Senior Life, I didn’t really get started. I probably got my license terminated, you know they send out the letter when you don’t do any production, I probably received 3 or 4 of those before I said, ‘I’m not going to get another one of these termination letters for lack of production. I will not get another letter like this.’ And I didn’t get another one.” Rodrick M. shares that he needed someone to motivate and mentor him. He says, “Just being around a system like what consolidated planning has means a lot. It makes you accountable and also, it commits to you, and that’s what I needed. I needed someone to tell me that they were going to help me. And that’s what Lewis B. told me. He said that there’s a lot of money to be made in this business and he told me, ‘Rod, I believe you can do it if you want to, and more importantly, I’m going to help you.’ At that time, I was at a low point. I knew I had it in me, but I needed a coach to bring it out of me. And I just found in Lewis B., the person that I was willing to allow myself to be mentored by. And things started to turn around. I believe that when you’re ready,



not only will the teacher appear to help you, but things will get out of your way. Things that were obstacles won’t be obstacles anymore. Things or people that were a hinderance will become a help. I think it’s you getting ready that makes the difference. That was a turning point. Being around consolidated planning, and being around that winning atmosphere, it started to help me turn things around and start believing that I could do it again. I can do this. I will do this.”

Lewis B. has been a big part of the success that Rodrick M. has had. He says, “Lewis B. helps you to bring out the best in yourself. He wants to win, but what I admire about him is that he wants you to win too. He has this thing where he doesn’t want to be rich by himself because it’s no fun. He would always tell me about the money he was making, and then he would ask me, ‘How much money did you make?’ We always check numbers at the end of the month, and he would usually say things like, ‘Senior Life is doing well as a company, Consolidated planning is doing well as an agency. How’s MVP doing,

“I wanted to quit a lot, but I knew that would take me back to where I didn’t want to go.”



AMANDA M. & RODRICK M.

Rod?’ And I would just sit there because I didn’t have a response. Everything doesn’t demand an answer, but it was just something for me to think about. I need to make sure MVP is doing well. So, here I have an individual that I was with in the beginning when he came over to Senior Life. When he came over to Senior life, leaving that other company, his income disappeared. So, I had the pleasure of watching him go from zero to 1.3 million dollars in production. I got to watch that whole journey. And while watching that journey, he told me, ‘Don’t watch me go and become a millionaire and then a billionaire before you get serious and start making money.’ It was just the type of motivation that I needed to have. He never sugarcoated the fact that you’ve got to work hard. You’ve got to work harder than you’ve ever worked before. You’ve got to do something different, is what he always advocated to me. ‘Do what I’m asking you to do, it works. It’s a proven system, you’ve got to do it. Yes, it’s going to be difficult, but you’ve got to get on the journey.’ Lewis B. shares, “He is a very loyal, dedicated soldier. He’s always trying to help as many folks as he can to make a strong income in this industry. He truly cares about his agent partners.”

Even though Rodrick M. had a tough journey, he shares that he was hardworking and motivated to reach his goals. “I wanted to quit a lot, but I knew that would take me back to where I didn’t want to go. I knew I had to stay focused, and I had to stay on the course. In 2018, I went to a Senior Life event where Inky Johnson spoke. He talked about remembering the mood or the moment. And remembering how you felt when you said you were going to do differently, and you were going to do better. When you weren’t going to go back to who you used to be, and you were going to stay on the journey. But he said that when you leave that place and you’re not in front of that speaker that’s talking, you’ve got to be able to remember that feeling you had so that feeling can keep you energized to stay focused on accomplishing your goals. So, I decided I wasn’t going to look back. It wasn’t instant, it took time, and I had to get out of my own way. I had to really learn to trust Lewis, and really learn to trust the system. I had to decide that I was going to work hard, and by doing that, things happened. It put me on the course to start growing. I started seeing my income increase, and it built my confidence.”

Now that Rodrick M. has become successful in his own journey, he strives to help others achieve the same thing. He shares, “One of my motivations is being able to see other people achieve their goals. I pride myself in wanting to be able to say that I helped a lot of people gain financial freedom. I helped a lot of people change their lives financially for the better. That is the best feeling you can get when you hear people say, ‘I made x amount of dollars’ and you can hear the enthusiasm in their voice or see the smile on their face. It’s a feeling that’s better than anything anyone else can give you, when you can see that you’re helping someone else. It’s really hard to describe the feeling that I get from doing that. So, it wakes me up early in the morning, and it keeps me up all day, wanting to get to the next level and helping other people

get there too. It's a great feeling." Rodrick M. states that recruiting is also very crucial to your agency's success. He says, "Recruiting is the bloodline in final expense. You want to sign the next superstar. You want to find the next person that's looking. And the great thing about this business is that anyone can do it. It doesn't matter what they're currently doing, it doesn't matter what success levels they might have had. They can get into this system here if they listen and just follow what's being asked of them, and they can have a lot of success. And the way that this business grows is by recruiting and building an agency. You know, this is not a system where it's all about you. It's all about helping other people. And if you can help other people win, in this type of system, you'll always win. I like it because it keeps you hungry, it keeps you looking for more people to help because that keeps you winning. Almost like a football team. You want to keep recruiting the Tom Brady's. You want to keep finding the great of the greats, and they're out there."

Rodrick M. Shares his goals for the future, "We want to keep building this agency, and I want to help create one hundred six figure earners in final expense. I want to build a massive agency, and I know we've got the system in place to do that. We just have to keep doing two things: Hiring agents and helping more

"I had to decide that I was going to work hard, and by doing that, things happened."

people with final expense. Those two things will allow us to get to where we need to be. I want to see the agents that I'm in business with become the best at wherever they want to be. I want to help them achieve their goals. I want to push the MVP Group to the next level. And by doing so, I'm going to help push Consolidated Planning to the next level, and by doing that we're going to help Senior Life reach higher heights. So those things are high on my level of things to obtain. That's the mindset, that's the motivation, that's the theme. The theme is always to double here at the MVP Group, and I get that from my mentor. He always talks about doubling."

Along with helping him further his career, Lewis B. introduced Rodrick M. to his wife, Amanda M. He says, "I love being in the same business as my wife. You get to be with your spouse. You get to be partners, friends, and business partners. You just have to work on developing a balance where you don't neglect the emotional ties that are necessary to keep an intimate relationship thriving. But I love it, we can work together and become millionaires, and we can help shape others' lives to help them become millionaires. So, it's a great position to be in." Rodrick M. shares how thankful he is for the people around him who have helped and supported him throughout his journey. He says, "I'm extremely appreciative of those that have helped me, like my mom and my family. They've always been in my corner. My children are a great inspiration to me, and I just want to be a great example for them. I want to be someone that my family can look up to and admire, and be proud to say that I'm their dad, or I'm their son, I'm their spouse, I'm their friend. I just want to make people proud. If I do that, I feel that I will have accomplished something. I don't want to leave this earth without making some great accomplishments and achievements that can impact other peoples' lives. That's what I'm single-minded focused on." ©



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-Rodrick M.



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THE SINGLE MOST
AGGRESSIVE
COMPENSATION
PLAN IN AMERICA

150%
COMMISSION



THIS COMMISSION ADVANCEMENT SCHEDULE IS FOR ALL ACTIVE SENIOR LIFE INSURANCE COMPANY AGENTS. ALL NEW AGENTS/PARTNERS WILL START ON A 90 PERCENT CONTRACT UNLESS THE AGENT/PARTNER CAN PROVIDE PRODUCTION REPORTS THAT PROVE PRODUCTION IN WHICH CAN ADVANCE THE AGENT'S STARTING COMMISSION. SENIOR LIFE INSURANCE COMPANY RESERVES THE RIGHT TO CHANGE THIS COMMISSION SCHEDULE AT ANY TIME.

COMMISSION PROMOTIONAL GUIDELINE



LEGACY AssuranceSM

Dear Representatives,

As we continue to grow, we would like to take a moment to send out a few reminders to make Legacy Assurance the best it can be for our members.

- **The Legacy Assurance membership includes the Main Member and up to four additional household members.**
 - We do ask that the additional household members reside at the same address as the main member.
- **The Membership is \$4.00 per month, please make sure to not enroll the members multiple times or enroll yourself. As an active Senior Life agent, you have a free membership.**
 - This will cause the member to be charged multiple times due to duplicate accounts.
- **If the member would like to add their additional household members to their membership after the application has been submitted they can always go online at www.legacy-assurance.com.**
 - Instructions on how to add household members:
 - www.legacy-assurance.com
 - Click on "Already A Member"
 - Add Household Members
 - Form will appear and they can fill in the designated fields
 - or they can always call in at 855-548-2721
- **Legacy Assurance and Senior Life are two separate and distinct entities.**
 - Any correction updates or cancellations to the policy do not affect the Legacy Assurance Membership.
 - We must be notified as well by the client and/or representative.
- **Please encourage the member to visit our website www.legacy-assurance.com. There is very good information on our site that will explain the benefits and allow our members to add their Final Wishes, add Household Members, and inform us of whom will oversee their final arrangements.**
- **The website will also allow the member to register for their MeMD Telehealth account. This must be done before they use MeMD Telehealth.**
 - Instructions on how to register for MeMD Telehealth
 - Already A Member
 - Telehealth Portal: MeMD
 - The member will have to use their member id number that is provided to them when they receive the member guide.
 - Format of the Member Number that will be used
 - 0000002000123456
 - Active Email must be used to receive their activation email
- **An activation email will be sent directly to the email address provided. This will allow the member to set a password for their MeMD Portal.**
 - Telehealth visits are \$48.00

Thank you,
Catherine Conner
Director

CONGRATULATIONS!
FEBRUARY
PROMOTIONS!

VICE PRESIDENT

Dana B.

NATIONAL SALES DIRECTOR

Bianca M.
Jen C.
Andrew D.

Joshua M.
Zoe G.
Nicholas S.

Nicole M.
Marcea M.
Naim A.

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Eddie D.
Yvette D.
Matthew C.
Danielle G.
Katie C.
Amber I.
Saida M.
Carmen R.
Alexandro R.
Eddie B.
Kathleen M.
Jose M.
Dana M.
Michele B.
Deshanda M.
Luis O.
Adrian N.
Ralph P.

David D.
Courtney J.
Dayremis S.
Morgann T.
Amanda C.
Deanna L.
Mara K.
Valerie M.
Jeanne Y.
Askin B.
Kristi S.
Eliecer M.
Adam M.
Elizabeth M.
Dawn B.
Ronald D.
Celimar E.
Sonya P.
Valerie Z.
Ashley C.

Derrick A.
Brandie R.
Shane V.
Ebony B.
Jesus G.
Thomas M.
Antoine W.
Janice W.
Gilbert M.
Brandy M.
Rhonda D.
Efrain H.
Henry S.
Kamisha B.
Bernard W.
Tina M.
Yulanda M.
Ingrid P.

"I'm very grateful to have received a promotion with Senior Life Insurance Company. I had been writing my goals and the contract that I wanted to be at for the past 6 months then all of a sudden we went to standardized contracts and I got more than I imagined for! I am very grateful to now be a National Sales Director and I couldn't have done it without all the leadership and mentorship and the help of my partner Jennifer C!" -*Bianca M.*



CONGRATULATIONS!
#1 Nicole M.
TOP 500 PRODUCERS

2	JOSHUA M.	26	JONRIKA N.	50	JAMES J.	74	DAYREMIS S.	98	EFRAIN H.
3	NICHOLAS S.	27	CAROLYN B.	51	ALEXANDRO R.	75	ABDEL A.	99	ARNOLD J.
4	LORENZO S.	28	SHINGAI G.	52	LUIS O.	76	RUBY B.	100	ALVIN H.
5	VON W.	29	JARNEL C.	53	SHANTA B.	77	SERGIO S.	101	CEDRIC M.
6	MARCEA M.	30	JONATHAN T.	54	MICHELE B.	78	COURTNEY J.	102	ANGEL R.
7	DANA B.	31	JUAN M.	55	DAVID D.	79	TRISHA W.	103	BRYAN A.
8	ZOE G.	32	AMBER I.	56	ADRIAN N.	80	BERNARD B.	104	MARC D.
9	CHRISTOPHER S.	33	LEONARDO G.	57	KATHLEEN M.	81	CHARLIE H.	105	BRANDIE R.
10	DORIS G.	34	JESSE S.	58	THERESE R.	82	TARA S.	106	DEBORAH H.
11	BIANCA M.	35	JO-ANN R.	59	JOSE M.	83	JOSE P.	107	ARMONDO S.
12	RODNEY W.	36	JAVIER R.	60	HECTOR M.	84	MORGANN T.	108	CELIMAR E.
13	ANDREW D.	37	DEAN B.	61	TOMAS M.	85	SAIDA C.	109	RHONDA D.
14	JENNIFER C.	38	MARIO C.	62	BRANDY M.	86	AMANDA C.	110	MARA K.
15	JERRY Y.	39	ROSALBA P.	63	CARMEN G.	87	NATHAN P.	111	VALERIE M.
16	BECKY D.	40	LANCE R.	64	SA F.	88	DEANNA L.	112	KATHY L.
17	BRET C.	41	CARMEN R.	65	STEVEN G.	89	NIEMAT I.	113	RODERICK B.
18	EDDIE D.	42	JASON C.	66	ASHLEY C.	90	ALAN A.	114	GARY W.
19	MATTHEW C.	43	LEONEL A.	67	RODNEY J.	91	PAMELA F.	115	RONALD D.
20	SHAWNTRICE W.	44	JOSHUA J.	68	MYREON M.	92	ANGELINA G.	116	RALPH P.
21	STEPHEN T.	45	MAURICE L.	69	FRANCES F.	93	VALERIE Z.	117	KIMBERLY H.
22	BENJAMIN V.	46	MARK F.	70	EMMANUEL R.	94	DELORES F.	118	TINA M.
23	YVETTE D.	47	SHEILA W.	71	CLINTON A.	95	ALESHA M.	119	SHAYLA B.
24	DESHANDA M.	48	DANIELLE G.	72	DEBORAH R.	96	TIFFANY P.	120	DANIEL J.
25	KATIE C.	49	SONIA T.	73	GILBERT M.	97	JANET M.	121	JANICE W.

TOP PRODUCERS

CONGRATULATIONS TO THE TOP 500 AGENTS!

122	JEANNE Y.	147	SHANE V.	172	CALEB M.	197	EDWARD R.	222	VILMA G.
123	MARK W.	148	JOHN E.	173	MARIE-JOSE D.	198	RONNIE H.	223	ALVIN S.
124	DAWN B.	149	ADAM M.	174	MARIA B.	199	JIMMIE T.	224	WILLIAM M.
125	GEORGE D.	150	ELIZABETH M.	175	LASHONDA C.	200	LUZ C.	225	ALEX B.
126	BRITTANY P.	151	BERNARD W.	176	BEVERLY B.	201	EDGARDO C.	226	CHARLES E.
127	JESUS G.	152	DELMER M.	177	ERNEST C.	202	SHANGA W.	227	KYLA M.
128	KIMBERLY T.	153	SONYA P.	178	SABRINA J.	203	TRINA M.	228	ARTES J.
129	YULANDA M.	154	INGRID P.	179	ANDREANA G.	204	JAMIL M.	229	PATRICIA B.
130	PENELOPE M.	155	PAUL P.	180	GREGORY P.	205	KATE H.	230	VERONICA C.
131	DERRICK A.	156	DESHAWN M.	181	TAMMAM T.	206	SAMANTHA B.	231	DEYKA S.
132	YVONNIE W.	157	MICHAEL W.	182	ROBERT P.	207	CHARLES D.	232	ERNEST J.
133	BRENDA L.	158	SARA G.	183	NESTOR U.	208	SHEENA M.	233	DIMETA P.
134	ASKIN B.	159	ANTHONY H.	184	JEREMY F.	209	DENISE S.	234	JAMES R.
135	KRISTI S.	160	CAROLYN M.	185	JAMEY B.	210	GILBERTO A.	235	JEFFERSON E.
136	SCOTT C.	161	ANITA J.	186	TONY K.	211	MARTHA F.	236	KUTINA G.
137	ELIECER M.	162	MICHAEL M.	187	KAREN K.	212	ASHAKI M.	237	EVERETT H.
138	THOMAS M.	163	VELVET B.	188	ANTONIO G.	213	CHARNETTA B.	238	JEREMIAH G.
139	ANTOINE W.	164	KIMMILY M.	189	JACK D.	214	LESLIE S.	239	DANIEL M.
140	KAMISHA B.	165	LINDA J.	190	GEORGE P. L.	215	PAMELA B.	240	MARCY M.
141	GEORGE L.	166	CORNELIA Y.	191	ROSARIO E.	216	JASON G.	241	GREGORY T.
142	JEROME H.	167	LUIS C.	192	ARIEL R.	217	EDWIN A.	242	HEATHER D.
143	FRANTZ A.	168	GLORIMAR M.	193	COLIN S.	218	GARY B.	243	JAY H.
144	INGA M.	169	BENJAMIN C.	194	CHRIS M.	219	CARLDERONE G.	244	ANGELA A.
145	EBONY B.	170	AARON R.	195	JACQUELINE T.	220	OSWIN Q.	245	DARVI M.
146	HENRY S.	171	EDGAR F.	196	RONELL J.	221	DEANNA G.	246	BEVERLY L.

TOP PRODUCERS

247	MATTHEW S.	273	BERTRAND F.	299	IVY S.	325	DARYL W.	351	SHAWN A.
248	MARTIN V.	274	D'AUDREY T.	300	TIFFANY C.	326	MONIQUE B.	352	TERIKO H.
249	SCOTT K.	275	SCOTT T.	301	JULIE P.	327	JULIANNA J.	353	SHARONDA M.
250	TODD B.	276	MICHAEL B.	302	HESHAM S.	328	HANNAH R.	354	BENJAMIN H.
251	ROBERT H.	277	ANTONIO B.	303	LUNCINO R.	329	ABRAHAM S.	355	DIANE K.
252	BETZAIDA L.	278	MARIA G.	304	CONSUELA S.	330	CHARLES R. D.	356	CHARNETTA W.
253	DANIEL G. M.	279	JENNIFER O.	305	CHARNETTA L.	331	JUAN J. M.	357	BRANDON O.
254	LAKIESHA B.	280	BONNIE D.	306	ERIN B.	332	RANETTA H.	358	DEMARCUS O.
255	MELISSA D.	281	JOSE R.	307	RICARDO G.	333	LEWIS W.	359	MICHAEL N.
256	ANTOINETTE B.	282	JOSE S.	308	TANIA V.	334	SHAVONDA G.	360	DANA C.
257	KORI O.	283	JAMAL B.	309	JEROME B.	335	SCOTT F.	361	SHERRICE L.
258	ALMA C.	284	LINDA O.	310	STEVEN M.	336	HONORIO G.	362	ANDREA M.
259	MAIRA M.	285	RENAE L.	311	VICTOR V.	337	MARIA S.	363	MARY D.
260	JONATHAN D.	286	LARRY S.	312	LANINIA D.	338	NOLIE J.	364	ERIC S.
261	SENITA C.	287	CHAUNCEY D.	313	DONNA J.	339	JAMES C.	365	MARCIA M.
262	WILLIE F.	288	JOSE V.	314	LUIS V.	340	ALAN F.	366	RODNEY B.
263	CARL P.	289	CARLOS B.	315	JERRELL W.	341	MARGARET M.	367	EVELYN M.
264	ROI Z.	290	JUAN P.	316	ONELYS C.	342	FERNANDO M.	368	SONIA M.
265	MICHAEL B.	291	HARRISON K.	317	ERIC H.	343	CAITLIN M.	369	BENJAMIN N.
266	CHAUNCEY C.	292	LISA M.	318	RANDY C.	344	LAURA G.	370	JOSHUA C.
267	SHELIA E.	293	TRENT T.	319	BRIZEIDA F.	345	ATIFAH W.	371	NATASHA P.
268	TYRONE P.	294	DESIREE H.	320	DELMY R.	346	MICHAEL P.	372	CHRISTOPHER D.
269	JUNE W.	295	BARBARA J.	321	GAVIN S.	347	CHANDA L.	373	MICHAEL L.
270	ALEXANDER O.	296	PAULA M.	322	MIAMI W.	348	ROBERT B.	374	BARBARA F.
271	GARY G.	297	JOHN C.	323	KIMBERLY F.	349	RASHIDA N.	375	JACQUES T.
272	LAURIE B.	298	SYED J.	324	LYDIA Y.	350	JARED H.	376	ABAJEMO O.

TOP PRODUCERS

377	BRUNO R.	403	LILIA F.	429	JEANETTE T.	455	CHARLES B.	481	OLGA R.
378	DAVINA C.	404	THELMA G.	430	JESUS C.	456	SEAN W.	482	JADE H.
379	DEBRA S.	405	JOSHUA H.	431	KIM M.	457	ROBERT L.	483	JESSICA P.
380	KADIATOU B.	406	JUSTIN S.	432	KATRINE E.	458	JOHNNIE D.	484	VICKIE H.
381	FRANKY F.	407	JOHN V.	433	FREDERICA D.	459	NATHAN R.	485	DANIELLE W.
382	SHAWN M.	408	SOCORRO S.	434	NICHELE A.	460	NAIM A.	486	YVONNE B.
383	YULYLAY M.	409	CHRISTOPHER B. S.	435	EDDIE B.	461	ELKA C.	487	JHON L.
384	ALEXANDER H.	410	MICHELE T.	436	LEE R.	462	TRACIE D.	488	ANDREAS A.
385	CAMEO R.	411	DIANNA J.	437	WILFREDO M.	463	FRED H.	489	TONIA S.
386	BILAL J.	412	KIMBERLY N.	438	ISIS R.	464	FIGIELLA K.	490	PATRICIA S.
387	LUIS R.	413	JASON T.	439	MARVIN E.	465	ORIN M.	491	FUTINA D.
388	SHAWN W.	414	DANIELLE P.	440	LINDA Y.	466	SUSAN B.	492	DENISE F.
389	RODERICK C.	415	KEVYN R.	441	KENNETH H.	467	JAMES E.	493	ADRIENE C.
390	VALERIA C.	416	NOEMI O.	442	PATRICIA K.	468	LUZ H.	494	TONYA B.
391	FRANCES K.	417	TORR G.	443	BAILEY T.	469	HERNANDEZ G.	495	VANNON C.
392	FELICIA C.	418	JACQUILLA H.	444	MELISSA W.	470	JEFFREY C.	496	MARTICIA S.
393	DANA M.	419	LARRY M.	445	MICHAEL C.	471	CYNTHIA P.	497	ANNETTE M.
394	CORAZON K.	420	TANESHA V.	446	JANICE I.	472	OSMARELYS A.	498	JAMES G. J.
395	AMANDA N.	421	PATRICK D.	447	ALBERT P.	473	WAYNE J.	499	ROGER B.
396	ERIK A.	422	MICHAEL L. B.	448	PATERSON B.	474	DENA C.	500	CICELY F.
397	JANITZA C.	423	KRISTIE W.	449	ANTHONY L.	475	BIENTA C.	501	CAMIE W.
398	ANDREW H.	424	LOUVENIA D.	450	LISA G.	476	LINDA M.	502	GABRIEL H.
399	JULIAN S.	425	DAVID P.	451	RUBY S.	477	JOSE A.	503	YVETTE B.
400	LAROYCE F.	426	BRUCE W.	452	TOMMY K.	478	MICHELLE C.	504	SETH A.
401	RICKY C.	427	KATHEY T.	453	GAIL B.	479	LOVONIA J.	505	CARLA W.
402	KEVIN R.	428	JOANI W.	454	BRIAN F.	480	AIDA C.	506	CATHERINE W.

TOP RECRUITERS



REILLY
LIFE
GROUP

106
HIRES



CONSOLIDATED
PLANNING 97



TEMPERATE
LEGACY
GROUP 82



THE
BLAKE
GROUP 79



FINANCIAL
LEGACY
GROUP 71



THE
COOK
GROUP 54



DAVIS
MARKETING
AGENCY 50



WHITE
GROUP 45



OWENS
INSURANCE
AGENCY 43



THE
PRICE
GROUP 41



ROCKETT
GROUP 38



JONES
GROUP 37



EVANS
GROUP 32



ELSBERRY
GROUP 32



HARRIS
GROUP 30

CONGRATULATIONS TO THE TOP RECRUITERS!

TOP AGENCIES

#1  **FINANCIAL LEGACY GROUP**

#2  **CONSOLIDATED PLANNING**

#3  **THE BLAKE GROUP**

#4  **REILLY LIFE GROUP**

#5  **THE PRICE GROUP**

#6  **THE COOK GROUP**

#7  **TEMPERATE LEGACY GROUP**

#8  **DAVIS MARKETING AGENCY**

#9  **PILCHER INSURANCE AGENCY**

#10  **FRIAS INSURANCE GROUP**


#11  **ELSBERRY GROUP**

#12  **NEEDELMAN GROUP**

#13  **BERLIN GROUP**

#14  **ADAMS GROUP**

#15  **BARNES NAPIER AGENCY**

#16  **SENIOR BENEFITS GROUP**

TOP AGENCIES

17	EVANS GROUP	45	MILLER GROUP	73	KING GROUP	101	ROCKETT GROUP
18	THE MVP GROUP	46	SCHROCK GROUP	74	RODRIGUE GROUP	102	MARCANO GROUP
19	WHITE GROUP	47	NAPIER GROUP	75	ATWOOD GROUP	103	D. MILLS GROUP
20	MITCHELL GROUP	48	GEROW GROUP	76	E. HOWARD GROUP	104	MARSAL GROUP
21	MILLS GROUP	49	JOLIVET GROUP	77	HARRIS GROUP	105	D. HINTON GROUP
22	OWENS INSURANCE AGENCY	50	MCCONICO GROUP	78	DOMINGUE GROUP	106	YEPEZ GROUP
23	IMPERIAL GROUP	51	MVPNC GROUP	79	TAYLOR GROUP	107	CANYOCK GROUP
24	ANDERSON GROUP	52	ARISTILDE GROUP	80	COHEN GROUP	108	BAKER GROUP
25	KRONOS INSURANCE GROUP	53	C. COOK GROUP	81	YOUNG GROUP	109	BOGGS GROUP
26	MENARD GROUP	54	SANDERS GROUP	82	DUNHAM GROUP	110	FLOYD GROUP
27	FAIRCLOTH MARKETING GROUP	55	DUPRE GROUP	83	LANIER GROUP	111	RIVERA GROUP
28	AGENTS RESOURCE GROUP	56	SMITH GROUP	84	JACKSON GROUP	112	TANNER GROUP
29	COLON GROUP	57	FIRST PRESTIGE GROUP	85	DIAZ GROUP	113	THE POZO GROUP
30	DEVORE GROUP	58	ABDULLAH GROUP	86	THE INSURANCE ANGELS	114	IDLEMAN GROUP
31	FLEMING GROUP	59	WORD GROUP	87	CAHILL GROUP	115	PEREZ GROUP
32	ACTION TEAM	60	SHULL GROUP	88	BLAKE GROUP	116	H. A. SMITH GROUP
33	COBB GROUP	61	VASQUEZ GROUP	89	THORNE GROUP	117	WELLS GROUP
34	CORMIER GROUP	62	MICKENS GROUP	90	M. J. HARRIS GROUP	118	BLACKMON GROUP
35	FINAL WISHES ADVISORS	63	R. WHITE GROUP	91	CURRY GROUP	119	BROWN GROUP
36	DAVIS GROUP	64	FIRST GENERATION LIFE, INC	92	CONNELL GROUP	120	HILL GROUP
37	HINTON GROUP	65	ROBINSON GROUP	93	ISSA GROUP	121	TIROLIA GROUP
38	A. JACKSON GROUP	66	NORWOOD GROUP	94	CEVALLOS GROUP	122	JONES GROUP
39	SAFEKEEPING MEMORIAL SOLUTIONS	67	SPELLER INSURANCE GROUP	95	GREENE GROUP	123	WOODS GROUP
40	GOMEZ GROUP	68	MANSWELL-SPELLER GROUP	96	BONDS GROUP	124	LEGACY ADVANTAGE GROUP
41	WILSON GROUP	69	CAMPOS GROUP	97	WILLIAMS GROUP	125	MOLINA GROUP
42	DYNASTY LEGACY GROUP	70	ROBERTS GROUP	98	J. RUIZ GROUP	126	PENA GROUP
43	KLEIN GROUP	71	TURNER GROUP	99	VILLESICAS GROUP	127	COLLINS GROUP
44	JOHNSON GROUP	72	GURIRA GROUP	100	POPE GROUP	128	FORTIER GROUP

TOP AGENCIES

129	WEST GROUP	157	ASHLEY GROUP	185	PLATTER GROUP	213	CARTER GROUP
130	JAMES GROUP	158	GUERRA GROUP	186	LAMPLEY GROUP	214	BRAILEY GROUP
131	ROCA GROUP	159	MURRAY GROUP	187	ALBERTO GROUP	215	JUAREZ GROUP
132	JOHN GROUP	160	MURRILL GROUP	188	GAGLIARDI GROUP	216	ORELLANA GROUP
133	LAMBIE GROUP	161	BRANNAN GROUP	189	J. G. JONES GROUP	217	MIRANDA GROUP
134	FLYNN GROUP	162	GONZALEZ GROUP	190	TARVER GROUP	218	WURTZ GROUP
135	CROCKETT GROUP	163	HARRISON GROUP	191	ZIMMERMAN GROUP	219	YBOS GROUP
136	FALEONO GROUP	164	FERNANDEZ GROUP	192	LALANDE-WASHINGTON GROUP	220	WYATT GROUP
137	SOLIS GROUP	165	CARNER GROUP	193	FLORES GROUP	221	THE VISION GROUP
138	ROCHA GROUP	166	BENSON GROUP	194	MESSER GROUP	222	D. S. WILLIAMS GROUP
139	ORTIZ GROUP	167	E. RIVERA GROUP	195	DOBSON GROUP	223	BARNES GROUP
140	BOOKER GROUP	168	R. T. JOHNSON GROUP	196	WASHINGTON GROUP	224	G. M. DAVIS GROUP
141	CALVIN GROUP	169	G. MORGAN GROUP	197	HERNANDEZ GROUP	225	POE GROUP
142	HILLIARD GROUP	170	SEABROOK GROUP	198	WARD GROUP	226	C. DAVIS GROUP
143	MORGAN GROUP	171	BENENHALEY GROUP	199	MIDDLETON GROUP	227	P. D. BROWN GROUP
144	BULLARD GROUP	172	SALMON GROUP	200	DOBBINS GROUP	228	GOBEA GROUP
145	DICKINSON GROUP	173	MYLES GROUP	201	TANN GROUP	229	ANDRE GROUP
146	NETTLES GROUP	174	MCLEAN GROUP	202	ROBINS GROUP	230	TWILLEY GROUP
147	BECERRA GROUP	175	ALKURDI GROUP	203	D. HARRIS GROUP	231	CRUZ-TORRES GROUP
148	MUHAMMAD GROUP	176	HENDERSON GROUP	204	ELJURI GROUP	232	TINKER GROUP
149	BANKS GROUP	177	BREWER GROUP	205	A. SMITH GROUP	233	BLANCO GROUP
150	D. ROBINSON GROUP	178	L. M. BROWN GROUP	206	MCDONALD GROUP	234	MUNFORD GROUP
151	MARTELL GROUP	179	DEMPSEY GROUP	207	DUPLESSIS GROUP	235	MATUTE GROUP
152	PETERSON GROUP	180	GARCIA GROUP	208	KEHRER GROUP	236	ALLEN GROUP
153	RICHARDS GROUP	181	POWELL GROUP	209	MERTZ GROUP	237	CARBALLO GROUP
154	MATEU GROUP	182	BOYKIN GROUP	210	LEE GROUP	238	RUIZ GROUP
155	POLITE GROUP	183	THOMASON GROUP	211	DOBROSIELSKI GROUP	239	BARUT GROUP
156	SIMON GROUP	184	CHATTIC GROUP	212	MATHEWS-GITTENS GROUP	240	SHALTON GROUP

TOP AGENCIES

241	JENNINGS GROUP	269	HAMMOCK GROUP	297	URIBE GROUP	325	H. SHATA GROUP
242	MCCLAIN GROUP	270	MOSES GROUP	298	FLETCHER GROUP	326	N. SHATA GROUP
243	M. K. WILLIAMS GROUP	271	A. M. JOHNSON GROUP	299	DANIELS GROUP	327	MCLEOD GROUP
244	ALCEDO GROUP	272	POOLE GROUP	300	KIDWELL GROUP	328	HERRING GROUP
245	MUNOZ GROUP	273	M. MITCHELL GROUP	301	KIRTON GROUP	329	D. E. SMITH GROUP
246	MORTILLARO GROUP	274	M. NOLLEY GROUP	302	GUZMAN GROUP	330	HAGGINS GROUP
247	CORDER GROUP	275	BRUMFIELD GROUP	303	OROZCO GROUP	331	ALDAZ GROUP
248	BRADFORD GROUP	276	HUNT GROUP	304	LITTLETON GROUP	332	FIELDS GROUP
249	WRIGHT GROUP	277	STEWART-RUFFIN GROUP	305	ESPARZA GROUP	333	MCNEIL GROUP
250	K. Y. BROWN GROUP	278	K. MITCHELL GROUP	306	RODRIGUEZ GROUP	334	T. HENDERSON GROUP
251	LOCKETT GROUP	279	JOYCE GROUP	307	SULLIVAN GROUP	335	GEORGE GROUP
252	J. RUIZ GROUP	280	J. HARRIS GROUP	308	W. BAKER GROUP	336	ALVAREZ GROUP
253	S. BENSON GROUP	281	C. YOUNG GROUP	309	C. MENARD GROUP	337	BLAZER GROUP
254	WILDER GROUP	282	SAENZ GROUP	310	BOND GROUP	338	GREEN GROUP
255	E. BOYKIN GROUP	283	MAYEN GROUP	311	JORDAN GROUP	339	L. BURNS GROUP
256	STALLWORTH GROUP	284	MONTALVO GROUP	312	R. JOHNSON GROUP	340	PAMPLIN GROUP
257	VALDEZ GROUP	285	L. DIAZ GROUP	313	R. HARRISON GROUP	341	GEIGER GROUP
258	EAKINS GROUP	286	CROSBY GROUP	314	SANCHEZ GROUP	342	D. GREEN GROUP
259	MOYER GROUP	287	RUSSELL GROUP	315	CANTILLO GROUP	343	GUTIERREZ GROUP
260	MILLIGAN GROUP	288	GALLANT GROUP	316	CINTRON GROUP	344	MARSHALL GROUP
261	B. L. WILLIAMS GROUP	289	MARQUEZ GROUP	317	S. WILSON GROUP	345	BARRON GROUP
262	PRINZIVALLI-HANCOX GROUP	290	DORLUS GROUP	318	T. MITCHELL GROUP	346	BRAD GROUP
263	I. PENNA GROUP	291	BAXTER GROUP	319	PACE GROUP	347	EVANS GROUP
264	PORTO GROUP	292	S. G. JOHNSON GROUP	320	J. MCDONALD GROUP	348	JERUS GROUP
265	SCHURR GROUP	293	GADSON GROUP	321	K. HERNANDEZ GROUP	349	MILETELLO GROUP
266	BOGAERT GROUP	294	STRICKLAND GROUP	322	J. HENDERSON GROUP	350	J. DUPRE GROUP
267	MORRISON-JOHNSON GROUP	295	TAYARA GROUP	323	WARREN GROUP	351	V. COLLINS GROUP
268	GAMEZ GROUP	296	POLLOCK GROUP	324	DORNING GROUP	352	J. MCCLAIN GROUP

TOP AGENCIES

353	SPENCER GROUP	381	M. D. SMITH GROUP	409	VARGAS GROUP	437	HARKINS GROUP
354	POSLEY GROUP	382	CRUZ GROUP	410	GOMEZ-VARGAS GROUP	438	SLAVICH GROUP
355	R. GONZALEZ GROUP	383	MEDRANO GROUP	411	PORTILLO GROUP	439	CARAN GROUP
356	E. JOHNSON GROUP	384	MCGRAW GROUP	412	KNIGHT GROUP	440	FAJARDO GROUP
357	PITTMAN GROUP	385	FORBES GROUP	413	L. K. MORGAN GROUP	441	C. VEGA GROUP
358	RICE GROUP	386	PIERROTTI GROUP	414	K. M. WILLIAMS GROUP	442	REYES GROUP
359	EDWARDS GROUP	387	REYNOLDS GROUP	415	TERRELL GROUP	443	M. SILVA GROUP
360	GOODEN GROUP	388	ZADOK GROUP	416	HARPER GROUP	444	SINGLETON GROUP
361	E. HARRISON GROUP	389	EVANS-LACY GROUP	417	P. MITCHELL GROUP	445	GLOVER GROUP
362	GRAVES GROUP	390	PEARSON GROUP	418	CAMPBELL GROUP	446	M. WILLIAMS GROUP
363	MULLIN GROUP	391	J. M. WILLIAMS GROUP	419	JAFRI GROUP	447	FERGUSON GROUP
364	A. WARREN GROUP	392	ODIARI GROUP	420	COGDELL GROUP	448	WILLIAMSON GROUP
365	DUHON GROUP	393	GLICKER GROUP	421	PEARCE GROUP	449	M. BAKER GROUP
366	ALDECOA GROUP	394	PAULIN GROUP	422	SANTOS GROUP	450	J. JONES GROUP
367	LOWERY GROUP	395	BENTON GROUP	423	RIVERA-WEAVER GROUP	451	RITCHIE GROUP
368	SHORTER GROUP	396	FALLS GROUP	424	STATEN GROUP	452	MARSH GROUP
369	KLASEK GROUP	397	TERRY-STEPHENS GROUP	425	LAING GROUP	453	DOWNS GROUP
370	HILTON GROUP	398	RICHARDSON GROUP	426	BOYLE GROUP	454	MORENO GROUP
371	LOPEZ GROUP	399	BARR GROUP	427	VELEZ GROUP	455	HARVEY GROUP
372	SANYOUR GROUP	400	HOLLERN GROUP	428	J. BROWN GROUP	456	COPELAND GROUP
373	MCLAUGHLIN GROUP	401	ATTAWAY GROUP	429	CANEDA GROUP	457	WILLIS GROUP
374	M. DAVIS GROUP	402	ECHVERRIA GROUP	430	MOUZON GROUP	458	GRIFFIN GROUP
375	BRADSHAW GROUP	403	RAMIREZ GROUP	431	VEGA GROUP	459	FLUEGEL GROUP
376	OCONNELL GROUP	404	SILVA GROUP	432	SUDDUTH GROUP	460	GABRIEL GROUP
377	S. WASHINGTON GROUP	405	A. DELANDA GROUP	433	DEAMER GROUP	461	SILVESTRE GROUP
378	BOCKARIE GROUP	406	LOGAN GROUP	434	ADJ FINANCIAL SERVICES, INC	462	HENSHAW GROUP
379	DIOGUARDI GROUP	407	SAMPSON GROUP	435	VACADURAN GROUP	463	FOUST GROUP
380	GROSS GROUP	408	S. JENNINGS GROUP	436	COLINA GROUP	464	M. A. MILLER GROUP

TOP AGENCIES

465	J. REYNOLDS GROUP	493	SCAIFE GROUP	521	FOWLER GROUP	549	K. MCLEAN GROUP
466	F. MOLINA GROUP	494	LARSON GROUP	522	CROCKROM GROUP	550	K. EDWARDS GROUP
467	MOREAU GROUP	495	FOSTER GROUP	523	L. FLORES GROUP	551	F. DAVIS GROUP
468	L. GARCIA GROUP	496	THIGPEN GROUP	524	GRISHAM GROUP	552	ALVES GROUP
469	A. A. WILLIAMS GROUP	497	OMOT GROUP	525	SCOTT GROUP	553	SERRANO GROUP
470	C. LOCKETT GROUP	498	RAGUSA GROUP	526	VERDE GROUP	554	L. RUSSELL GROUP
471	BATTLE GROUP	499	CASTRO GROUP	527	SALAS GROUP	555	S. JOHNSON GROUP
472	BRILL GROUP	500	SLATER GROUP	528	DE LEON GROUP	556	I. RODRIGUEZ GROUP
473	NYATHERA GROUP	501	BARRY GROUP	529	A. GOMEZ GROUP	557	COLBERT GROUP
474	HEFNER GROUP	502	FENELUS GROUP	530	TINSLEY GROUP	558	YORK GROUP
475	ANAYA GROUP	503	S. MITCHELL GROUP	531	TYSON GROUP	559	SIMMONS GROUP
476	MURPHY-HENTON GROUP	504	MATA GROUP	532	D. JACKSON GROUP	560	HOLLAND GROUP
477	HIDALGO GROUP	505	A. HERNANDEZ GROUP	533	NOAH GROUP	561	KEARNEY GROUP
478	KING-FLOWERS GROUP	506	RAYMOND GROUP	534	D. POSLEY GROUP	562	B. F. THOMPSON GROUP
479	WEEMS GROUP	507	JIHAD GROUP	535	K. ROBINSON GROUP	563	M. WEST GROUP
480	OLIVER GROUP	508	L. RODRIGUEZ GROUP	536	GILYARD GROUP	564	E. SULLIVAN GROUP
481	CALHOUN GROUP	509	SMALLS GROUP	537	TRIPLETT GROUP	565	M. COLLINS GROUP
482	S. LOGAN GROUP	510	WOOD GROUP	538	VAUGHN GROUP	566	IMOISI GROUP
483	MAGETT GROUP	511	CHATMAN GROUP	539	P. DAVIS GROUP	567	PRESSLEY GROUP
484	MCNEALY GROUP	512	LEAKE GROUP	540	BURTON GROUP	568	P. BROWN GROUP
485	BEST GROUP	513	KELLY GROUP	541	DUNCAN GROUP	569	LOTTS GROUP
486	MORRISON GROUP	514	CLAY GROUP	542	WEINROTH GROUP	570	MCCRAY GROUP
487	MONZON GROUP	515	DICKENS GROUP	543	OLFUS GROUP	571	GILES GROUP
488	NIEVES GROUP	516	KLEMMER GROUP	544	TERRANCE GROUP	572	STORER GROUP
489	COTTRELL GROUP	517	W. JONES GROUP	545	J. WARD GROUP	573	MCCALLUM GROUP
490	PEAKE GROUP	518	AUXT GROUP	546	THOMPSON GROUP	574	SHOALS GROUP
491	DE FORD GROUP	519	CORTES GROUP	547	ALANIS GROUP	575	KYSER GROUP
492	HUMPHREY GROUP	520	SILER GROUP	548	CASTELLANOS GROUP	576	FRIERSON GROUP

TOP AGENCIES

577	C. BAKER GROUP	605	HALL GROUP	633	MILLINGS GROUP	661	DAWSON GROUP
578	LLOYD, JR GROUP	606	J. PENA GROUP	634	TATE GROUP	662	VEINTIDOS GROUP
579	HAYNES GROUP	607	HOLLOWAY GROUP	635	KAY GROUP	663	HURST GROUP
580	J. DAVIS GROUP	608	D. N. WILLIAMS GROUP	636	T. WASHINGTON GROUP	664	SETTLE GROUP
581	ROCKER GROUP	609	BROWNE GROUP	637	MOORE GROUP	665	MCBRIDE GROUP
582	CARR GROUP	610	LAGUERRE GROUP	638	COPITAS GROUP	666	HESTER GROUP
583	THOMAS GROUP	611	ANDREANIDIS GROUP	639	TRIMBLE GROUP	667	ZEIGLER GROUP
584	HAYES GROUP	612	T. SMITH GROUP	640	PALMER GROUP	668	OKEKE GROUP
585	KENNEY GROUP	613	SIMS GROUP	641	HICKS GROUP	669	COOPER GROUP
586	STEVENSON GROUP	614	DIXON GROUP	642	C. GRAVES GROUP	670	R. J. JACKSON GROUP
587	O. MCNEIL GROUP	615	FELIX GROUP	643	MARCHIONE GROUP	671	CULPEPPER GROUP
588	BURGESS GROUP	616	CONNER GROUP	644	STRAMIELLO GROUP	672	M. PEARSON GROUP
589	EDLIN GROUP	617	BOSKET GROUP	645	BLASI GROUP	673	V. JACKSON GROUP
590	L. A. HERNANDEZ GROUP	618	V. CHATMAN GROUP	646	Q. EDWARDS GROUP	674	SHORTS GROUP
591	C. GUTIERREZ GROUP	619	MCCOY GROUP	647	HENRY GROUP	675	L. RICHARDSON GROUP
592	J. COHEN GROUP	620	BERTONCINI GROUP	648	DRUTMAN GROUP	676	DOMINGUEZ GROUP
593	PATRICK GROUP	621	FRANCE GROUP	649	MCGEE GROUP	677	PETERSEN GROUP
594	AZOCAR GROUP	622	WHITAKER GROUP	650	MCKINNEY GROUP	678	MADDEN GROUP
595	LAWSON GROUP	623	RING GROUP	651	LLAUGER GROUP	679	LEFTWICH GROUP
596	BLAKNEY GROUP	624	G. HERNANDEZ GROUP	652	ROSEBORO GROUP	680	CONTRERAS GROUP
597	CUROLE GROUP	625	BUTLER GROUP	653	STEWART GROUP	681	LAYNE GROUP
598	COLEMAN GROUP	626	S. ASHLEY GROUP	654	R. DAVIS GROUP	682	ALI GROUP
599	L. MARSHALL GROUP	627	C. WILSON GROUP	655	SCONIERS GROUP	683	K. ALLEN GROUP
600	ARROLIGA GROUP	628	WHISLER GROUP	656	HOWELL GROUP	684	GROUP
601	CRUMBLE-SHARPE GROUP	629	PRATT GROUP	657	STANDBERRY GROUP	685	VANCE GROUP
602	L. L. JACKSON GROUP	630	ZUSCHLAG GROUP	658	MERRITT GROUP	686	NEAL GROUP
603	CHIONG GROUP	631	CHARLES GROUP	659	J. CARTER GROUP	687	MIDURA GROUP
604	ROME GROUP	632	E. BERLIN GROUP	660	T. SMITH GROUP	688	WHITEHEAD GROUP

TOP AGENCIES

689	DOMINECK GROUP	717	G. PALMER GROUP	745	KHAN GROUP	773	PINKSTON GROUP
690	A. ABDULLAH GROUP	718	BENNETT GROUP	746	MOORE-WEBB GROUP	774	TACKEL GROUP
691	S. REYES GROUP	719	SAUNDERS GROUP	747	DUGGER GROUP	775	GROSSMAN GROUP
692	RAMOS GROUP	720	POLLARD GROUP	748	S. STEWART GROUP	776	VAUGHAN GROUP
693	BANDA GROUP	721	A. FELIX GROUP	749	E. YOUNG GROUP	777	C. G. JONES GROUP
694	FLOWE-MELTON GROUP	722	B. CALHOUN GROUP	750	HILLEY GROUP	778	CHAMBERS GROUP
695	B. WILLIAMS GROUP	723	BOW GROUP	751	P. KING GROUP	779	SHAHID GROUP
696	GOINS GROUP	724	SHELTON GROUP	752	E. L. WILLIAMS GROUP	780	SATCHEL GROUP
697	M. JACKSON GROUP	725	BOWERS GROUP	753	CHACON GROUP	781	VEAL GROUP
698	SANDOVAL GROUP	726	BRYSON GROUP	754	C. R. DAVIS GROUP	782	ROGERS GROUP
699	MCIVER GROUP	727	SALLEY GROUP	755	KIRK GROUP	783	ELLERBE GROUP
700	B. SCOTT GROUP	728	T. SCOTT GROUP	756	J. HILL GROUP	784	V. COLEMAN GROUP
701	GUEDEA GROUP	729	CLEVELAND GROUP	757	COPPERFIELD GROUP	785	SHORT GROUP
702	A. DAVIS GROUP	730	D. JONES GROUP	758	GUILLERMO GROUP	786	DZEDZY GROUP
703	G. DAVIS GROUP	731	TABLER-AJIBADE GROUP	759	D. L. THOMPSON GROUP	787	A. WILSON GROUP
704	C. CALVIN GROUP	732	LUCAS GROUP	760	PENDLETON GROUP	788	ALO GROUP
705	DOUGE GROUP	733	S. BRYANT GROUP	761	N. MILLS GROUP	789	SIEGERSMA GROUP
706	VICKERS GROUP	734	SINGER GROUP	762	HORNE GROUP	790	J. WARREN GROUP
707	NICHOLS GROUP	735	J. JOHNSON GROUP	763	WALLS GROUP	791	WADDLES GROUP
708	R. SMITH GROUP	736	ADCOCK GROUP	764	LINKE GROUP	792	GRANT GROUP
709	BRYANT GROUP	737	BAILEY-BRITTON GROUP	765	VAN GROUP	793	HAMILTON GROUP
710	ROONEY GROUP	738	WINDERS GROUP	766	YOUNGBLOOD GROUP	794	RUSH GROUP
711	PARNELL GROUP	739	ACERO GROUP	767	J. DIXON GROUP	795	HUGHEY GROUP
712	FISHER GROUP	740	BARNWELL GROUP	768	HURREN GROUP	796	OVERSTREET GROUP
713	BELIZAIRE GROUP	741	WATKINS GROUP	769	R. WILLIAMS GROUP	797	WRAY GROUP
714	C. WRIGHT GROUP	742	FEALOFAI GROUP	770	PRYOR GROUP	798	R. MYLES GROUP
715	LOUD GROUP	743	MCGUIRE GROUP	771	D. WATKINS GROUP	799	ROBERTSON GROUP
716	B. J. SCOTT GROUP	744	P. SMITH GROUP	772	S. LAWSON GROUP	800	GILL GROUP

TOP AGENCIES

801	REDD GROUP	829	L. HERNANDEZ GROUP	857	C. MARQUEZ GROUP	885	A. SAENZ GROUP
802	KOCH GROUP	830	J. FORBES GROUP	858	K. MORGAN GROUP	886	ESPINOSA GROUP
803	MARTINEZ GROUP	831	W. GALLANT GROUP	859	CRAIG GROUP	887	RAMBO GROUP
804	GRESHAM GROUP	832	HODGES GROUP	860	V. WHITE GROUP	888	SAINT-JUSTE GROUP
805	STUTHEIT GROUP	833	LOPERENA GROUP	861	CAMPOS GROUP	889	C. BARNES GROUP
806	A. MOREAU GROUP	834	WEEKS GROUP	862	TENNESON GROUP	890	HOUSTON GROUP
807	BAUGH GROUP	835	AYEN GROUP	863	A. MILLER GROUP	891	SAYTHANY GROUP
808	LAMAR GROUP	836	RODGERS GROUP	864	A. LEE GROUP	892	GROSS GROUP
809	ABRAMS GROUP	837	MCFADDEN GROUP	865	GALVAN GROUP	893	FRANKINO GROUP
810	SAULSBERRY GROUP	838	S. REDD GROUP	866	Y. REYES GROUP	894	GOLDEN GROUP
811	DUARTE GROUP	839	SCANCE GROUP	867	CANNON GROUP	895	ARTRIP GROUP
812	N. LARSON GROUP	840	PLESSALA GROUP	868	DIGIORGIO GROUP	896	Craggett Group
813	FIGLEY GROUP	841	SMOAK GROUP	869	THOLLEY GROUP	897	J. WRIGHT GROUP
814	R. GABRIEL GROUP	842	FELDERS GROUP	870	S. BAKER GROUP	898	ROSADO GROUP
815	SELLARS GROUP	843	A. JOHNSON GROUP	871	JOSEY GROUP	899	C. HENDERSON GROUP
816	A. TURNER GROUP	844	T. BROWN GROUP	872	A. WALLS GROUP	900	NIXON GROUP
817	D. THOMPSON GROUP	845	JOACHIM GROUP	873	TIANYVU GROUP	901	C. BROWN GROUP
818	WALKER GROUP	846	NELSON GROUP	874	A. THOMAS GROUP	902	TUTTIN GROUP
819	GORE GROUP	847	BUCKLEY GROUP	875	ZARAGOZA GROUP	903	MENDOZA GROUP
820	J. W. DANIELS GROUP	848	ESSL GROUP	876	L. MORGAN GROUP	904	PEOPLES GROUP
821	ROSS GROUP	849	PETERS GROUP	877	SIERRA GROUP	905	HOFFLER GROUP
822	DALES GROUP	850	LONON GROUP	878	J. LOPEZ GROUP	906	P. BUTLER GROUP
823	ALMOND GROUP	851	OSBORN GROUP	879	A. GRANT GROUP	907	HILLER GROUP
824	JULIEN GROUP	852	C. PEREZ GROUP	880	PUERTAS GROUP	908	H. GLOVER GROUP
825	N. HENRY GROUP	853	HERRERA GROUP	881	M. BROWN GROUP	909	M. MCGEE GROUP
826	PLATONOVA GROUP	854	ADEJOKUN GROUP	882	VARGAS INVESTMENT ENTERPRISE LLC	910	MALDONADO GROUP
827	P. TAYLOR GROUP	855	WHITFIELD GROUP	883	BOWLDING GROUP	911	HAASE GROUP
828	MUELLER GROUP	856	FRYREAR GROUP	884	J. J. BROWN GROUP	912	DENNING-HODGE GROUP

TOP AGENCIES

913	WATTS GROUP	941	FRAZIER GROUP	969	POTTIER GROUP	997	F. ROBINSON GROUP
914	CZUCZAK GROUP	942	M. D. HARRIS GROUP	970	PHILLIPS GROUP	998	A. GOLDEN GROUP
915	GERARDS GROUP	943	L. HARRISON GROUP	971	A. WALKER GROUP	999	B. ALLEN GROUP
916	M. HARRIS GROUP	944	HOOD GROUP	972	SHEARD GROUP	1000	LAMB GROUP
917	RAMAGE GROUP	945	Q. BATTLE GROUP	973	CLEGG GROUP	1001	BOZEMAN GROUP
918	CALLENDER GROUP	946	GAMBLE GROUP	974	GOYENA GROUP	1002	MOFFETT GROUP
919	T. THOMPSON GROUP	947	E. MALDONADO GROUP	975	HANNAH GROUP	1003	M. TREVINO GROUP
920	BROGDON GROUP	948	ANDRADE GROUP	976	NIETO GROUP	1004	F. TREVINO GROUP
921	WHEELING GROUP	949	COVINGTON GROUP	977	PENDER GROUP	1005	GIBBS GROUP
922	CARTNER GROUP	950	CLARKE GROUP	978	KILPATRICK GROUP	1006	NEEPLO GROUP
923	BOATWRIGHT GROUP	951	K. JORDAN GROUP	979	K. SCOTT GROUP	1007	PARKS GROUP
924	HUMPHREYS GROUP	952	J. GARCIA GROUP	980	M. MILLER GROUP	1008	RAMIREZ-GARCIA GROUP
925	BALDRIDGE GROUP	953	R. JACKSON GROUP	981	PIZARRO GROUP	1009	CARPINTERO GROUP
926	X. JONES GROUP	954	ARREOLA GROUP	982	CASEY GROUP	1010	HERNANDEZ-ESEGUIA GROUP
927	NABAWI GROUP	955	ZAMBRANO GROUP	983	CALE GROUP	1011	PEREA GROUP
928	ACKER GROUP	956	K. SMITH GROUP	984	MCKULA GROUP	1012	MANNING GROUP
929	ALEXANDER GROUP	957	B. THOMPSON GROUP	985	W. JOHNSON GROUP	1013	BLACK GROUP
930	J. ANDERSON GROUP	958	J. DANIELS GROUP	986	SHANNON GROUP	1014	BUNCH GROUP
931	D. ANDERSON GROUP	959	CHRIETTE GROUP	987	LEDOUX GROUP	1015	BAEZ GROUP
932	J. WOOD GROUP	960	PACK GROUP	988	D. GONZALEZ GROUP	1016	WOESTE GROUP
933	S. KELLY GROUP	961	TREVINO GROUP	989	HADLEY GROUP	1017	C. DANIELS GROUP
934	M. TAYLOR GROUP	962	A. WILLIAMS GROUP	990	DARQUEA GROUP	1018	L. CARR GROUP
935	BARTON GROUP	963	DUNBAR GROUP	991	M. COBB GROUP	1019	NORTHERN GROUP
936	R. POE GROUP	964	D. WILLIAMS GROUP	992	H. SEABROOK GROUP	1020	MATHEWS GROUP
937	S. MOORE GROUP	965	PUNCH GROUP	993	F. SMITH GROUP	1021	HEBB GROUP
938	COATES GROUP	966	TERRILL GROUP	994	H. TERRELL GROUP	1022	T. WILLIAMS GROUP
939	RUSSELL-LITTLE GROUP	967	R. THOMAS GROUP	995	FERRELL GROUP	1023	B. RODRIGUEZ GROUP
940	LONG GROUP	968	OLUSHOLA GROUP	996	MINTON GROUP	1024	FEARS GROUP

ALL TIME COMPANY RECORDS



RECRUITS IN A MONTH

128 - Consolidated Planning



PERSONAL PRODUCTION IN A MONTH

\$74,877.72 - Lorenzo S.



PERSONAL PRODUCTION IN A WEEK

\$37,011.36 - Andrew D.



RIVIERA MAYA



2021



INCENTIVE TRIP QUALIFICATIONS

Qualification Period:
April 2020-March 2021

PRODUCER

Monthly Average	OR	Yearly Total	&	Win...
\$6,000		\$72,000		Room (\$500 Buy In)
\$7,000		\$84,000		Room
\$8,000		\$96,000		Room & Travel
\$10,000		\$120,000		Room, Travel & \$1,000 Cash

AGENCY

Monthly Average	OR	Yearly Total	&	Win...
\$50,000		\$600,000		Room (\$1,000 Buy In)
\$75,000		\$900,000		Room
\$100,000		\$1,200,000		Room & Travel
\$150,000		\$1,800,000		Room, Travel & \$1,000 Cash



IT2021RMM

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. If travel level is qualified for, Senior Life Insurance Company will provide travel expenses for the winner and ONE guest up to \$1,000. Children or additional guests are welcome at your expense. Qualifiers at a buy-in level will receive accommodations for the trip but will be responsible for their own travel. Your persistency must be in good standing with Senior Life Insurance Company. 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. Senior Life Insurance Company reserves the right to change any terms and conditions. For more information contact incentivetrip@srife.net



DON'T FORGET YOUR PASSPORT!!

A valid passport will be required for this year's Incentive Trip to the *Hard Rock Riviera Maya in Mexico*. If you already have a passport, please check and make sure that it is still valid (not expired). If you do not have a passport, we recommend that you go ahead and apply for one now to be sure that you get it back in time for travel this summer.

Average processing times for renewals on existing passports and new passports are currently between 10 and 12 weeks – *please don't delay!!*

If you have any questions please contact Aileen Devine,
adevine@srlife.net, ext. 2026 at the Home Office.



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