

# THE SCOOP

January 2020



Marcea  
M.

# 41% Growth

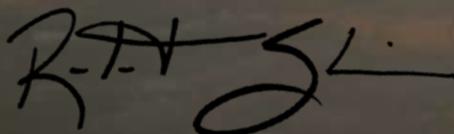
Congratulations, Senior Life Family. We finished 2019 with a growth of 41% compared to 2018. This is an incredible accomplishment done in just 12 months. The best part about this is that I know we are still just at the tip of the iceberg. We are poised and positioned to have another strong year in 2020. I truly believe that we can match or exceed 41% again this next year if we continue to work hard and Run Fast.

The reason I'm convinced about this is because I believe in every one of you. When I have the pleasure of getting out on the road and working with our teams across the country, I can see the passion in your eyes. I can hear the conviction in your voice. I can also sense the genuineness in your heart.

In 2020, it's going to be more important than ever to keep your eyes on the prize. The goal is very simple, to achieve much more. It's time to focus on your goals for 2020 and keep it locked-in with a great start. There has never been a better time in the company's history to build your business with Senior Life Insurance Company.

We have several exciting announcements that we will be sharing on January 23rd and 24th in Orlando, FL. We will continue working hard to support our agents, policyholders, and to lead the industry with the best total package in America.

Let's make 2020 one to remember. Stay focused, stay determined, stay hungry....and RUN FAST!



**Robert Shiver, Vice President**  
**Senior Life Insurance Company**



**SENIOR LIFE**  
INSURANCE COMPANY



# SMALL TOWN BOSS WITH BIG DREAMS

Growing up in St. Matthews, South Carolina, a small country town, never stopped Marcea from reaching for the stars. She wasn't raised with a "silver spoon" but her parents always made sure that she and her siblings were fine while living in a low-income community. Marcea has always been the type of woman that liked being her boss. She has done various occupations such as being a hairdresser to owning her own couponing business called "Home Sweet Home" in which she would sell products in bundles at lower rates than the ones you'd find in stores.

Marcea decided to get a regular 9-5 job on top of having her couponing business. She was not satisfied with her job due to being overworked, underpaid, and feeling used. She was earning more income in her couponing business than she was at her regular job. Marcea knew in those 60 days that she worked at that job that she wasn't meant to be working for someone else. She had to find a way to be her own boss and for good. One day at work she ran across her coworker, Ms. Janet, who noticed the sadness in Marcea's face and asked her what was wrong. Marcea answered, "I can't see myself working here any longer." Ms. Janet gave her the phone numbers of two Senior Life Insurance Company Agents, Alisha and Charaka. "That phone call with Charaka was a sign from God and I knew I had to attend the



**Marcea's husband has always been very supportive in her decisions. He always knew that she had the potential to be her own boss**

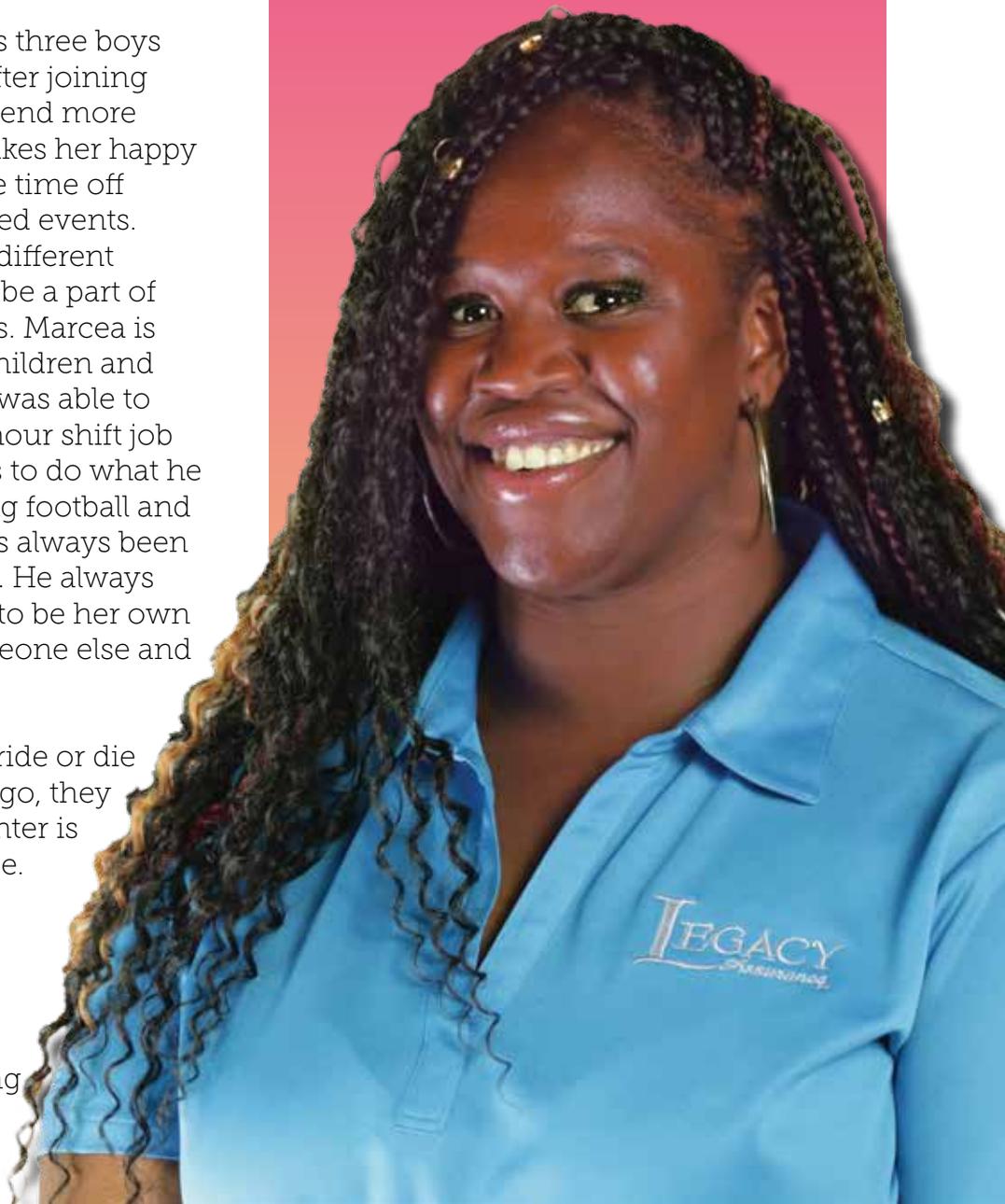
career overview she was hosting at the end of the week", says Marcea. She quit her 9-5 job on a Tuesday and drove to Columbia, South Carolina that Friday to meet with Charaka. After attending the event, she knew that was it for her, so she bought her study material that same day. She studied that entire weekend; took the test the following Monday and she became a licensed agent in less than five days. "God placed me at the career overview for a reason and I haven't been proven wrong ever since", she says. Marcea put her faith in God and decided to go all-in for her and the well-being of her family while helping people during the most difficult times of their lives.

Within her first months of being an agent, she was recruiting people in the business. Marcea was so eager to help people who were looking for that financial freedom and were stuck at jobs that they despised due to them not being aware of opportunities available like the ones Senior Life offers. Recruiting to Marcea means "boss moves" because she is able to help that person gain wisdom and income along with helping people at the same time. She compares recruiting with the maintenance of a vehicle. Marcea states, "If you do not make sure your vehicle is up to date with everything it needs to run properly, you will not get far. Therefore, the more people you recruit into your business, the further you'll get in life."

Marcea is married and has three boys which mean the world to her. After joining Senior Life, she's been able to spend more time with her children and it makes her happy to know she doesn't need to take time off from work to attend school related events. Her boys are able to be a part of different organizations that they couldn't be a part of before due to income limitations. Marcea is creating a better future for her children and the generations after them. She was able to retire her husband from his 12-hour shift job where he sold tires. He now gets to do what he loves the most which is coaching football and basketball. Marcea's husband has always been very supportive in her decisions. He always knew that she had the potential to be her own boss instead of working for someone else and making that person wealthy.

Marcea's parents are her "ride or die crew" because everywhere they go, they let people know who their daughter is and what she does to help people. Marcea says, "My parents make sure I'm not a secret agent and I thank them for that." With the publicity that her parents do for her, she has been able to recruit multiple people as well as helping

**"That phone call with Charaka was a sign from God and I knew I had to attend the career overview she was hosting at the end of the week."**



people in the community become policyholders. She grew up in a household where God was the center of their lives. Her parents were greatly involved in church and taught her to put God first, serve him, and he will make sure good things happen to you. Marcea says, "God is so good to me and I give him thanks every day when I wake up because he still wants me alive." She knows that her strong faith gives her confidence in her work ethic. God is the fuel to her fire and with him nothing is impossible for Marcea.

Her mentor, Charaka C., is one of Marcea's role models. She assures that Charaka is a phenomenal person and that God put them together for a reason. "The way she

expresses job tasks are so passive and not in a demanding form because she wants you to win", says Marcea. She shares that Charaka knows how to multitask when you're meeting with her and yet she'll still make you feel like her top priority. Marcea knows that Charaka is a great leader and if she follows her footsteps, she can't go wrong. "She's such an inspiration", states Marcea.

Marcea mentions that RVP Lewis B. is the epitome of the troop. She goes on that Lewis likes to "keep it 100 with no sugar coating." Therefore, you need to have tough skin. She listens to all his advice because he has gained wisdom through his learning abilities and mistakes. "He wants you to be RICH!", says Marcea. She sees him as a role

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**“My boys and my husband are the reason why I go hard every day.”**

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**“You need to have faith, let go, and stick to the system. If you go all in for yourself, how can you lose?”**

model because he wasn't selfish when he learned about the opportunities that Senior Life provides. Instead, he started recruiting to help people get that financial freedom they desire. Marcea shares, "He has influenced his children to follow his footsteps and I want my children to do the same."

Marcea is excited for the new year and has shared a few goals that she would like to accomplish to kickoff this new decade. She would like to expand her team to at least fifty people or whatever God is willing. She wants to share all the knowledge and success she's had since joining Senior Life in June 2019 with people who feel trapped in jobs that they dread going to everyday. Marcea states that it all starts with the mindset of a person. She says, "You need to have faith, let go, and stick

to the system. If you go all in for yourself, how can you lose?"

She's been winning ever since she took that leap of faith and wants other people to challenge themselves in doing the same. Marcea would also like to create ways to get the youth community involved in extracurricular organizations in St. Matthews and Turbeville, South Carolina, the town her husband is from. She shares that kids have to wait until they are in high school to be involved in any sports teams or educational clubs due to the elementary and middle schools limited funding's to support these activities. Marcea wants to do everything in her power to assure the youth from these small towns have a better future by creating opportunities for them at a young age. ©

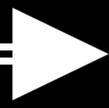
**Jan.  
23**



# **MAJOR KATIE COOK**

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

**[SENIORLIFESEMINARS.COM/RUN-FAST-JANUARY/](http://SENIORLIFESEMINARS.COM/RUN-FAST-JANUARY/)**



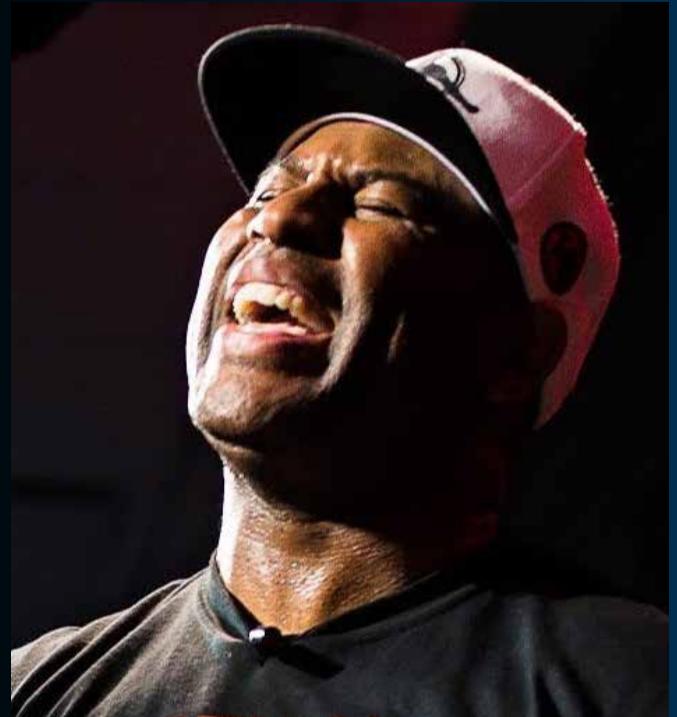
Major Katie Cook is from Severna Park, Maryland. She received her bachelor's degree in Political Science at the United States Naval Academy and later obtained her master's in International Security from Georgetown University. She completed various flight trainings and had the chance to fly the T-44 Pegasus. 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/](http://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!

©



# 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 23<sup>rd</sup> 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 23<sup>rd</sup>. The cars must be returned back to Senior Life Staff by midnight of January 23<sup>rd</sup>.



**RECORD GROWTH**



41%

WIN 2019!



# LEGACY *Assurance*<sup>SM</sup>



## THE WISH TEAM

Legacy Assurance and the WISH team are available to provide not only emotional support and guidance for grieving families but also to assist them by lowering the cost of their loved one's funeral expenses. WISH team member, Genesis, was able to help a Legacy member's family with their funeral arrangements. She received a notice that the member had passed away. The family explained that they were pressured by the nurse to go ahead and have the body moved to a funeral home. The family was unaware of what to do that they automatically went with the first funeral home they found. The funeral home where they moved the body to was costing them \$9,630 for a traditional service but did not include the cemetery cost. Genesis was able to step in and help find funeral homes at a lower cost with transferring fees included. Finally, Genesis found a funeral home that was able to do the funeral services and receive the body for \$4,600. She contacted the family and explained to them the whole process. The Legacy member's family immediately had the body transferred. Genesis went above and beyond to help the family save a total amount of \$5,030. They were extremely grateful for the services that they received from Legacy Assurance. ©

Legacy Assurance, LLC is a separate company from Senior Life Insurance Company

*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](http://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 [incentivetrip@srlife.net](mailto:incentivetrip@srlife.net)

**CONGRATULATIONS!**  
**#1 ABDEL A.**  
**TOP 500 PRODUCERS**

|    |               |    |             |    |               |    |                |     |                |
|----|---------------|----|-------------|----|---------------|----|----------------|-----|----------------|
| 2  | JAMEY B.      | 26 | EDDIE D.    | 50 | SAIDA C.      | 74 | CALVIN M.      | 98  | MICHAEL W.     |
| 3  | JENNIFER C.   | 27 | GARY L.     | 51 | SHANTA B.     | 75 | DARVI M.       | 99  | RODNEY J.      |
| 4  | JAVIER R.     | 28 | LEONEL A.   | 52 | RODNEY W.     | 76 | YOSKUA M.      | 100 | BABETTE C.     |
| 5  | LORENZO S.    | 29 | NIEMAT I.   | 53 | NOEMI O.      | 77 | MARLO M.       | 101 | BENJAMIN C.    |
| 6  | STEPHEN T.    | 30 | WALACE L.   | 54 | COURTNEY J.   | 78 | SCOTT F.       | 102 | ANGELA A.      |
| 7  | ZENOBI A. L.  | 31 | DANNY G.    | 55 | CHESTER A.    | 79 | BEVERLY A.     | 103 | THEODORE W.    |
| 8  | MARCEA M.     | 32 | JASON G.    | 56 | VARAPHONE P.  | 80 | TRINA M.       | 104 | TARA C.        |
| 9  | BIANCA M.     | 33 | AUSTIN N.   | 57 | MARVIN E.     | 81 | CHRISTINA T.   | 105 | TARA S.        |
| 10 | TRISHA W.     | 34 | ANTHONY R.  | 58 | MARIO C.      | 82 | JEAN-LARICE D. | 106 | INDEIA L.      |
| 11 | FRANCES F.    | 35 | JOHN E.     | 59 | FRANTZ J.     | 83 | ERIC A.        | 107 | LETITIA T.     |
| 12 | YVONNIE W.    | 36 | JON-ERIK M. | 60 | LATRANDA D.   | 84 | CHARNETTA W.   | 108 | JOHN O.        |
| 13 | DEAN B.       | 37 | DEBORAH R.  | 61 | JOSE M.       | 85 | KATHLEEN D.    | 109 | ANGEL G.       |
| 14 | MARIA R.      | 38 | RUTH D.     | 62 | SHEILA W.     | 86 | JASON T.       | 110 | JACQUILLA H.   |
| 15 | KIMBERLY T.   | 39 | JAYSON C.   | 63 | OSWIN Q.      | 87 | VONDA W.       | 111 | REENA H.       |
| 16 | JO-ANN R.     | 40 | CHRISTI G.  | 64 | MARTIN V.     | 88 | MYREON M.      | 112 | JIMMY C.       |
| 17 | HECTOR M.     | 41 | JASON C.    | 65 | JACQUELINE T. | 89 | GARY G.        | 113 | PATRICIA G.    |
| 18 | CHRIS M.      | 42 | DANA B.     | 66 | JARNEL C.     | 90 | MICHAEL B.     | 114 | NEIL H.        |
| 19 | DAVID B.      | 43 | MICHAEL P.  | 67 | YOLANDA H.    | 91 | GREGORY H.     | 115 | LEO H.         |
| 20 | SHAWNTRICE W. | 44 | ERIC S.     | 68 | JOHN T.       | 92 | RICHARD P.     | 116 | RICHARD G.     |
| 21 | PAMELA B.     | 45 | JANICE W.   | 69 | KADIATOU B.   | 93 | ALEJANDRO C.   | 117 | CHRISTOPHER M. |
| 22 | HEATHER D.    | 46 | MARC D.     | 70 | VALERIE M.    | 94 | NOAH W.        | 118 | LINDA M.       |
| 23 | TAYLOR G.     | 47 | NAAMA W.    | 71 | JOEY H.       | 95 | BERNARD B.     | 119 | AAZIM A.       |
| 24 | DORIS G.      | 48 | ASHLEY H.   | 72 | ANDREA T.     | 96 | NAIM A.        | 120 | SUSAN T.       |
| 25 | ROSALBA P.    | 49 | DIANA H.    | 73 | VICTORIA R.   | 97 | LESLIE S.      | 121 | QUINTON E.     |

# TOP PRODUCERS

**CONGRATULATIONS TO THE TOP 500 AGENTS!**

|     |              |     |              |     |              |     |              |     |              |
|-----|--------------|-----|--------------|-----|--------------|-----|--------------|-----|--------------|
| 122 | JAVIER R.    | 147 | ELIZABETH G. | 172 | HAROLD S.    | 197 | SHAWN K.     | 222 | DWAYNE G.    |
| 123 | PETER S.     | 148 | TAUREAN R.   | 173 | ARTHUR S.    | 198 | EVERETT H.   | 223 | CHRISTIAN P. |
| 124 | OSMELYS C.   | 149 | MATTHEW S.   | 174 | MAYRA C.     | 199 | PENELOPE M.  | 224 | ERIK B.      |
| 125 | VIDA R.      | 150 | VICKIE H.    | 175 | KEVIN R.     | 200 | STEVEN G.    | 225 | GARY N.      |
| 126 | KRISTINIA S. | 151 | SONJA G.     | 176 | EDWARD B.    | 201 | MONIQUE B.   | 226 | ROBERT P.    |
| 127 | RODRIGUEZ V. | 152 | DREW W.      | 177 | FRED H.      | 202 | RANDELL C.   | 227 | JAMES L.     |
| 128 | TIFFANY P.   | 153 | JOSE S.      | 178 | CARLA L.     | 203 | JOSHUA M.    | 228 | NEAL B.      |
| 129 | GARY B.      | 154 | TEKIA H.     | 179 | DANIELLE M.  | 204 | ANTHONY B.   | 229 | VELVET B.    |
| 130 | SETAITA T.   | 155 | ROBERT R.    | 180 | CATHERINE W. | 205 | REGINALD M.  | 230 | MICHAEL V.   |
| 131 | BRANDON O.   | 156 | DONESE G.    | 181 | MARINA A.    | 206 | PAULINE R.   | 231 | ALEXIS C.    |
| 132 | JAMES T.     | 157 | ANTHONY W.   | 182 | KEVIN H.     | 207 | SHARON C.    | 232 | GARRETT C.   |
| 133 | ALEX F.      | 158 | KIMMILY M.   | 183 | ASHLEY C.    | 208 | KEVIN R.     | 233 | TORY T.      |
| 134 | PATRICIA C.  | 159 | WANDA K.     | 184 | KRISTEN W.   | 209 | KATHLEEN M.  | 234 | CICELY F.    |
| 135 | SCOTT T.     | 160 | JOSEPH D.    | 185 | VICKIE J.    | 210 | JOANN S.     | 235 | MELISSA D.   |
| 136 | JEFFREY N.   | 161 | CHASSIDY T.  | 186 | MARGARET M.  | 211 | NICHOLAS C.  | 236 | JOE B.       |
| 137 | FRANTZ A.    | 162 | JONATHON P.  | 187 | SA F.        | 212 | NICOLA F.    | 237 | WILLIE F.    |
| 138 | ABRAHAM S.   | 163 | GLORIA A.    | 188 | SUSAN B.     | 213 | JOSHUA H.    | 238 | ALBERT P.    |
| 139 | ELKA C.      | 164 | JACOB C.     | 189 | KEITH T.     | 214 | RICHARD D.   | 239 | TASHA O.     |
| 140 | JACK D.      | 165 | FREDERICA D. | 190 | MARTHA N.    | 215 | SHARON W.    | 240 | VICTORIA H.  |
| 141 | RICKY H.     | 166 | JAMES J.     | 191 | JONATHAN M.  | 216 | APRIL J.     | 241 | LYDIA Y.     |
| 142 | LEROY B.     | 167 | AARON R.     | 192 | DEVIE S.     | 217 | DAVINA C.    | 242 | BENJAMIN K.  |
| 143 | RICHARD A.   | 168 | LAWRENCE P.  | 193 | CARLENE W.   | 218 | JOEY F.      | 243 | COURTNEY H.  |
| 144 | JULIAN G.    | 169 | AMANDA C.    | 194 | FALANA G.    | 219 | CHRISTINA C. | 244 | DAVID B.     |
| 145 | HELEN A.     | 170 | LUZ C.       | 195 | KASHAWNA F.  | 220 | JONRIKA N.   | 245 | JOHN O.      |
| 146 | JAY H.       | 171 | KENNETH J.   | 196 | MELISSA G.   | 221 | ROY M.       | 246 | GILBERTO A.  |

# TOP PRODUCERS

|     |               |     |              |     |              |     |               |     |                |
|-----|---------------|-----|--------------|-----|--------------|-----|---------------|-----|----------------|
| 247 | LUIS R.       | 273 | NAOMI P.     | 299 | DANIEL M.    | 325 | HARRISON K.   | 351 | RICHARD J.     |
| 248 | GEORGE F.     | 274 | DEBRA R.     | 300 | MARVIN B.    | 326 | KERISHA C.    | 352 | JONATHAN W.    |
| 249 | BIENTA C.     | 275 | MARLON S.    | 301 | HEATHER B.   | 327 | JANET K.      | 353 | MATTHEW S.     |
| 250 | LELAND M.     | 276 | MALICK S.    | 302 | JOSHUA H.    | 328 | KALIMAH G.    | 354 | SHAWNE H.      |
| 251 | CAITLIN W.    | 277 | TAMMAM T.    | 303 | ANDREW D.    | 329 | MARIA C.      | 355 | JESUS F.       |
| 252 | RORY S.       | 278 | GUADALUPE A. | 304 | AIDE R.      | 330 | JOEL D.       | 356 | SHEREE R.      |
| 253 | TODD M.       | 279 | DIANE K.     | 305 | DAVID E.     | 331 | JEAN-MARIE S. | 357 | MARK B.        |
| 254 | KEVIN B.      | 280 | DENNIS H.    | 306 | ALICIA S.    | 332 | KATARA Q.     | 358 | EDWIN T.       |
| 255 | LYNNE S.      | 281 | SHANDON E.   | 307 | RENIKA N.    | 333 | KARL R.       | 359 | WILLIAM P.     |
| 256 | BRENDA L.     | 282 | LARRY S.     | 308 | JAMES W.     | 334 | YOLANDA S.    | 360 | ROBERT M.      |
| 257 | MICHELLE C.   | 283 | STEVEN D.    | 309 | MARGARET L.  | 335 | BENJAMIN H.   | 361 | MIREYA M.      |
| 258 | BARBARA J.    | 284 | CHARNETTA B. | 310 | ARNOLD J.    | 336 | CHARLENE L.   | 362 | KENDALL T.     |
| 259 | DAVID G.      | 285 | RICHARD A.   | 311 | CAROLYN E.   | 337 | TERESA S.     | 363 | HAROLD G.      |
| 260 | MARIA-BETH H. | 286 | ANDREA M.    | 312 | LAKEISHA L.  | 338 | EUGENIA C.    | 364 | KEITH P.       |
| 261 | ZARCALY B.    | 287 | GWENDOLYN K. | 313 | ALEJANDRO S. | 339 | DENISE G.     | 365 | KENNETH J.     |
| 262 | MICHAEL N.    | 288 | ROBERT H.    | 314 | JARED D.     | 340 | CARLOS G.     | 366 | KENYA S.       |
| 263 | KRISHINDRA J. | 289 | WILLIAM W.   | 315 | CHARLIE H.   | 341 | THOMAS S.     | 367 | RICKY A.       |
| 264 | RODERICK B.   | 290 | YVETTE B.    | 316 | TABATHA H.   | 342 | NIGLE J.      | 368 | ARACELY P.     |
| 265 | JUSTIN P.     | 291 | CARLOS Q.    | 317 | JUAN R.      | 343 | MICHON C.     | 369 | VICTOR D.      |
| 266 | CHRIS O.      | 292 | MELISSA B.   | 318 | DEBORAH C.   | 344 | JAMES C.      | 370 | KIMBERLEIGH B. |
| 267 | ANGELA W.     | 293 | GRANT D.     | 319 | MARIO R.     | 345 | GREGORY T.    | 371 | ADI P.         |
| 268 | JOSEPH E.     | 294 | MARTIN P.    | 320 | ELIECER M.   | 346 | CHANITNUN K.  | 372 | GINNA V.       |
| 269 | JAMES M.      | 295 | RAMON F.     | 321 | DONALD W.    | 347 | DEAN'NAH D.   | 373 | PAUL F.        |
| 270 | HOPE G.       | 296 | BRANDY M.    | 322 | RICHARD B.   | 348 | ERIC B.       | 374 | VALERIE G.     |
| 271 | GEORGE D.     | 297 | TIA H.       | 323 | OLIVIA S.    | 349 | JAY A.        | 375 | BILAL J.       |
| 272 | JESSE A.      | 298 | NADINE L.    | 324 | MARY R.      | 350 | COLLEEN V.    | 376 | KAMAREE H.     |

# TOP PRODUCERS

|     |              |     |              |     |                |     |              |     |             |
|-----|--------------|-----|--------------|-----|----------------|-----|--------------|-----|-------------|
| 377 | MONICA G.    | 403 | WILLIE C.    | 429 | LEE M.         | 455 | CARRIE S.    | 481 | JOHN C.     |
| 378 | SAMMY K.     | 404 | WITCHEL R.   | 430 | QUAZANDRIA C.  | 456 | JOHNNY B.    | 482 | ANJU A.     |
| 379 | WILLIE D.    | 405 | KENNETH H.   | 431 | KEITH B.       | 457 | QUENTIN B.   | 483 | CHASITY R.  |
| 380 | JOSE O.      | 406 | ANRAE S.     | 432 | CHRISTOPHER S. | 458 | JERRELL W.   | 484 | GARY W.     |
| 381 | LAWRENCE M.  | 407 | SHIRLEY B.   | 433 | DEBORAH S.     | 459 | FAYE E.      | 485 | BONNIE D.   |
| 382 | LARITZA S.   | 408 | MANUEL M.    | 434 | ROSINE C.      | 460 | WENDY N.     | 486 | BONNIE C.   |
| 383 | NATOSHA C.   | 409 | FRED D.      | 435 | JOSE J.        | 461 | MIRANDA J.   | 487 | ANNIE L.    |
| 384 | JORGE C.     | 410 | CHAD L.      | 436 | KELSIE R.      | 462 | FELICIA J.   | 488 | NICHELLE W. |
| 385 | PEARL B.     | 411 | DEMETRIUS T. | 437 | AARON B.       | 463 | JOSHUA H.    | 489 | SHARRON B.  |
| 386 | ERIC W.      | 412 | LUIS C.      | 438 | DANIQUE M.     | 464 | KATHY L.     | 490 | CRYSTAL M.  |
| 387 | CHANTELLE B. | 413 | ALVIN L.     | 439 | ZORA M.        | 465 | STANLEY W.   | 491 | ROBERT B.   |
| 388 | HORACE H.    | 414 | EDWIN M.     | 440 | TERRI A.       | 466 | WYNONA J.    | 492 | GARY A.     |
| 389 | DAVID J.     | 415 | JASON B.     | 441 | SCOTT K.       | 467 | HILDA E.     | 493 | HELEN F.    |
| 390 | HEATHER S.   | 416 | TIMOTHY L.   | 442 | PAUL S.        | 468 | CLEVIA S.    | 494 | THOMAS M.   |
| 391 | KEVIN V.     | 417 | RYAN D.      | 443 | CHAUNCEY D.    | 469 | ROSALIND S.  | 495 | RUTH G.     |
| 392 | JEFFREY Z.   | 418 | XAVIER S.    | 444 | KAY M.         | 470 | JACQUE W.    | 496 | KUTINA G.   |
| 393 | HARDRINA C.  | 419 | JORGE R.     | 445 | LYNN K.        | 471 | GILBERT A.   | 497 | MICHAEL T.  |
| 394 | JOHN H.      | 420 | JOHN D.      | 446 | DUSTIE S.      | 472 | JOYCE L.     | 498 | COURTNEY L. |
| 395 | THOMAS K.    | 421 | LAKENYA B.   | 447 | LARRY M.       | 473 | TOUNIA M.    | 499 | MARCO S.    |
| 396 | VERA B.      | 422 | FREDERICK P. | 448 | SILVIA D.      | 474 | ARACELIS F.  | 500 | LADONNA C.  |
| 397 | BESSIE J.    | 423 | CESAR R.     | 449 | HASSON D.      | 475 | CHERYL J.    |     |             |
| 398 | SEAN R.      | 424 | EMMA P.      | 450 | JAMES B.       | 476 | LAWRENCE Y.  |     |             |
| 399 | VINCENT G.   | 425 | JAY E.       | 451 | MARK W.        | 477 | ALEISA M.    |     |             |
| 400 | JEFFREY S.   | 426 | AKEYA D.     | 452 | HEADLEY P.     | 478 | ELIZABETH M. |     |             |
| 401 | SOREN S.     | 427 | JILL B.      | 453 | ADRIANNE M.    | 479 | LINDA C.     |     |             |
| 402 | TELESIA L.   | 428 | EDWARD J.    | 454 | DANIEL M.      | 480 | LUCINDA O.   |     |             |

# TOP AGENCIES



## 1 THE DREAM TEAM

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

# TOP RVPs

#1  **CONSOLIDATED PLANNING**

#2  **FINANCIAL LEGACY GROUP**

#3  **THE BLAKE GROUP**

#4  **REILLY LIFE GROUP**

#5  **DAVIS MARKETING AGENCY**

#6  **PILCHER INSURANCE AGENCY**

#7  **SAFEKEEPING MEMORIAL SOLUTIONS**

#8  **EVANS GROUP**

#9  **RUIZ GROUP**

#10  **SPELLER GROUP**

#11  **FAIRCLOTH MARKETING GROUP**

#12  **FINAL WISHES ADVISORS**

#13  **JACKSON GROUP**

#14  **ACTION TEAM**

**CONGRATULATIONS TO THE TOP RVPs!**

# TOP RVP RECRUITERS



**CONSOLIDATED PLANNING 68**



**ACTION TEAM 17**



**FINANCIAL LEGACY GROUP 42**



**PILCHER INSURANCE AGENCY 12**



**DAVIS MARKETING AGENCY 36**



**SPELLER GROUP 10**



**THE BLAKE GROUP 33**



**EVANS GROUP 7**



**REILLY LIFE GROUP 35**



**FAIRCLOTH MARKETING GROUP 7**



**JACKSON GROUP 19**



**FINAL WISHES ADVISORS 3**



**SAFEKEEPING MEMORIAL SOLUTIONS 17**



**RUIZ GROUP 2**

**CONGRATULATIONS TO THE TOP RECRUITERS!**



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