

THE SCOOP

July 2020

Building a **MILLION-DOLLAR AGENCY**



Lewis B.

HALF-TIME

We're at the half way point of yet another year. 2020 has been a year full of adjustments and adversity to say the least. One of the biggest things that has stood out to me is the resiliency of our sales force. Despite everything that has been thrown your way, you continue to succeed. This past June was yet another record-breaking month for several teams and for Senior Life as well. June of 2020 was the single best month in the history of Senior Life!

As we turn our attention to the second half of the year, take a moment and analyze your business from the first half of 2020. Take out all the obstacles that were thrown your way. Remove all the distractions that you were faced with. Simply look at your business for the first half of 2020. What areas are you winning in and where are the holes that you need to plug?

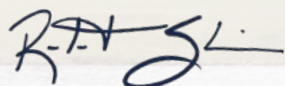
Take a moment and think, really think about the 3 biggest areas where you need to improve in the second half of the year. Maybe it's in recruiting, maybe it's in working more leads. Holding your team members more accountable. Holding yourself more accountable, etc.

I've been discussing this with our leadership team around the country and for the most part, everyone's answers are about the same. Organization, time management, and recruiting have been on almost everyone's list. The question really isn't what's on your list. The main question is what are you going to do to fix what's on your list.

No different than a boat with a hole in it, most people aren't going to just sit back and watch their boat fill up with water and sink. They're going to grab a bucket and start dumping the water out of the boat and work on fixing the leak or plugging the hole. The same applies to your business. When you know you have areas that you're weak in, the only way to get stronger is by picking up a bucket and working on them. This doesn't mean that you're going to have the best technique or all the right answers, but the worst thing to do is pretend like there's not a leak.

For the second half of this year, what do you need to do to propel forward? With the right mindset and work ethic, you can have an incredible 12 months. Rodrick M. is a perfect example of this. June of 2019, Rodrick's team issued \$19,024.92. June of 2020, his team issued \$262,814.88. This is an increase of 1,281% increase in a 12-month period. What an incredible job by Rodrick and his team over the last year. This is a testimony to what this opportunity can do for every single person in just a short period of time.

Someone shared with me just the other day that they have never seen a rocket ship take off without being on a platform. At Senior Life, we have the platform in place for you to take off and go as fast as you want to. **Let's finish strong!**



Robert Shiver, Executive Vice President
Senior Life Insurance Company





MILLION-DOLLAR AGENCY

In June, Lewis B. reached his goal of becoming a million-dollar agency. He works hard at his goals and always strives to turn them into a reality. Lewis B. expresses that to be successful and achieve your goals, you have to start somewhere. He says, "First of all, I got started. That's really important. A lot of folks, managers and agents, they're waiting to get started. The most important thing is that I got started, and when I got started, I never got 'un-started.' One of the challenges that people have in this business is that they stop, start, stop, start." Lewis believes that you have to stick with the process and not quit in order to be successful. He also talks about how important it is to share your business with others by recruiting. "What I did pretty early in my career is that I started sharing this business with other people. I believe that this was the cure to my financial emptiness. I believe that this final expense business was my cure, and I believe it was a cure for other people as well." Lewis states that it's important to realize that you determine your own success. "I share this business with dozens and dozens of people on a monthly basis, and I really didn't care who got in, who called me crazy, who told me I should never contact them again. I never worried about that. I knew this was a numbers game, and I knew whoever talked to the most people make the most money."

Lewis B. has been able to build a million-dollar agency because of the tremendous amount of work that he puts into his business and his team. Lewis B. III, his son, says, "He's one of the best businessmen on this



earth, but an even better Dad. I knew he was going to accomplish it. It was just a matter of when. This is only the beginning; We'll have the #1 final expense agency in the country soon." He doesn't measure what it will take to reach his goal, he just does whatever it takes. Lewis B. states, "Some people will say, 'how many people do I need to contact a day,' 'how many people do I need to contact a week?' - I don't know. This past month I had 31,000 texts in a 30-day period. I send over 1,000 texts a day. That's



not including the phone calls and emails. That's what it takes." Lewis B. expresses that he tries to stay off the phone. He does most of his business through text. He says that he has to have a balance and know when people are interested or not. "I have a lot of agents who stay on the phone, but they don't recruit. If I'm trying to recruit someone, and they feel like I'm trying to sell them or that I need them, they're going to lock down and have less interest. What I do is send a text to see whether the person is open minded about business and I might also send them my website and tell them to watch a couple of videos and tell them that if they're interested to get back to me. You can't completely be off of the phone if you're recruiting, but a lot of wasted time goes into talking on the phone."

Helen A. shares, "Lewis B. is a focused, single-minded purpose driven, firm, yet compassionate

leader who is committed to helping every agent partner in his organization to succeed." Lewis B. does whatever it takes to encourage and guide his team. He says, "I stay single-minded focused on their success. Here's what I know: I know that if I help people become successful, then I too will become successful as well. That's how you build a million-dollar agency." Rodrick M. says that Lewis helped him become successful by encouraging him at the beginning of his career. Rodrick M. shares, "It seemed we talked and ate lunch a thousand times before I decided to partner with the man who would become my mentor in the final expense business. One of the things Lewis would always tell me is, 'Rod you got to stop listening to yourself. You may not like this, but it is listening to yourself that has you in your current financial situation. If you are okay with that, then keep listening to yourself but if you are not ok with it, stop listening to yourself.' Lastly, what gave me the confidence to jump in with both feet was the confidence Lewis had that I could do this business. Lewis said, 'Rod there's a lot of money to be made in

"HERE'S WHAT I KNOW: I KNOW THAT IF I HELP PEOPLE BECOME SUCCESSFUL, THEN I TOO WILL BECOME SUCCESSFUL. THAT'S HOW YOU BUILD A MILLION-DOLLAR AGENCY."



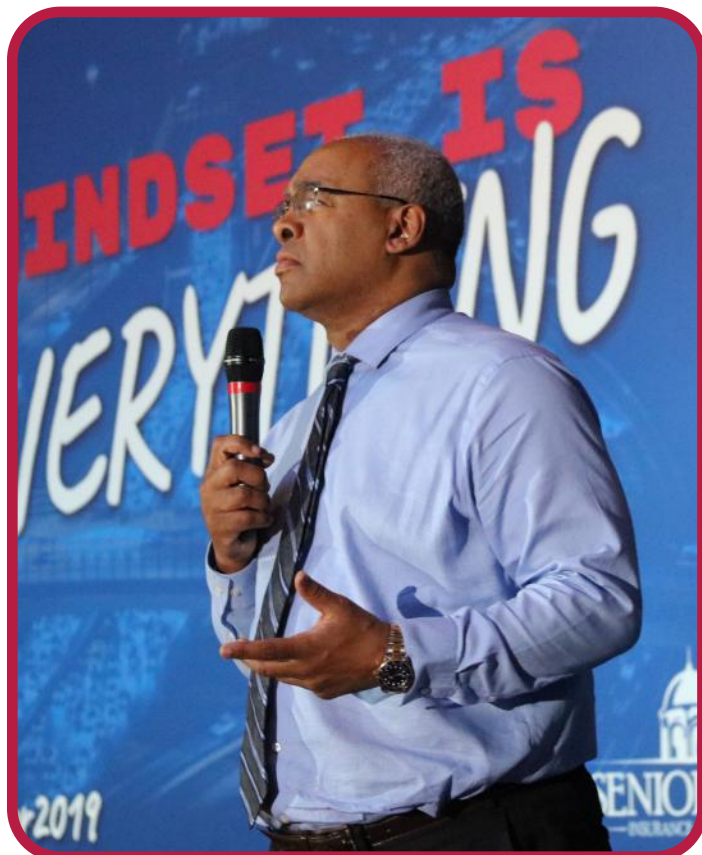
Lewis B. and his three sons David, Michael, and Lewis III.

LEWIS SAID, “ROD THERE’S A LOT OF MONEY TO BE MADE IN THE FINAL EXPENSE BUSINESS AND ROD I BELIEVE YOU CAN DO IT. ROD MORE IMPORTANTLY, I WILL HELP YOU DO IT.” THAT SINGLE COMMITMENT HE MADE TO ME HAS CHANGED MY LIFE FINANCIALLY FOR THE BETTER.



-Rodrick M.

the final expense business, and I believe you can do it. Rod more importantly, I will help you do it.' That single commitment he made to me has changed my life financially for the better." Lewis B. helps anyone who is willing to put in the work and has a lot of amazing people on his team. However, Lewis B. knows that not everyone is willing to do what it takes. He says, "One of the problems that I've seen with some managers is that they try to force people to do things that they don't want to do. I stay focused on helping people that want help. Let's say I'm working with you, and you're not showing any interest in doing this. I'm not going to try to make you do this. I won't try to make you feel bad, I won't tell you that you're crazy, or that you're not smart. I won't do any of that. I'm going to tell you, 'when you're ready, let me know and I'll help you.' It's going to take work. There's no such thing as success without work. There's no free lunch or lottery ticket, you've got to go to work. I think that's one of the challenges that a lot of agents have. They want to be successful really badly, but I don't know if they're willing to talk to enough people. Again, it's a numbers game. Whoever's willing to talk to the most people will make the most money."



Lewis B. feels tremendously happy about achieving his goal of becoming a million-dollar agency. He states, "When I saw those numbers, it was a great accomplishment. I was so happy for my team because not only did I see my numbers go to a million, I saw Charaka C. at \$275,000, I saw Rodrick M. at \$262,000, I saw Helen A. at over \$160,000. These were all their best numbers ever, and we had 14 organizations that went over \$50,000, and most of those people had never been over \$50,000 ever before in their life. So, it wasn't just the Lewis B. show, it was a collective Consolidated Planning show. Everybody came together." Even though this was an exciting milestone for Lewis B, he says that it wasn't nearly as exciting as reaching his first goal. He shares, "In July of 2016, we crossed over \$100,000. That was actually a more momentous moment then, than the Million now, believe it or not. I cried like a baby in the Detroit airport in July 2016 when we crossed over. In order to get to a million, you've got to get to \$100,000. We doubled our production from June to July." Lewis is thankful for being able to reach his goals and continues to push himself and his team to reach even higher goals. "Last July, we did half of a million. In less than a year, we doubled again. So, you can't tell me that you can't double this thing in a very short period of time." Lewis B. shares that his next goals will stretch over the next couple of months, "One million is great, and we love it, but we've set a goal for one and a half million this month. The real goal is two million, but in order to get to two million, we've got to get to one and a half million first. If we don't hit it, fine, we'll be fine, but the goal is one and half million in July and two million in August. We want to double again, but this time do it in two months instead of 11 months."

To be successful, Lewis believes that you have to start working and don't quit. He says, "The one thing I would encourage people to do is recruit, recruit, recruit. It's important to get stable in your income to recruit. The only way to become stable in your income is to write business. The key is to get stable, make some money, show people your success, and you'll win." ©

LEGACY *Assurance*SM

We have all experienced setbacks and uncertainty due to Covid-19. As we have continued to help families that are part of Legacy Assurance, we have realized that fulfilling final wishes for families is not the same at this time. We have gathered information from funeral homes we have spoken to during this pandemic, below is a list of things we have discovered:

- 10 People or less at the funeral services.
- If their loved one passed due to Covid-19 they may only be able to do a direct cremation.
- Some funeral homes are charging the same amount for direct cremation as a full service.
- Some funeral homes will not do viewings.
- Types of services can change at any time depending on their location. There are certain “hot spots” that may cause services to be delayed.
- If not limited to 10 people, there will be a rotation in the facility to accommodate family and friends.

During this time, we continue to strive to help families the best we can. When the family calls in to report the death, we then explain how we can help them, and we gather information to begin our process. We then review all the information that we gathered from the funeral homes that are contacted with the loved ones. We then ship the merchandise once we receive payment via life insurance assignment or credit/debit card.

Legacy Assurance will educate and fight for our members’ loved ones. Our goal is to make such a hard and stressful time become a very smooth process and to keep the family focused on the important things such as the memories that were created.

****Disclaimers**

Legacy Assurance is not a preneed company, funeral home, or funeral director. Legacy Assurance is separate from Senior Life Insurance Company. Merchandise is available in every state except for IA, OK, and VA. The Wish Team and Living Benefits are available in every state. Merchandise will be shipped as soon as it's paid for. Legacy Assurance is a separate company from MeMD, Pedors, and NationsHearing.

CONGRATULATIONS!
#1 ZENOBIA L.
TOP 500 PRODUCERS

2	MARCEA M.	26	BRET C.	50	MARC D.	74	EDDIE S.	98	DEBORAH R.
3	LORENZO S.	27	HECTOR M.	51	BRENDA L.	75	BENJAMIN C.	99	KALE C.
4	DORIS G.	28	LAKEISHA P.	52	EDDIE D.	76	JESUS F.	100	MORGAN B.
5	VON W.	29	GARY B.	53	TARA S.	77	PENELOPE M.	101	JAMES R.
6	BIANCA M.	30	LEONEL A.	54	DANA B.	78	TIMOTHY P.	102	HIEUMARIA P.
7	JAMEY B.	31	ROBERT M.	55	MYREON M.	79	DEAN B.	103	ERIC J.
8	JOSHUA M.	32	JASON C.	56	CLAUDE C.	80	YVONNIE W.	104	RODERICK B.
9	JESSE S.	33	ANTHONY J.	57	DEBORAH H.	81	JASON T.	105	CARLDERONE G.
10	STEPHEN T.	34	CHRISTOPHER B. S.	58	GARY L.	82	MICHAEL P.	106	JENNIFER P.
11	JENNIFER C.	35	JARNEL C.	59	JEROME H.	83	ALAN A.	107	SONIA T.
12	BECKY D.	36	SHEILA W.	60	SENITA C.	84	JOSE F.	108	YESENIA C.
13	TRISHA W.	37	NOEMI O.	61	MARTIN V.	85	CRYSTAL N.	109	SHAWNTRICE W.
14	BRUNO R.	38	SA F.	62	MARK W.	86	VINCENT G.	110	RAYMOND D.
15	RODNEY W.	39	OSWIN Q.	63	KIMBERLY T.	87	EVERETT H.	111	DANNY G.
16	BERNARD B.	40	RICHARD B.	64	ZOE G.	88	CHRISTINA C.	112	ASHLEY C.
17	TRENT T.	41	ROSALBA P.	65	LEONARDO G.	89	ANDREAS A.	113	DELORES R.
18	CHRIS M.	42	LESLIE S.	66	KATHLEEN M.	90	NICOLE M.	114	BENJAMIN V.
19	CHRISTOPHER S.	43	PAMELA F.	67	DARVI M.	91	BARBARA J.	115	JORDAN M.
20	SHARON T.	44	COURTNEY J.	68	ANGELINA G.	92	MAGDALENA L.	116	ROGER L.
21	TRINA M.	45	FRANCES F.	69	LINDA Y.	93	SAMANTHA B.	117	SCOTT T.
22	AARON R.	46	AMANDA N.	70	BENJAMIN H.	94	SARA G.	118	MARIO C.
23	NIEMAT I.	47	OSMELYS C.	71	JAY H.	95	SYED J.	119	JONRIKA N.
24	DENA C.	48	CAITLIN C.	72	WHITNEY S.	96	SERGIO S.	120	MARGARET L.
25	FRANCISCO R.	49	JACQUES T.	73	KIMMILY M.	97	PATRICIA B.	121	MIGUEL L.

TOP PRODUCERS

CONGRATULATIONS TO THE TOP 500 AGENTS!

122	ANDREA M.	147	HELEN A.	172	GREGORY T.	197	GEORGE D.	222	DAVID D.
123	LUZ C.	148	FRANCISCO G.	173	WILLIE T.	198	GREGORY R.	223	RICHARD P.
124	SYLVIA G.	149	JAMAL B.	174	DANIEL R. M.	199	GARY G.	224	DUANE C.
125	CAROLA M.	150	JUNE W.	175	REINALDO D.	200	JEANETTE C.	225	TASHA O.
126	MIRANDA J.	151	MARY D.	176	CICELY F.	201	RODNEY J.	226	KATTY L.
127	ELIECER M.	152	RAMON F.	177	ANGELA A.	202	SHARON C.	227	TAURUS W.
128	JO-ANN R.	153	KIMBERLY H.	178	LESLIE D.	203	LEONOR S.	228	JOHN O.
129	ELLA M.	154	JOURDAN P.	179	CHRISTINA H.	204	OFFICE H.	229	LEWIS B.
130	TAMEKA R.	155	ALICIA B.	180	JOSHUA R. M.	205	LEE R.	230	PAMELA B.
131	JULIANNA P.	156	MATTHEW S.	181	BRIAN H.	206	SHARON J.	231	ELIO L.
132	JOSE M.	157	ROBERT J.	182	SANDRA S.	207	CLARENCE L.	232	JOSE R.
133	JANET M.	158	LILIANA L.	183	GARY A.	208	PAUL G.	233	THEODORE I.
134	JON-ERIK M.	159	CHRIS G.	184	NOLIE J.	209	SHANNON G.	234	STEPHEN D.
135	BRENDA T.	160	LYDIA Y.	185	BAILEY T.	210	MARIANNA R.	235	ARMONDO S.
136	GEORGIA T.	161	THERESE R.	186	PATRICIA C.	211	NAIM A.	236	CAROLYN M.
137	KADIATOU B.	162	BRUCE W.	187	WAYNE J.	212	LUIS Z.	237	CHRIS O.
138	JACQUILLA H.	163	SHAWN K.	188	RODERICK C.	213	DAMITA R.	238	IVY S.
139	DIANE K.	164	CHARLIE H.	189	NICOLETTE C.	214	COLETTE V.	239	CYNTHIA B.
140	VONDA W.	165	TAMMAM T.	190	JACK D.	215	JONATHAN D.	240	KEVIN H.
141	DELORES F.	166	THOMAS L.	191	FRANTZ J.	216	YOSKUA M.	241	RONNIE H.
142	MARIE E.	167	DEMARCUS O.	192	CEDRIC A.	217	TAMARA W.	242	MAGGIE A.
143	HARRISON K.	168	DEBRA J.	193	TIMBERLY H.	218	TRACIE D.	243	JUSTIN W.
144	AVENANT M.	169	CAMILLA R.	194	JULIA F.	219	ALIGDAMI M.	244	RANETTA H.
145	DANIEL M.	170	RONALD J.	195	PATRICIA L.	220	JOHN O.	245	ELIZABETH Y.
146	CHARLES C.	171	KIMBERLY W.	196	DANIELLE M.	221	SCOTT S.	246	FLORAZEL L.

TOP PRODUCERS

247	LARRY B.	273	HEATHER D.	299	TRESSA J.	325	RUBEN O.	351	MICHAEL T.
248	MICHAEL H.	274	WILLIAM W.	300	JAMES C.	326	DESIREE H.	352	NIGLE J.
249	RENIKA N.	275	CARABALLO C.	301	CHARAKA C.	327	CAROLYN C.	353	SANTANA W.
250	GEORGE L.	276	GUADALUPE C.	302	HERBERT W.	328	GAIL B.	354	TANGELA P.
251	OMAR M.	277	LATHERA P.	303	THOMAS H.	329	VELVET B.	355	RODRIGO B.
252	MONICA G.	278	VICTOR G.	304	MICHELLE C.	330	DESHAWN M.	356	ERIC G. P.
253	LAWRENCE P.	279	KORI O.	305	QUAZANDRIA C.	331	BRENDA O.	357	LATRICE B.
254	GILBERTO A.	280	BAMBI H.	306	ANTONIO R.	332	SUKARNO S.	358	CRISTIAN B.
255	MICHAEL N.	281	MIAMI W.	307	SETAITA T.	333	CYNGIEAR G.	359	JANICE W.
256	SHEREE R.	282	ALESHA M.	308	ALPHEIUS S.	334	WILLIE B.	360	LINDA B.
257	LUIS V.	283	CARTER P.	309	ANGELA W.	335	CHARLOTTE H.	361	MARGARET M.
258	STEFAN W.	284	JOCELYN Q.	310	RAYMOND J.	336	GWENDOLYN M.	362	WANDA J.
259	JOHN C.	285	WILLIE R.	311	QUINTON E.	337	ERIC M. P.	363	LARRY M.
260	JOSHUA M. H.	286	ALBERT P.	312	KEITH C.	338	ABRAHAM S.	364	JUAN M.
261	SANDRA H.	287	LUIS G.	313	ERICA J.	339	LATESHA C.	365	JOEL D.
262	LEOLA P.	288	NICOLA F.	314	EDDIE Z.	340	KYLA M.	366	ELKA C.
263	ERICA S.	289	JONATHAN W.	315	WILLIAM C.	341	MARCIA M.	367	KEVIN V.
264	ROSCOE P.	290	MONICA M.	316	ANA A.	342	JERRELL W.	368	ARIEL R.
265	BONNIE D.	291	ANTHONY R.	317	FREDERICK P.	343	HASSON D.	369	ANDREA F.
266	JOSHUA H.	292	LARRY W.	318	BRITTANY S.	344	LILLIAN G.	370	ARNOLD J.
267	JONES N.	293	CYNTHIA S.	319	AARON B.	345	GILBERT M.	371	WILLIE F.
268	JAMES S.	294	ALVIN H.	320	DEMETRIUS T.	346	YVETTE D.	372	MONIQUE H.
269	EVAN S.	295	TERIKO H.	321	PAOLA B.	347	JIMMY J.	373	CALVIN M.
270	MOSLEY M.	296	VERA P.	322	ASHLEY M.	348	LENA B.	374	MATTHEW T.
271	XAVIEN J.	297	MARIA T. G.	323	JAMES H.	349	JELEN M.	375	ETHEL H.
272	LISA A.	298	PAULINE H.	324	KEISHA S.	350	PURNELL G.	376	YVONDRA H.

TOP PRODUCERS

377	KEITH T.	403	JESSICA N.	429	ERIC S.	455	CHARNETTA B.	481	SHERRI M.
378	MONICA B.	404	DOMINIQUE G.	430	BYRON H.	456	SOCORRO S.	482	RICHARD E. D.
379	DAYANA P.	405	MONIQUE B.	431	KEITH D.	457	MARDEIO C.	483	KATHY L.
380	LINDA P.	406	RUSTY W.	432	ZANDREYA F.	458	MALCOLM H.	484	VICKIE H.
381	RAYMOND G.	407	DULCE B.	433	ESTER B.	459	DELBERT W.	485	DOROTHY H.
382	CHELITA R.	408	INDEIA L.	434	MATTHEW W.	460	CHARNETTA W.	486	BRADLEY D.
383	TIANNA T.	409	MARIA H.	435	MARIA T.	461	LATOYA S.	487	ZACKARY B.
384	ANITA A.	410	BOBBY B.	436	SHANE V.	462	CHERYL T.	488	MICHAEL W.
385	MAIRA M.	411	JANET W.	437	CARLENE W.	463	THEODORE M.	489	RICARDO V.
386	LUIS H.	412	SAIDA M.	438	FRITA W.	464	WENDELL M.	490	DAS B.
387	LONGINO R.	413	SINGLE E.	439	ARTHUR H.	465	ALFRED C.	491	LISA W.
388	ERIC A.	414	TRACI L.	440	KINGSLEY B.	466	VERA B.	492	ALISHA D.
389	SUSAN T.	415	JOANN S.	441	KATRINA C.	467	FRANCISCO A. G.	493	CHARLOTTE B.
390	MICHAEL B.	416	TIMOTHY T.	442	HONORIO G.	468	KAREN S.	494	JAMES L.
391	JOHN Z.	417	KEVIN R.	443	BERLAND B.	469	PAULA R.	495	SAMMY J.
392	HOPE G.	418	DIEDRA F.	444	THOMAS J.	470	RICHARD T.	496	AKEYA D.
393	RONELL J.	419	GRETA C.	445	KARL T.	471	HERMAN D.	497	MATTHEW B.
394	AMELIA T.	420	ANGELA L.	446	ADJANNIE V.	472	GREGREY P.	498	PATRICIA C.
395	ASHAKI M.	421	KEYSHIA G.	447	PEARLENE C.	473	PARRIS P.	499	TETONYA C.
396	EVELYN G.	422	TOUNIA M.	448	FRANCHESKA W.	474	KADEESHA E.	500	HERMAN P.
397	FRED D.	423	MARTHA N.	449	JOHN V.	475	KATIE B.		
398	AAZIM A.	424	TAYLOR G.	450	TAUREAN R.	476	SUBRINA H.		
399	SHONDA A.	425	KENNETH M.	451	D'ONTE H.	477	ANGELA M. W.		
400	ANGEL R.	426	CARLIE H.	452	WILLARD Y.	478	KIM M.		
401	MARIA G.	427	JOSEPH A.	453	GENE D.	479	JORGE R.		
402	RICHARD D.	428	MICHAEL G.	454	SHANGA W.	480	CRAIG C.		

TOP RECRUITERS



CONSOLIDATED
PLANNING

110
HIRES



**THE
BLAKE
GROUP**

72



**REILLY
LIFE
GROUP**

56



**DAVIS
MARKETING
AGENCY**

48



**FINANCIAL
LEGACY
GROUP**

39



**TEMPERATE
LEGACY
GROUP**

39



**WHITE
GROUP**

37



**OWENS
INSURANCE
AGENCY**

34



**THE
MVP
GROUP**

32



**THE
PRICE
GROUP**

31



**THE
COOK
GROUP**

28



**NEEDELMAN
GROUP**

26



**HARRIS
GROUP**

25



**SPELLER
INSURANCE
GROUP**

22



**MANSWELL-
SPELLER
GROUP**

22

CONGRATULATIONS TO THE TOP RECRUITERS!

TOP AGENCIES

#1  **FINANCIAL LEGACY GROUP**

#2  **CONSOLIDATED PLANNING**

#3  **THE BLAKE GROUP**

#4  **REILLY LIFE GROUP**

#5  **THE COOK GROUP**

#6  **THE MVP GROUP**

#7  **DAVIS MARKETING AGENCY**

#8  **TEMPERATE LEGACY GROUP**

#9  **THE PRICE GROUP**

#10  **PILCHER INSURANCE AGENCY**

#11  **ADAMS GROUP**

#12  **NEEDELMAN GROUP**

#13  **SAFEKEEPING MEMORIAL SOLUTIONS**

#14  **EVANS GROUP**

#15  **MITCHELL GROUP**

#16  **FAIRCLOTH MARKETING GROUP**

TOP AGENCIES

17	T. WHITE GROUP	45	POPE GROUP	73	D. S. WILLIAMS GROUP	101	C. MENARD GROUP
18	OWEN INSURANCE AGENCY	46	FIRST PRESTIGE GROUP	74	CRUMP GROUP	102	ISSA GROUP
19	C. ELSBERRY GROUP	47	M. HARRIS GROUP	75	ABDULLAH GROUP	103	THAMES GROUP
20	FLEMING GROUP	48	J. SANDERS GROUP	76	DUNHAM GROUP	104	STRICKLAND GROUP
21	BARNES GROUP	49	S. BURNS GROUP	77	MILLS GROUP	105	ALVAREZ GROUP
22	SENIOR BENEFITS GROUP	50	M. T. MILLER GROUP	78	D. HINTON GROUP	106	T. MITCHELL GROUP
23	FIRST GENERATION LIFE, INC	51	BLAKE GROUP	79	MOLINA GROUP	107	PACE GROUP
24	MENARD GROUP	52	CROCKETT GROUP	80	TANN GROUP	108	S. WOODS GROUP
25	R. L. JOHNSON GROUP	53	L. SMITH GROUP	81	TURNER GROUP	109	FERNANDEZ GROUP
26	NIBBS GROUP	54	J. M. ROBINSON GROUP	82	REYES GROUP	110	RUIZ GROUP
27	SPELLER INSURANCE GROUP	55	T. WALKER GROUP	83	WELLS GROUP	111	RUSSELL GROUP
28	MANSWELL-SPELLER GROUP	56	WORD GROUP	84	BONDS GROUP	112	MCGRAW GROUP
29	LANIER GROUP	57	RUIZ GROUP	85	DANIELS GROUP	113	FALEONO GROUP
30	ACTION TEAM	58	R. T. JOHNSON GROUP	86	JAMES GROUP	114	HERRING GROUP
31	B. WILSON GROUP	59	CAMPOS GROUP	87	FRIAS INSURANCE GROUP	115	W. BAKER GROUP
32	THE MONEY TEAM	60	COBB GROUP	88	H. MALDONADO GROUP	116	CUROLE GROUP
33	HINTON GROUP	61	YEPEZ GROUP	89	T. ROBINSON GROUP	117	MCFADDEN GROUP
34	GEROW GROUP	62	DUPRE GROUP	90	N. JACKSON GROUP	118	LUCAS GROUP
35	FINAL WISHES ADVISORS	63	SHULL GROUP	91	VASQUEZ GROUP	119	L. PETERSON GROUP
36	CORMIER GROUP	64	RAGUSA GROUP	92	DEVORE GROUP	120	BLAZER GROUP
37	DOBSON GROUP	65	C. MUHAMMAD GROUP	93	BLACKMON GROUP	121	H. SMITH GROUP
38	V. KING GROUP	66	FLOYD GROUP	94	TERRELL GROUP	122	CURRY GROUP
39	A. JACKSON GROUP	67	BAKER GROUP	95	KLEIN GROUP	123	BENSON GROUP
40	BRUMFIELD GROUP	68	TAYLOR GROUP	96	RIVERA GROUP	124	GAGLIARDI GROUP
41	R. ANDERSON GROUP	69	THE POZO GROUP	97	R. WHITE GROUP	125	HILL GROUP
42	MICKENS GROUP	70	ARISTILDE GROUP	98	S. SOLIS GROUP	126	A. JOHNSON GROUP
43	BENENHALEY GROUP	71	GONZALEZ GROUP	99	GARCIA GROUP	127	FORTIER GROUP
44	WARD GROUP	72	BERLIN GROUP	100	COHEN GROUP	128	GEIGER GROUP

TOP AGENCIES

129	R. CALVIN GROUP	157	CARTER GROUP	185	E. JOHNSON GROUP	213	J. PETERSON GROUP
130	THE VISION GROUP	158	J. BROWN GROUP	186	JOLIVET GROUP	214	MATUTE GROUP
131	OCONNELL GROUP	159	WYATT GROUP	187	CONTRERAS GROUP	215	Y. CAMPOS GROUP
132	WARREN GROUP	160	TINKER GROUP	188	ANDREANIDIS GROUP	216	L. CAMPOS GROUP
133	P. D. BROWN GROUP	161	GOMEZ GROUP	189	MCCONICO GROUP	217	BOGAERT GROUP
134	L. BURNS GROUP	162	MCLEAN GROUP	190	LARSON GROUP	218	S. WILLIAMS GROUP
135	DOBBINS GROUP	163	MARTELL GROUP	191	X. JONES GROUP	219	R. DAVIS GROUP
136	STORER GROUP	164	COUSINEAU GROUP	192	WILDER GROUP	220	CARNER GROUP
137	SEABROOK GROUP	165	YORK GROUP	193	TRIPLETT GROUP	221	RUSH GROUP
138	TWILLEY GROUP	166	K. P. MITCHELL GROUP	194	S. TIROLIA GROUP	222	VILLESCAS GROUP
139	R. BROWN GROUP	167	W. SMITH GROUP	195	C. HARRISON GROUP	223	LEFTWICH GROUP
140	D. HARRIS GROUP	168	SCAIFE GROUP	196	I. MUHAMMAD GROUP	224	GRAVES GROUP
141	PENA GROUP	169	WEST GROUP	197	MCCLAIN GROUP	225	T. LUCAS GROUP
142	MCCALLUM GROUP	170	SCARBOROUGH GROUP	198	LEMUS-MELGAR GROUP	226	J. HENDERSON GROUP
143	NICKERSON GROUP	171	CROSBY GROUP	199	GAMEZ GROUP	227	CANEDA GROUP
144	J. G. JONES GROUP	172	GUPTA GROUP	200	JAFRI GROUP	228	J. DUPRE GROUP
145	M. VASQUEZ GROUP	173	SIMON GROUP	201	MILETELLO GROUP	229	CEVALLOS GROUP
146	BARRON GROUP	174	DEMPSEY GROUP	202	D. ROBINSON GROUP	230	LIVINGSTON GROUP
147	LALANDE-WASHINGTON GROUP	175	PRATT GROUP	203	COURVILLE GROUP	231	JETT GROUP
148	CARBALLO GROUP	176	JORDAN GROUP	204	NORWOOD GROUP	232	LOERA GROUP
149	CROWLEY GROUP	177	OLFUS GROUP	205	W. WARREN GROUP	233	LYON GROUP
150	THIGPEN GROUP	178	HAWKINS GROUP	206	BROWN-WALKER GROUP	234	HARVEY GROUP
151	B. ASKINS GROUP	179	CAMPBELL GROUP	207	RICE GROUP	235	M. GARCIA GROUP
152	C. ASKINS GROUP	180	THORNE GROUP	208	PHAN GROUP	236	MAGETT GROUP
153	DOMINGUE GROUP	181	HARRISON GROUP	209	SIMKINS-DELANDA GROUP	237	CANTILLO GROUP
154	POOLE GROUP	182	ALBERTO GROUP	210	C. GREEN GROUP	238	LUGO GROUP
155	HIDALGO GROUP	183	GROSS GROUP	211	RICHARDS GROUP	239	CUNNINGHAM GROUP
156	CHARLES GROUP	184	FEDERICK GROUP	212	W. KING GROUP	240	GURLEY GROUP

TOP AGENCIES

241	Y. REYES GROUP	269	F. GONZALEZ GROUP	297	SCOTT GROUP	325	GIBSON GROUP
242	J. MCCLAIN GROUP	270	J. WILLIAMS GROUP	298	ALEEM GROUP	326	MULLINS GROUP
243	C. MARQUEZ GROUP	271	DIOGUARDI GROUP	299	K. ROBINSON GROUP	327	GRESHAM GROUP
244	G. DAVIS GROUP	272	HILLIARD GROUP	300	B. THOMPSON GROUP	328	RUSAKOVA GROUP
245	THOMPSON GROUP	273	POWELL GROUP	301	W. P. JONES GROUP	329	ZELAYA GROUP
246	MUNOZ GROUP	274	A. BROWN GROUP	302	J. RODRIGUEZ GROUP	330	RHODIE GROUP
247	MANNING GROUP	275	SHORTER GROUP	303	DICKINSON GROUP	331	VALERY GROUP
248	ROBERTSON GROUP	276	LANDIVAR-BENEDEK GROUP	304	BRANNAN GROUP	332	WATKINS-SMALL GROUP
249	PORCHE GROUP	277	MCCRAY GROUP	305	ATTAWAY GROUP	333	MORALES GROUP
250	BOCKARIE GROUP	278	WEINROTH GROUP	306	CANADY GROUP	334	OLMSTED GROUP
251	SCHURR GROUP	279	HAYTHE GROUP	307	CARPINTERO GROUP	335	SCHUETT GROUP
252	MATEU GROUP	280	GOMEZ-VARGAS GROUP	308	JOACHIM GROUP	336	POE GROUP
253	C. O. RODRIGUEZ GROUP	281	MENDOZA GROUP	309	BATTLE GROUP	337	LEE GROUP
254	MESSER GROUP	282	TAYARA GROUP	310	MOSLEY GROUP	338	CRAIG GROUP
255	TARLETON GROUP	283	OLIVER GROUP	311	ANDREWS GROUP	339	STEWART-RUFFIN GROUP
256	BARRY GROUP	284	C. DAVIS GROUP	312	HART GROUP	340	LAWRENCE GROUP
257	D. KING GROUP	285	D. JACKSON GROUP	313	FORBES GROUP	341	D. MORGAN GROUP
258	V. WHITE GROUP	286	C. ROBINSON GROUP	314	LEAKE GROUP	342	SANYOUR GROUP
259	ATWOOD GROUP	287	R. JACKSON GROUP	315	G. ROGERS GROUP	343	WATSON GROUP
260	L. ALLEN GROUP	288	WEEKS GROUP	316	REYNOLDS GROUP	344	OBERHANSLY GROUP
261	EDMOND GROUP	289	V. GLOVER GROUP	317	GLICKER GROUP	345	STRONG GROUP
262	KNIGHT GROUP	290	TRUITT GROUP	318	CHAVEZ GROUP	346	NOLLEY GROUP
263	FRANCE GROUP	291	MULLIN GROUP	319	LAMAR GROUP	347	MCNEILL GROUP
264	MOREAU GROUP	292	DONES GROUP	320	SAURA GROUP	348	LOMBERA GROUP
265	R. PAMPLIN GROUP	293	ALDECOA GROUP	321	L. RUSSELL GROUP	349	K. MCDONALD GROUP
266	RING GROUP	294	L. DEAN GROUP	322	S. JOHNSON GROUP	350	INGRAM GROUP
267	MELTON GROUP	295	HOOKER GROUP	323	RILEY GROUP	351	S. DAVIS GROUP
268	MIDURA GROUP	296	HERRIN GROUP	324	JENNINGS GROUP	352	SANTOS GROUP

TOP AGENCIES

353	POLLENDER GROUP	381	S. HALL GROUP	409	L. WOODS GROUP	437	A. MILLS GROUP
354	MOSES GROUP	382	L. PARKER GROUP	410	SHUTKAS GROUP	438	HARMON GROUP
355	C. OWENS GROUP	383	SCONIERS GROUP	411	A. HENDERSON GROUP	439	K. SCOTT GROUP
356	BRADLEY GROUP	384	WATKINS GROUP	412	VARELA GROUP	440	OLIVA GROUP
357	HAMBRICK GROUP	385	J. HARRIS GROUP	413	T. HENDERSON GROUP	441	HARPER GROUP
358	R. HARRISON GROUP	386	T. JONES GROUP	414	PAREDES GROUP	442	CALDWELL GROUP
359	ZAMBRANO GROUP	387	SAMUEL GROUP	415	HUFF GROUP	443	D. TAYLOR GROUP
360	M. ANDERSON GROUP	388	SHNEIDER GROUP	416	D GROUP	444	SUDDUTH GROUP
361	WESLEY GROUP	389	TAPLIN GROUP	417	H. WOODS GROUP	445	MORRISON-JOHNSON GROUP
362	BOYKIN GROUP	390	DUHON GROUP	418	HOFFMAN GROUP	446	ORR GROUP
363	ALMOND GROUP	391	PEDRAZA-PACHECO GROUP	419	CASEY GROUP	447	S. SMITH GROUP
364	STALLWORTH GROUP	392	CARABALLO GROUP	420	CORBETT GROUP	448	NOSSAMAN GROUP
365	YOUNG GROUP	393	A. ABDULLAH GROUP	421	TANAKI GROUP	449	C. GRIMES GROUP
366	BASKIN GROUP	394	CORRAL GROUP	422	BILLUPS GROUP	450	BELL GROUP
367	HAMPTON GROUP	395	PINDER GROUP	423	SWANKS GROUP	451	HOOD GROUP
368	NORMENT GROUP	396	GRAHAM GROUP	424	JOY GROUP	452	G. MILSAP GROUP
369	PEREZ GROUP	397	B. HILL GROUP	425	EDWARDS GROUP	453	PARTER GROUP
370	LOCKETT GROUP	398	M. M. WILLIAMS GROUP	426	K. CAMPBELL GROUP	454	L. CLARK GROUP
371	O. MITCHELL GROUP	399	MURRILL GROUP	427	JOUBERT GROUP	455	MCNEALY GROUP
372	M. GONZALEZ GROUP	400	PIERCE GROUP	428	ZELLARS GROUP	456	J. WASHINGTON GROUP
373	A. TAYLOR GROUP	401	QUINTEROS GROUP	429	CLARK GROUP	457	DIGGS GROUP
374	ALDAZ GROUP	402	A. SMITH GROUP	430	AHUMADA GROUP	458	GORE GROUP
375	ROGAN GROUP	403	W. RICE GROUP	431	PLUMMER GROUP	459	G. MORGAN GROUP
376	JIMENEZ GROUP	404	A. PRESSLEY GROUP	432	B. SMITH GROUP	460	DIAZ GROUP
377	WIRTZ GROUP	405	L. GOMEZ GROUP	433	BRANHAM GROUP	461	JEFFERSON GROUP
378	J. CAMPBELL GROUP	406	FLOWERS GROUP	434	D. TURNER GROUP	462	L. BRYANT GROUP
379	HILLEY GROUP	407	J. WRIGHT GROUP	435	R. GONZALEZ GROUP	463	ARREGUIN GROUP
380	ROCHA GROUP	408	MORENO GROUP	436	BARRETO GROUP	464	MENDEZ GROUP

TOP AGENCIES

465	M. BAKER GROUP	493	TATE GROUP	521	M. GOMEZ GROUP	549	HURREN GROUP
466	P. GRAY GROUP	494	DUHART GROUP	522	DARQUEA GROUP	550	FOWLER GROUP
467	N. JOHNSON GROUP	495	BILLINGSLEY GROUP	523	NORMAN GROUP	551	E. BAILEY GROUP
468	WORKMAN-ASHFORD GROUP	496	PEROZO GROUP	524	GARRETT GROUP	552	WALPOLE GROUP
469	T. PALMER GROUP	497	GABRIEL GROUP	525	BAHENA GROUP	553	M. TORRES GROUP
470	BATTULAYAN GROUP	498	ROBINSON-LUCAS GROUP	526	LAMPKIN GROUP	554	GODOY GROUP
471	PENDER GROUP	499	T. THOMPSON GROUP	527	HENNIG GROUP	555	M. HERNANDEZ GROUP
472	BENNETT GROUP	500	A. ALEXANDER GROUP	528	B. BROWN GROUP	556	VALDEZ GROUP
473	BARDALES GROUP	501	MORRIS GROUP	529	WITHAM GROUP	557	C. WRIGHT GROUP
474	WURTZ GROUP	502	MEDRANO GROUP	530	SAIDA GROUP	558	F. WALKER GROUP
475	L. BROWN GROUP	503	HERNANDEZ GROUP	531	SINGLE GROUP	559	HANSON GROUP
476	M. MILLER GROUP	504	RANGEL GROUP	532	LANE GROUP	560	BURTON GROUP
477	J. REYNOLDS GROUP	505	J. DIXON GROUP	533	WEEMS GROUP	561	CADE GROUP
478	W. JONES GROUP	506	ALICEA GROUP	534	TURLEY GROUP	562	H. GABRIEL GROUP
479	GUERRA GROUP	507	TEASLEY GROUP	535	FARMER GROUP	563	T. JACKSON GROUP
480	J. MORENO GROUP	508	J. ZAMBRANO GROUP	536	G. CROSBY GROUP	564	TWYNER GROUP
481	DOMINECK GROUP	509	H. GLOVER GROUP	537	ANDRE GROUP	565	VICTOR GROUP
482	CARR GROUP	510	R. JOHNSON GROUP	538	A. LEE GROUP	566	P. COLEMAN GROUP
483	VEAL GROUP	511	SIMMONS GROUP	539	K. GOODWIN GROUP	567	F. J. WALKER GROUP
484	A. RODRIGUEZ GROUP	512	E. BERLIN GROUP	540	MATHEWS GROUP	568	VALERIO GROUP
485	STEVENS GROUP	513	A. MCNEIL GROUP	541	NICHOLS GROUP	569	S. GUERRA GROUP
486	FAISON GROUP	514	CORNELL GROUP	542	T. GOMEZ GROUP	570	W. YORK GROUP
487	W. FORBES GROUP	515	GOLDEN GROUP	543	K. MCNEILL GROUP	571	DECRISTOFARO GROUP
488	M. HAMPTON GROUP	516	DICKENS GROUP	544	HISCOCK GROUP	572	S. WILSON GROUP
489	TOLBERT GROUP	517	ARMSTRONG GROUP	545	CEBALLOS GROUP	573	SALAS GROUP
490	D. THOMPSON GROUP	518	HERNANDEZ-ESEGUIA GROUP	546	AUSTIN GROUP	574	CANNON GROUP
491	HARWELL GROUP	519	ROBERTS GROUP	547	GILLIARD GROUP	575	DIGIORGIO GROUP
492	HAYES GROUP	520	FRAZIER GROUP	548	K. DAVIS GROUP	576	L. SCOTT GROUP

TOP AGENCIES

577	TOMLIN GROUP	605	BILBREY GROUP	633	B. BEARD GROUP	661	GAMARRA GROUP
578	MOORE GROUP	606	M. WILLIAMS GROUP	634	FUENZALIDA GROUP	662	GIANNOTTI GROUP
579	Z. MUHAMMAD GROUP	607	R. VARGAS GROUP	635	N. WILLIAMS GROUP	663	CASALIS GROUP
580	CALVERT GROUP	608	BORDEN GROUP	636	FIELDS GROUP	664	PERALTA-FRANCO GROUP
581	V. BARNES GROUP	609	WISE GROUP	637	BOEVER GROUP	665	A. CARTER GROUP
582	GOTAY GROUP	610	DIAMOND GROUP	638	RAMIREZ-GARCIA GROUP	666	BOYCE GROUP
583	SPENCE GROUP	611	C. BARNES GROUP	639	D. WILLIAMS GROUP	667	S. TAYLOR GROUP
584	RODDY GROUP	612	LEDYARD GROUP	640	THORPE GROUP	668	DALL GROUP
585	TIMM GROUP	613	JEFFERY GROUP	641	D. NORWOOD GROUP	669	RICHARDSON GROUP
586	H. DEAN GROUP	614	A. DAVIS GROUP	642	BARTLEY GROUP	670	HERBERT GROUP
587	PORTER GROUP	615	BURCHAM GROUP	643	ARROLIGA GROUP	671	M. YEPEZ GROUP
588	NAPIER GROUP	616	COOPER GROUP	644	GRAYSON GROUP	672	F. TORRES GROUP
589	PATTEN GROUP	617	T. CHARLES GROUP	645	WHITFIELD GROUP	673	F. KELLY GROUP
590	VARGAS GROUP	618	PETERS GROUP	646	K. M. MITCHELL GROUP	674	HUMPHREY GROUP
591	ELLIS GROUP	619	GASTON GROUP	647	PRESTON GROUP	675	OROZCO GROUP
592	BRUPBACHER GROUP	620	T. BROWN GROUP	648	LEATH GROUP	676	GRIFFIN GROUP
593	HOUGH GROUP	621	APODACA GROUP	649	ROMAN GROUP	677	COULANGES GROUP
594	SUTTON GROUP	622	CHAULK GROUP	650	J. SCOTT GROUP	678	A. HERNANDEZ GROUP
595	WITT GROUP	623	L. THOMAS GROUP	651	ORTIZ GROUP	679	H. SEABROOK GROUP
596	K. MCLEAN GROUP	624	TILLIS GROUP	652	VILMONT GROUP	680	FORD GROUP
597	RAMOS GROUP	625	T. MOORE GROUP	653	D. WILSON GROUP	681	GILMORE GROUP
598	C. CHARLES GROUP	626	ACOSTA GROUP	654	ROUSE GROUP	682	L. WALKER GROUP
599	DEASON GROUP	627	JIGGETTS GROUP	655	J. BENSON GROUP	683	SMALLS GROUP
600	J. PATTEN GROUP	628	OLUSHOLA GROUP	656	ARTRIP GROUP	684	JOYNER GROUP
601	RAMSEY GROUP	629	WILBORN GROUP	657	VILLA GROUP	685	M. A. VASQUEZ GROUP
602	HOLLOWAY GROUP	630	MARTIN GROUP	658	WINSTON GROUP	686	S. JONES GROUP
603	HURDLE GROUP	631	SNARLEY GROUP	659	D. ANDERSON GROUP	687	M. SMITH GROUP
604	DICK GROUP	632	DUARTE GROUP	660	A. VILMONT GROUP	688	T. MULLINS GROUP

TOP AGENCIES

689	HUGHLEY GROUP	717	GREENE GROUP	745	WAYMACK GROUP	773	J. MORRIS GROUP
690	EIKNER GROUP	718	ROCHELLE GROUP	746	ROSEBORO GROUP	774	YELDELL GROUP
691	SANTELIZ GROUP	719	WEISS GROUP	747	J. DANIELS GROUP	775	FRIAS-ROIG GROUP
692	S. WOOD GROUP	720	PRUITT GROUP	748	L. EDWARDS GROUP	776	H. CAMPOS GROUP
693	LLOYD GROUP	721	T. WASHINGTON GROUP	749	GARDNER GROUP	777	A. RIDDLE GROUP
694	BAEZ GROUP	722	MCQUEEN GROUP	750	GENTRY GROUP	778	SHEPPARD GROUP
695	D. MOORE GROUP	723	DEASE GROUP	751	BRADSHAW GROUP	779	K. JENNINGS GROUP
696	FIELDER GROUP	724	PAULINO GROUP	752	T. RAMSEY GROUP	780	MCMILLION GROUP
697	CUEVAS GROUP	725	E. OWENS GROUP	753	RAPP GROUP	781	LLANES GROUP
698	S. SINGLETON GROUP	726	EDMOND-FENELUS GROUP	754	AGUILAR GROUP	782	V. HART GROUP
699	MARTINEZ GROUP	727	LATU GROUP	755	HOGAN GROUP	783	PEASE GROUP
700	NUNEZ GROUP	728	WALDROP GROUP	756	NUCKOLS GROUP	784	M. E. BAKER GROUP
701	PHILLIPS GROUP	729	A. SMITH GROUP	757	MEDINA GROUP	785	BRADFORD GROUP
702	MCBRIDE GROUP	730	K. A. WILLIAMS GROUP	758	K. WILLIAMS GROUP	786	R. HARRIS GROUP
703	ROYSTER GROUP	731	A. JACKSON GROUP	759	GARCILAZO GROUP	787	FLUEGEL GROUP
704	L. HALL GROUP	732	J. WARD GROUP	760	ACUNA GROUP	788	PAYNE GROUP
705	O. POWELL GROUP	733	SAMPSON GROUP	761	A. THOMPSON GROUP	789	B. CARTER GROUP
706	STANARD GROUP	734	HURST GROUP	762	ENEVOLD GROUP	790	SULLIVAN GROUP
707	R. BEST GROUP	735	NETTLES GROUP	763	S. F. JOHNSON GROUP	791	C. KING GROUP
708	FRIERSON GROUP	736	F. SMITH GROUP	764	S. JONES GROUP	792	WORRELL GROUP
709	ACERO GROUP	737	CIDEY GROUP	765	COLE GROUP	793	GILLENWATER GROUP
710	TENTION GROUP	738	GUILLAUME GROUP	766	BREWINGTON GROUP	794	TRAIETTI GROUP
711	N. BRADLEY GROUP	739	O. DAVIS GROUP	767	HUTCHINSON GROUP	795	I. SIMON GROUP
712	J. W. DANIELS GROUP	740	K. MORRIS GROUP	768	ASH GROUP	796	ANGLIN GROUP
713	R. DANIELS GROUP	741	HERMES GROUP	769	EVANS GROUP	797	DUNBAR GROUP
714	GREENWOOD GROUP	742	CAIN GROUP	770	C. ALVAREZ GROUP	798	V. HOWARD GROUP
715	SWEET GROUP	743	CHATMAN GROUP	771	COSBY GROUP	799	J. CONNER GROUP
716	W. JOHNSON GROUP	744	M. RAMIREZ GROUP	772	OKEKE GROUP	800	BRAILEY GROUP

TOP AGENCIES

801	R. LLOYD GROUP	829	MELSTROM GROUP	857	ESPARZA GROUP	885	J. MITCHELL GROUP
802	KHAN GROUP	830	LOPERENA GROUP	858	ROSS GROUP	886	H. TERRELL GROUP
803	SATCHEL GROUP	831	SNYDER GROUP	859	A. KHAN GROUP	887	S. EDWARDS GROUP
804	TERRY GROUP	832	NABAWI GROUP	860	B. MILLER GROUP	888	HILL-WILLIAMS GROUP
805	DALTON GROUP	833	GRAYS GROUP	861	TORNES GROUP	889	POWE GROUP
806	B. RUSSELL GROUP	834	BRAZLE GROUP	862	K. D. SMITH GROUP	890	BLAKNEY GROUP
807	GOODEN GROUP	835	HOWELL GROUP	863	HUGHES GROUP	891	H. PHILLIPS GROUP
808	A. TURNER GROUP	836	BURKE GROUP	864	ALI GROUP	892	R. WATKINS GROUP
809	N. SHATA GROUP	837	V. WELLS GROUP	865	T. CALDWELL GROUP	893	CRUZ-TORRES GROUP
810	H. SHATA GROUP	838	BEY GROUP	866	BOOKER GROUP	894	FORTSON GROUP
811	L. RILEY GROUP	839	C. J. WASHINGTON GROUP	867	DORSEY GROUP	895	K. MITCHELL GROUP
812	A. WILLIAMS GROUP	840	K. ROBERSON GROUP	868	R. FRAZIER GROUP	896	LAMB GROUP
813	BURRLE GROUP	841	MATLOCK GROUP	869	C. RICHARDS GROUP	897	HOGUE GROUP
814	BARNWELL GROUP	842	HOWARD-SMITH GROUP	870	MCCORD GROUP	898	BLACKSTON GROUP
815	F. WILLIAMS GROUP	843	TREJO GROUP	871	RESPER GROUP	899	J. MARSHALL GROUP
816	SUCHOBRUS GROUP	844	AMOS GROUP	872	MUNIZ GROUP	900	L. MARSHALL GROUP
817	M. CROSBY GROUP	845	V. WRIGHT GROUP	873	LAROSA GROUP	901	ST GROUP
818	R. THOMAS GROUP	846	P. BROWN GROUP	874	J. GOODWIN GROUP	902	PINKNEY GROUP
819	WENTZ GROUP	847	J. JONES GROUP	875	A. MUNOZ GROUP	903	T. SHEPPARD GROUP
820	T. SMITH GROUP	848	POTTER GROUP	876	ENRIQUEZ GROUP	904	MILES GROUP
821	HEATLEY GROUP	849	CROSKEY GROUP	877	J. CANNON GROUP	905	E. MILLER GROUP
822	TYSON GROUP	850	CHAVIRA GROUP	878	LITT GROUP	906	V. POTTER GROUP
823	E. MOORE GROUP	851	R. MARTIN GROUP	879	BOYLE GROUP	907	G. OROZCO GROUP
824	GULICH GROUP	852	UNDERDUE GROUP	880	C. TYSON GROUP	908	CHATTIC GROUP
825	J. JOHNSON GROUP	853	J. GARCIA GROUP	881	CANNIZZO GROUP	909	D. ADAMS GROUP
826	WHITTINGTON GROUP	854	CROWE GROUP	882	LYNCH GROUP	910	VAUGHN GROUP
827	SMEAD GROUP	855	F. MITCHELL GROUP	883	SCOTTON GROUP	911	MCNEAL GROUP
828	ALENDER GROUP	856	LOZANO GROUP	884	SPEER GROUP	912	LADD GROUP

TOP AGENCIES

913	M. JOHNSON GROUP	941	MANOSALVA GROUP	969	C. WASHINGTON GROUP	997	FOY GROUP
914	KLASEK GROUP	942	L. GARCIA GROUP	970	LARIA GROUP	998	MCGOWAN GROUP
915	IVEY GROUP	943	JINKS GROUP	971	ESCOBEDO GROUP	999	SIMPKINS GROUP
916	SALAZAR GROUP	944	HORVAT GROUP	972	J. BECERRA GROUP	1000	LAURENCE GROUP
917	COATES GROUP	945	RAGLAND GROUP	973	J. EDWARDS GROUP	1001	CORADO GROUP
918	S. THOMAS GROUP	946	DONALDSON GROUP	974	B. BRYANT GROUP	1002	C. MOORE GROUP
919	GAYLES GROUP	947	CONGER GROUP	975	K. JORDAN GROUP	1003	RHOADES GROUP
920	SAPIR GROUP	948	PERTEET GROUP	976	JENKINS GROUP	1004	LAWLOR GROUP
921	RAYMOND GROUP	949	FOMBY GROUP	977	R. ROBINSON GROUP	1005	HEIGHT GROUP
922	CORNIELES GROUP	950	F. ROBINSON GROUP	978	ELSTON GROUP	1006	LEDBETTER GROUP
923	ROCKETT GROUP	951	EASTER GROUP	979	D. CALVIN GROUP	1007	HERMAN GROUP
924	T. JOSEPH GROUP	952	F. DAVIS GROUP	980	WALKER-TOLIVER GROUP	1008	R. MASON GROUP
925	I. JOSEPH GROUP	953	B. COLE GROUP	981	EICHOLZ GROUP	1009	FERGUSON GROUP
926	MIRANDA GROUP	954	GRATER GROUP	982	F. JACKSON GROUP	1010	W. CLARK GROUP
927	J. GRAHAM GROUP	955	HINDS GROUP	983	BUCKLEY GROUP	1011	MERRITT GROUP
928	RAINES GROUP	956	P. TAYLOR GROUP	984	M. MCGEE GROUP	1012	BELLAMY GROUP
929	I. ROBERTS GROUP	957	K. GRAY GROUP	985	HOMEYER GROUP	1013	CROUCH GROUP
930	JEAN-BAPTISTE GROUP	958	CORDER GROUP	986	COLLINGWOOD GROUP	1014	S. SANDERS GROUP
931	A. COOPER GROUP	959	PARRIS GROUP	987	MURPHY-HENTON GROUP	1015	KHATIR GROUP
932	SALAS GROUP	960	I. DAVIS GROUP	988	TISDALE GROUP	1016	D. GREENE GROUP
933	HARMON GROUP	961	G. HIDALGO GROUP	989	M. WHITE GROUP	1017	HOUSTON GROUP
934	S. BOOKER GROUP	962	MOTE GROUP	990	HUNTER GROUP	1018	FONES GROUP
935	CABALLERO GROUP	963	TATUM GROUP	991	VALENTIN GROUP	1019	BYRD GROUP
936	ESPITIA GROUP	964	P. PARKER GROUP	992	DUNN GROUP	1020	HOLMES-LANGFORD GROUP
937	RODGERS GROUP	965	EADEN GROUP	993	GALVAN GROUP	1021	HOLSEY GROUP
938	X. SMITH GROUP	966	JULIEN GROUP	994	LUCKIE GROUP	1022	Q. BATTLE GROUP
939	K. TURNER GROUP	967	G. FORTSON GROUP	995	IVERY GROUP	1023	J. LOZANO GROUP
940	WILLIAMSON GROUP	968	I. ALEXANDER GROUP	996	BOST GROUP	1024	R. MILLER GROUP

ALL TIME
**COMPANY
RECORDS**

RECRUITS IN A MONTH

128 - Lewis Burns

PERSONAL PRODUCTION IN A MONTH

\$64,287.84 - Javier Ruiz

PERSONAL PRODUCTION IN A WEEK

\$28,161.72 - Bianca Menard

If you work with Senior Life in 2020

you should wear a Rolex in 2021



Annualized Premium Producers

\$150,000

Rolex for yourself

\$250,000

Rolex for you and
your spouse or friend



Qualification Period

**January 1st, 2020
through
January 31st, 2021**

Senior Life Insurance Company reserves the rights to change or modify the rules of this contest at any time. Winner must be active and in good standing when these Rolexes are given out. New qualifiers only. 4th month persistency must be at least 85% or higher to win. Winners will receive a stainless steel model Rolex and may exchange for a higher model if desired (at their own expense). For 1099 Licensed Agents only. Styles pictured are for promotional purposes only.



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 incentivetriple@srife.net



THE FLAVORS OF MEXICO

Bring your appetite and get ready to enjoy the flavors of Mexico – ¡A comer!

This time, we are giving you the skinny on satisfying your cravings. Morning, noon, & night!

The Hard Rock Hotel Riviera Maya has plenty of great options when it comes to food – you will not go hungry, that is for sure! From fresh, locally farmed produce, premium seafood, and USDA meats every dish is different and is sure to satisfy even the pickiest of appetites.

- **Pizzeto** – Located near the pool, this open-air venue featuring a thatched roof offers brick oven pizza, salads, soups, and pasta.
- **Frida** – Featuring regional specialties in a festive atmosphere and if authentic Mexican cuisine is what you are looking for, Frida has it!
- **Ipanema** – Serving breakfast and dinner, this Brazilian style option is sure to be a crowd pleaser! With an all-you-can-eat style you will be able to sample as much or as little of the South American flavors that this restaurant has to offer.
- **Zen** – Fine dining is what you will find here. From sushi to stir fry at the hibachi table, it will be an experience you will not forget.
- **Cafetto** – Need something quick or on-the-go? Stop in here for a quick breakfast or later in the day grab a snack and coffee for that mid-afternoon pick-me-up.
- **Toro** – Calling all steak lovers....at lunch time you will find an international flair and at dinner a more traditional steakhouse option. Overlooking the emerald green waters of the Caribbean Sea this spot is a must-see that should be on your list!
- **Ciao** – Offering breakfast, lunch, and dinner this Italian spot is sure to impress with their specialty dishes.
- **Le Petit Cochon** – If French style cuisine is your thing, you will want to visit this quaint little spot and enjoy a taste of the French countryside.
- **In-Room Dining** – Whether a little bit or a whole lot of rest and relaxation is on your agenda, it's always nice to order in and enjoy some downtime. Room service is available 24-hours a day.

Most of these options have a casual dress code – shorts are fine; just no wet clothing or visible swimsuits. Also, some of the restaurants encourage reservations so keep that in mind when deciding where you want to go!

The best part about all of these delicious options – its all included!



SENIOR LIFE

INSURANCE COMPANY

877.777.8808 | 1 Senior Life Lane, Thomasville, GA 31792
www.SeniorLifeInsuranceCompany.com

Visit Us
ON SOCIAL MEDIA!

