

THE COOK GROUP | MARCH 2023

# THE SCOOP



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# CHARAKA

## THE COOK GROUP

Charaka Cook is a beautiful and vibrant spirit who has paved the way for women to succeed at Senior Life. It's well known that the insurance industry in general has traditionally been a man's world, but in 2014 Charaka joined the team and has been setting records ever since. "I always knew I was destined to do something great and wanted to do something big, and partnered with Senior Life I've been paired with the vehicle I needed to surpass my wildest dreams," she shares.

"Before becoming an agent with Senior Life, I was in the mortgage business working for friend and mentor, Lewis Burns, Jr., who actually introduced me to the final expense industry. Initially, I was not interested in the business; however, after the real estate industry changed and we experienced challenges in the mortgage business that resulted in a lack of income and that career coming to an end. I obtained my MBA; however, I always knew that I wanted to be in business for myself therefore, I didn't consider a corporate job. After seeing how much Lewis earned in his first few months, I was compelled to get started and embark upon a new career in final expense. Partnering with Lewis allowed me to be in business for myself, but not by myself. I contribute to my career success to all the mentorship and support I've had," she says.

Charaka chose Senior Life for many reasons. "When I looked at the opportunity with Senior Life, it made sense to me. Senior Life offering the total package is real! Here are a few reasons why: 1) Senior Life offers a nationwide opportunity; I have contacts nationwide and I am able to help more people by not having restrictions on where I can write business or hire agents, which allows me to help more people. 2) Senior Life insures everyone; therefore, I would never leave a family unable to help them with benefits, which was important to me. 3) Senior Life also processes their claims quickly and when death occurs, families need access to the funds as soon as possible, which allows me to better serve my community by having a reliable product that I know my clients can depend on.







4) Quality and exclusive leads were important to me since I was full time in this business. I needed leads that I could rely on to help me make an income for myself. Couple with the no immediate chargeback system, I was able to get out of debt and build a stable income. 5) Senior Life offered me the opportunity to build an agency day one without any limitations as well as providing support and development. 6) Legacy Assurance was the icing on the cake that made Senior Life powerful! Ultimately, we increase our profitability, enhance customer loyalty, and generate referrals. 7) Our CEO and President, Ron Powell, has a story that continues to be an inspiration to me – knowing that he started as an agent like each of us and was able to become a millionaire in this same business and purchase an insurance company gives me tremendous encouragement."

Charaka speaks from experience when she says, "If you are just coming into the industry, remember here's a process to being successful and it takes time. We have a very simple sales system at Senior Life. Use the technology that we have and get started right away, plug into your upline and do everything they say because they have a proven game plan that works. Talk to everyone about what you have to offer because every person needs a policy with Senior Life and a membership with Legacy Assurance. Also, get committed early and don't overthink, believe, pray and have faith, take quitting off the table, and develop discipline."

When you are at the point of building your own agency, Charaka says, "You must decide today and every day that you are going to win. I would advise to do everything it takes, which is a lot of work; however, the rewards are tremendous. Get in the drivers' seat of your life, take extreme ownership, write as much business as possible and help agents while doing so. Stay focused on serving, eliminate distractions, get your family on board, and build a schedule that works for you. In addition, I would work closely with your upline who can show you the way. Don't try to reinvent the wheel.

"I'm grateful for my amazing friend and mentor, Dr. Lewis. D. Burns, Jr. – he saw something in me I didn't see in myself during a stage in my life where I faced many challenges; he always believed in me, pushed me, and never gave up on me. Lewis empowered me by teaching me this business and everything that he knows. I also have an amazing group of people who I am surrounded by. Working with The Cook Group has made this career enjoyable and fulfilling. At this point, I love what I do and it no longer feels like work. Insurance was not my passion; however, I am assured that I am fulfilling my life's purpose through this business."



# 25 YEARS WITH SENIOR LIFE

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## CHARLIE SPELLER

I started with Senior Life as a part-timer while on full time active duty with the United States Air Force. Every day from 5pm to an hour after dark, Monday through Friday and all day Saturday, I worked until I reached my goal. With that effort, the total support of my wife and a proven system, I was blessed to be the number one agent in 2001! My income that year was over \$226,000! And this was my beginning with Senior Life!

Over the years I can only say that to experience success with this company you only have to do a few things: 1) Trust the system; 2) Work the system; 3) Put pressure on the system; and 4) Sell love for people and not insurance. I learned to put pressure on the system instead of putting pressure on myself. These are the simple steps to achieve more than you could ever dream.

I chose final expense as my career because it allowed me the opportunity to get paid what I'm worth, do something that warranted my time and most importantly, be able to bless my family and all the clients we serve. Senior Life has allowed me to do just that. Ron's vision, determination, belief in putting agents first, and power to innovate help agents succeed.

To me, "Senior Life all your life" means that from the time I first met the Powell family I knew that I would be with them until the day that I die. Because when you work with people who have vision, commitment, and want you to be successful, you have a winning combination! It has definitely been that for me and my family. I could not have accomplished any of these things without my beautiful wife and business partner, Kathy Speller. Thanks also to all of my team, agents, managers, and their families for all you do for SIG and for Senior Life!

THANK YOU!  
FOR ALL YOUR HARD WORK

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Senior Life offers a life changing opportunity. If you are willing to be a visionary, set goals and do the work, anything is possible!



# TECH TIPS

## 3 IPHONE TIPS FOR EFFICIENCY

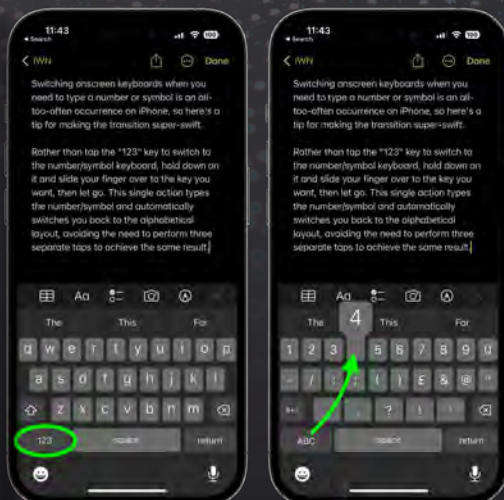


### REMOVE LAST NUMBER IN CALCULATIONS

It's a common misconception that if you type the wrong number into the Calculator app, you have to start the whole sum all over again. Happily, that isn't the case: Simply swipe right or left with a finger across the number display to remove the last number you typed and repeat the action if necessary to remove several numbers.

### ASSIGN A BACK TAP FUNCTION

Back Tap is an accessibility feature that lets you assign an action to be triggered when you double-tap or triple-tap the back of your iPhone. You can use it to launch a specific app or invoke Control Center, turn Rotation Lock on/off, activate Zoom, bring up the Camera, or even trigger a shortcut.



### QUICK SWITCH FROM LETTERS TO NUMBERS

Rather than tap the "123" key to switch to the number/symbol keyboard, hold down on it and slide your finger over to the key you want, then let go. This single action types the number/symbol and automatically switches you back to the alphabetical layout, avoiding the need to perform three separate taps to achieve the same result.





# 25 YEARS WITH SENIOR LIFE

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## JOEY FAIRCLOTH

It's kind of funny how it all started. I came to work with Ron Powell's agency in 1998 (before Senior Life existed!) with a friend who introduced me to the Powells. While my friend only lasted a couple of months, here I am 26 years later. I have been very blessed to have a long and successful career with Senior Life.

I originally got into the final expense industry because I wanted control of my own destiny. I wanted to have the ability to earn what I want and not what somebody is willing to pay me. This was possible through Senior Life.

My career at Senior Life has afforded me the ability to provide very well for my family and also given me the freedom to spend quality time with them that I wouldn't have had otherwise. That's just one of the great benefits of working with Senior Life. You set your own schedule, but you also have to be disciplined enough to get the job done.

Senior Life has it all. Whether you just want to be a personal producer or build a million dollar agency. We have all the tools you need to be successful. If you are just starting with Senior Life the one thing you have to do is plug in to the system. That's something I did from day one. I know from my own experience that it works. I have had my ups and downs, but I never veered from the system. That's what has made me successful with Senior Life.

I'm so proud to be one of the people who have been here since Senior Life's inception. I have watched this company grow from its infancy to the mega final expense company it is today! When I hear the common phrase, "Senior Life All Your Life" it makes me realize I've actually been here half of my life, and my plan is to be a part of Senior Life for the rest of my Life!

Joey Faircloth

THANK YOU!  
FOR ALL YOUR HARD WORK

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# LEGACY ASSURANCE

ADVOCATING AND NEGOTIATING WHEN YOUR FAMILY NEEDS IT MOST

Legacy Assurance living benefits add value to our membership by allowing members to access 24/7 telehealth, discounted hearing aids, discounted diabetic apparel, and a prescription discount card. Having these living benefits adds value to the membership because it provides members with something they can use while living. The discounted funeral merchandise and negotiation services gives our members peace of mind for their families but accessing living benefits allows them to use the membership for themselves.

How to access each living benefit:

## 24/7 Telehealth -

- Step 1: Please visit [www.legacy-assurance.com](http://www.legacy-assurance.com)
- Step 2: Existing Members tab, top right-hand corner
- Step 3: Telehealth Portal MeMD
- Step 4: Activate the account by providing your member id and a valid email address
- Step 5: Request a visit

## Discounted Hearing Aid-

- Step 1: Please visit [www.legacy-assurance.com](http://www.legacy-assurance.com)
- Step 2: Living Benefits, top right-hand corner
- Step 3: Better Hearing
- Step 4: Visit NationsHearing site
- Step 5: Call and speak with a Member Experience Advisor who will schedule your hearing test

## Discounted Diabetic Apparel-

- Step 1: Please visit [www.legacy-assurance.com](http://www.legacy-assurance.com)
- Step 2: Living Benefits, top right-hand corner
- Step 3: Diabetic Supplies
- Step 4: Visit Pedors site
- Step 5: Place order and use discount code LEGACY15 for a 15% discount

## Prescription discount card-

The prescription discount card is included in the member guide received by the member. This card can be used at over 68,000 pharmacies. The member must present their discount card to the pharmacist and the discount will be applied to eligible medications. Each discount is different depending on the medication and what is available.

As a Representative of Legacy Assurance, you too have access to these living benefits. Please contact us at [support@legacy-assurance.com](mailto:support@legacy-assurance.com) with any questions you may have.

Sincerely,

*Catherine Conner*

Director of Legacy Assurance

**LEGACY**  
Assurance.  
Advocating and negotiating when your family needs it most.

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

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



C O N G R A T S

BIANCA

\$55,566.72

#1 TOP  
PRODUCER THIS MONTH

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# TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

1	BIANCA	\$ 55,566.72	26	GARETH	\$ 22,373.88	51	KATIE	\$ 18,652.08	76	AARON	\$ 16,149.36
2	SHINGAI	\$ 54,969.60	27	BRENDA	\$ 22,320.00	52	EMMETT	\$ 18,504.48	77	DONNA	\$ 16,098.48
3	BRET	\$ 51,890.40	28	PAULA	\$ 21,788.52	53	EARL	\$ 18,405.84	78	KELLY	\$ 15,845.40
4	RACHEL	\$ 44,208.00	29	TRENT	\$ 21,708.72	54	JESUS	\$ 18,376.92	79	RHETT	\$ 15,457.44
5	LARRY	\$ 41,888.88	30	ANDREW	\$ 21,437.28	55	DEBORAH	\$ 18,311.88	80	BENJAMIN	\$ 15,421.68
6	HADARA	\$ 38,217.24	31	DEANTHONY	\$ 21,251.76	56	JIM	\$ 18,304.92	81	MATTHEW	\$ 15,256.20
7	DORIS	\$ 36,686.64	32	ANTELMO	\$ 21,193.08	57	STEPHANIE	\$ 18,143.16	82	FRANCISCO	\$ 15,197.04
8	RAFAEL	\$ 35,481.60	33	ROBERT	\$ 21,181.32	58	PATRICIA	\$ 17,862.36	83	JONRIKA	\$ 15,196.68
9	DEREK	\$ 32,140.20	34	COLBY	\$ 21,065.28	59	CHRISTOPHER	\$ 17,853.24	84	ROSA	\$ 15,192.24
10	SHANE	\$ 30,445.08	35	JOE	\$ 20,966.40	60	JAMES	\$ 17,718.84	85	ROY	\$ 15,033.48
11	MARCUS	\$ 28,583.88	36	ZOE	\$ 20,730.96	61	YOLANDA	\$ 17,673.60	86	CHAD	\$ 14,947.32
12	DANA	\$ 27,525.48	37	RACHEL	\$ 20,676.00	62	CHESTER	\$ 17,610.24	87	STEPHEN	\$ 14,850.72
13	ADAM	\$ 27,381.12	38	NIC	\$ 20,507.76	63	BRENDA	\$ 17,532.84	88	CRYSTAL	\$ 14,806.44
14	CARLENE	\$ 27,076.92	39	DEAN	\$ 20,507.04	64	DEVIN	\$ 17,532.84	89	AMY	\$ 14,791.92
15	SHERALL	\$ 26,927.76	40	STEPHEN	\$ 20,338.92	65	SHAWNTRICE	\$ 17,424.36	90	SAMANTHA	\$ 14,755.08
16	SALLIE	\$ 25,584.36	41	ALEJANDRO	\$ 20,267.16	66	LINDA	\$ 17,380.08	91	SHEILA	\$ 14,681.64
17	NICARA	\$ 24,895.68	42	GILBERT	\$ 20,131.68	67	KERRY	\$ 17,260.68	92	NICHOLAS	\$ 14,599.92
18	JENNIFER	\$ 25,086.60	43	MARCEA	\$ 20,034.24	68	KEITH	\$ 17,252.40	93	EMMANUEL	\$ 14,492.40
19	KATHLEEN	\$ 24,656.40	44	RHIANNON	\$ 19,980.00	69	JEFFERY	\$ 17,200.56	94	COURTNEY	\$ 14,447.04
20	TRINA	\$ 24,601.44	45	LARRY	\$ 19,944.96	70	TYLER	\$ 17,050.68	95	LEONEL	\$ 14,400.24
21	ALBERT	\$ 24,140.88	46	RONALD	\$ 19,610.04	71	ROBERTO	\$ 16,664.94	96	MYREON	\$ 14,247.36
22	GRANT	\$ 23,959.32	47	DEANNA	\$ 19,464.60	72	BLAKE	\$ 16,533.00	97	CAROLYN	\$ 14,226.24
23	ROGELIO	\$ 23,466.28	48	JESSE	\$ 18,790.20	73	RODNEY	\$ 16,334.04	98	JONATHON	\$ 14,190.24
24	ZENOBIA	\$ 23,301.72	49	SETH	\$ 19,749.00	74	DAN	\$ 16,330.56	99	JASON	\$ 14,178.12
25	SCOTT	\$ 22,707.36	50	DAYREMIS	\$ 18,748.56	75	RODNEY	\$ 16,241.16	100	MIGUEL	\$ 13,953.96

# TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

101	JILL	\$ 13,774.92	126	WILLIAM	\$ 12,086.82	151	JADE	\$ 10,612.20	176	JACK	\$ 9,298.56
102	MARVIN	\$ 13,758.24	127	EDWARD	\$ 12,082.68	152	BRIANNA	\$ 10,566.24	177	SHELIA	\$ 9,276.12
103	ANGELINA	\$ 13,746.84	128	FRANKLIN	\$ 12,049.68	153	RICHARD	\$ 10,525.08	178	JASON	\$ 9,189.36
104	SILVESTRE	\$ 13,631.64	129	MARIA	\$ 11,819.52	154	CLARENCE	\$ 10,436.52	179	LIZA	\$ 9,160.68
105	ASHLEIGH	\$ 13,595.16	130	RUSTY	\$ 11,787.48	155	MONIQUE	\$ 10,425.60	180	PAIGE	\$ 9,113.76
106	VIRGINIA	\$ 13,522.56	131	ISABEL	\$ 11,778.00	156	JOSE	\$ 10,382.04	181	DONNIESHA	\$ 9,056.28
107	IDOLFO	\$ 13,503.36	132	IRASEMA	\$ 11,773.02	157	GISELA	\$ 10,357.92	182	PAMELA	\$ 8,954.40
108	JOHN	\$ 13,423.80	133	NATE	\$ 11,756.88	158	EVANGELINE.	\$ 10,297.80	183	MARTIN	\$ 8,818.98
109	JOHN	\$ 13,240.44	134	VERONICA	\$ 11,675.16	159	YAIMA	\$ 10,088.94	184	MAURICE	\$ 8,804.04
110	KATRINA	\$ 13,194.24	135	DEBBIE	\$ 11,590.80	160	ROBERT	\$ 9,969.60	185	LARRY	\$ 8,791.92
111	ANDREANA	\$ 13,174.92	136	RACHELL	\$ 11,566.08	161	DESI	\$ 9,932.16	186	JOSE	\$ 8,778.84
112	XIOMARA	\$ 13,071.36	137	KIMMILY	\$ 11,564.04	162	CYNTHIA	\$ 9,881.28	187	ANTOINETTE	\$ 8,704.08
113	JACQUILLA	\$ 13,023.00	138	GUILLERMO	\$ 11,413.92	163	JOSE	\$ 9,869.16	188	TRISHA	\$ 8,697.72
114	JO-ANN	\$ 13,015.92	139	LAURYN	\$ 11,381.04	164	TYRONE	\$ 9,834.12	189	GARY	\$ 8,660.16
115	ABDUL	\$ 12,972.60	140	LEONARD	\$ 11,342.76	165	KALEN	\$ 9,729.60	190	GLADYS	\$ 8,615.40
116	RICHARD	\$ 12,944.28	141	RITA	\$ 11,212.56	166	LEONOR	\$ 9,671.40	191	LYNDSEY	\$ 8,610.84
117	DUSTIN	\$ 12,812.16	142	STEVE	\$ 11,193.36	167	WAUNDLYAN	\$ 9,657.60	192	ASHLEY	\$ 8,514.24
118	ASHLEY	\$ 12,705.60	143	JARED	\$ 11,114.88	168	JULIO	\$ 9,529.80	193	BERNARD	\$ 8,499.12
119	FRANCISCO	\$ 12,697.08	144	DANIEL	\$ 11,094.84	169	MICHAEL	\$ 9,490.56	194	TED	\$ 8,486.52
120	PAUL	\$ 12,597.48	145	KAILYN	\$ 11,075.28	170	HUGO	\$ 9,487.08	195	LAWRENCE	\$ 8,465.64
121	SHANTEL	\$ 12,212.52	146	ASHLEY	\$ 10,943.16	171	JAMILA	\$ 9,455.28	196	ALEJANDRA	\$ 8,458.80
122	JAIRO	\$ 12,203.52	147	VALERIE	\$ 10,819.08	172	SOLEDAD	\$ 9,435.60	197	FRANCISCO	\$ 8,423.16
123	PAULA	\$ 12,194.28	148	SHANNON	\$ 10,788.96	173	EDITH	\$ 9,390.54	198	DARVI	\$ 8,300.40
124	PEARL	\$ 12,121.32	149	NIEMAT	\$ 10,717.44	174	VICENTE	\$ 9,348.84	199	CESAR	\$ 8,289.24
125	JANICE	\$ 12,095.64	150	KEVIN	\$ 10,651.32	175	CHRISTOPHER	\$ 9,330.48	200	JARNEL	\$ 8,258.64



# TOP PRODUCERS

## TOP PRODUCERS OF THE MONTH

201	CARNETTA	\$ 8,199.36	226	ANDRE	\$ 7,160.16	251	KIANA	\$ 6,270.00	276	ANDREW	\$ 5,733.36
202	TYLER	\$ 8,196.00	227	GLORIA	\$ 7,152.96	252	ANGEL	\$ 6,226.08	277	DAWN	\$ 5,732.52
203	MARIA	\$ 8,058.48	228	SHAYLA	\$ 7,145.69	253	WILGEENA	\$ 6,225.60	278	GERALDINE	\$ 5,718.00
204	SKYLER	\$ 7,873.44	229	LANDON	\$ 7,015.08	254	DONALYN	\$ 6,191.40	279	JASMINE	\$ 5,578.68
205	JOSEPH	\$ 7,849.56	230	SHERRITA	\$ 6,977.28	255	NEFERTAREI	\$ 6,145.32	280	BRIAN	\$ 5,548.20
206	HECTOR	\$ 7,819.44	231	RICK	\$ 6,948.36	256	LORRAINE	\$ 6,108.12	281	HOLLIS	\$ 5,532.96
207	RUAMA	\$ 7,794.84	232	KYLE	\$ 6,914.40	257	JOHN	\$ 6,107.04	282	MARK	\$ 5,481.36
208	TAFFY	\$ 7,710.96	233	EDDIE	\$ 6,887.64	258	DEBRA	\$ 6,097.20	283	VALERIE	\$ 5,462.88
209	LUIS	\$ 7,708.56	234	ROSALBA	\$ 6,867.96	259	JEROME	\$ 6,091.32	284	SHIELA	\$ 5,455.20
210	GAIYEAJAI	\$ 7,704.96	235	RASHEED	\$ 6,754.80	260	DANIELLE	\$ 6,090.84	285	HANY	\$ 5,448.96
211	YOSKUA	\$ 7,670.76	236	YVETTE	\$ 6,732.36	261	REYNOLD	\$ 6,062.88	286	ANDRE	\$ 5,448.72
212	ASIA	\$7,667.16	237	MONICA	\$ 6,707.16	262	CAROLYN	\$ 6,040.44	287	MONTRIA	\$ 5,448.24
213	SAMANTHA	\$ 7,637.64	238	SULTAN	\$ 6,702.24	263	ADRIAN	\$ 6,011.88	288	SAIDA	\$ 5,433.60
214	GILBERTO	\$ 7,617.84	239	QUENITA	\$ 6,682.08	264	CSABA	\$ 5,986.80	289	DEVIN	\$ 5,427.24
215	JUAN	\$ 7,573.68	240	BELINDA	\$ 6,643.44	265	MAYRA	\$ 5,966.04	290	GORDON	\$ 5,403.12
216	MARIA	\$ 7,565.64	241	TAMMY	\$ 6,608.16	266	VICTOR	\$ 5,947.68	291	ERICA	\$ 5,374.56
217	JEAN	\$ 7,536.00	242	TIMOTHY	\$ 6,579.36	267	ANDY	\$ 5,944.68	292	GILBERT	\$ 5,371.08
218	ALICE	\$ 7,511.64	243	ALFREDA	\$ 6,479.04	268	DIANE	\$ 5,909.88	293	TINA	\$ 5,352.48
219	KAREN	\$ 7,408.20	244	DELORES	\$ 6,466.92	269	SHARON	\$ 5,904.12	294	VERNA	\$ 5,352.48
220	GERARD	\$ 7,366.68	245	IVY	\$ 6,453.96	270	MARVIN	\$ 5,894.40	295	MARIO	\$ 5,317.92
221	CATIE	\$ 7,349.64	246	MARIA	\$ 6,429.60	271	FRANCES	\$ 5,865.36	296	STACI	\$ 5,303.64
222	ALVARO	\$ 7,320.24	247	MARCUS	\$ 6,400.08	272	ELIZABETH	\$ 5,829.72	297	CORRIE	\$ 5,288.76
223	JASMINE	\$ 7,282.92	248	JOSE	\$ 6,357.84	273	ANASTAS	\$ 5,820.60	298	OMAR	\$ 5,265.00
224	PATRICIA	\$ 7,259.40	249	LATISHIA	\$ 6,317.64	274	ROBERT	\$ 5,787.96	299	JOSEPH	\$ 5,258.40
225	KRISTAN	\$ 7,254.84	250	LAWRENCE	\$ 6,301.32	275	CHRISTINA	\$ 5,758.80	300	ZAKIYYAH	\$ 5,215.80

# TOP PRODUCERS

## TOP PRODUCERS OF THE MONTH

301	RICHARD	\$ 5,194.32	326	MICHAEL	\$ 4,661.04	351	KIMBERLY	\$ 4,236.12	376	MARIO	\$ 3,976.56
302	KARLA	\$ 5,193.12	327	TOMMY	\$ 4,656.72	352	JAMIL	\$ 4,220.16	377	MARKIE	\$ 3,975.36
303	CAROLYN	\$ 5,189.88	328	MARTIN	\$ 4,652.76	353	BRANDY	\$ 4,219.68	378	RITA	\$ 3,950.88
304	POOJA	\$ 5,114.52	329	MARYLYNN	\$ 4,644.48	354	WENDY	\$ 4,210.68	379	JENNIFER	\$ 3,949.32
305	SHEKU	\$ 5,059.32	330	VICTOR	\$ 4,637.64	355	DANIEL	\$ 4,200.24	380	THERESA	\$ 3,944.28
306	JOY	\$ 5,032.20	331	TATIANA	\$ 4,635.24	356	TERI	\$ 4,193.64	381	MINOR	\$ 3,857.28
307	ALVIN	\$ 4,999.08	332	ANGELA	\$ 4,627.92	357	GEORGE	\$ 4,150.08	382	ASHTON	\$ 3,845.64
308	KENNETH	\$ 4,992.00	333	BRANDON	\$ 4,626.48	358	RONICA	\$ 4,148.52	383	TIMAH	\$ 3,838.08
309	WAYNE	\$ 4,956.36	334	TAHJ	\$ 4,616.88	359	KENYA	\$ 4,142.28	384	MICHAEL	\$ 3,813.00
310	PANSY	\$ 4,947.96	335	STEVEN	\$ 4,607.04	360	TENISHA	\$ 4,121.28	385	KYLA	\$ 3,812.76
311	DESHAWNA	\$ 4,941.72	336	VALENTE	\$ 4,571.34	361	GUADALUPE	\$ 4,098.96	386	JUAN	\$ 3,808.20
312	ALONZO	\$ 4,929.96	337	STERLING	\$ 4,564.80	362	RAFAEL	\$ 4,093.20	387	ANGELA	\$ 3,789.96
313	DOUGLAS	\$ 4,902.72	338	MATTHEW	\$ 4,541.52	363	DAVID	\$ 4,069.92	388	MARKEDA	\$ 3,781.32
314	CYNTHIA	\$ 4,894.44	339	ALVIN	\$ 4,510.44	364	FELISA	\$ 4,055.88	389	SYLVIA	\$ 3,777.60
315	HECTOR	\$ 4,890.84	340	NADINE	\$ 4,488.72	365	NATALIE	\$ 4,047.00	390	NATALIE	\$ 3,774.66
316	CATORI	\$ 4,878.48	341	TYLER	\$ 4,483.20	366	JOEL	\$ 4,036.44	391	STEVEN	\$ 3,767.04
317	BRIANNA	\$ 4,826.40	342	YVONNIE	\$ 4,447.56	367	YUDMILA	\$ 4,032.36	392	CECILLE	\$ 3,758.64
318	SHANNON	\$ 4,790.64	343	JAMES	\$ 4,436.76	368	AURA	\$ 4,024.20	393	ALDO	\$ 3,753.00
319	LUIS	\$ 4,790.40	344	DALIA	\$ 4,416.12	369	SHIVA	\$ 4,020.24	394	MONTOURIUS	\$ 3,752.40
320	JAMES	\$ 4,758.96	345	ERIC	\$ 4,368.48	370	TONYA	\$ 3,995.28	395	TODD	\$ 3,728.16
321	JOSHUA	\$ 4,707.36	346	TYLER	\$ 4,349.76	371	ROSA	\$ 3,989.10	396	SHYTERIA	\$ 3,715.56
322	TETONYA	\$ 4,704.36	347	LANCE	\$ 4,336.56	372	JOSUE	\$ 3,988.80	397	ARACELY	\$ 3,695.10
323	KATHY	\$ 4,692.12	348	DIANA	\$ 4,300.56	373	JEFFERSON	\$ 3,988.56	398	EDNA	\$ 3,662.52
324	LEYDY	\$ 4,691.88	349	JONATHAN	\$ 4,248.84	374	BERNADINE	\$ 3,987.84	399	KEVIN	\$ 3,656.88
325	CHARLIE	\$ 4,668.24	350	BRETT	\$ 4,237.08	375	BRANDON	\$ 3,977.88	400	YVONNE	\$ 3,637.44



# TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

401	RANDY	\$ 3,617.04	426	STEVEN	\$ 3,328.68	451	KHADIJAH	\$ 3,086.28	476	FLOR	\$ 2,956.08
402	CHETARA	\$ 3,615.96	427	CARMEN	\$ 3,327.96	452	ERIC	\$ 3,084.24	477	WILLIBA	\$ 2,949.36
403	CAMERON	\$ 3,597.72	428	BRANDI	\$ 3,306.12	453	DANIEL	\$ 3,072.84	478	AZUCENA	\$ 2,944.44
404	JUAN	\$ 3,595.92	429	ANGEL	\$ 3,298.80	454	RALPH	\$ 3,066.00	479	KODIAK	\$ 2,939.16
405	STEPHEN	\$ 3,592.68	430	JOSE	\$ 3,292.68	455	ELISHA	\$ 3,064.92	480	DANA	\$ 2,935.68
406	MARIA	\$ 3,591.18	431	JOEY	\$ 3,281.40	456	VILMA	\$ 3,061.80	481	NAKECIA	\$ 2,917.08
407	SUMAYYAH	\$ 3,574.92	432	MARIA	\$ 3,264.36	457	ROBERT	\$ 3,055.56	482	TASHA	\$ 2,914.56
408	LEE	\$ 3,570.36	433	PAUL	\$ 3,261.00	458	ETHEL	\$ 3,050.76	483	EFRAIN	\$ 2,914.50
409	LUIS	\$ 3,565.98	434	MIATTA	\$ 3,246.12	459	BENNETTA	\$ 3,050.76	484	ESSIE	\$ 2,913.36
410	HAROLD	\$ 3,557.28	435	NOVELLA	\$ 3,245.76	460	ROSE	\$ 3,037.08	485	MICHELLE	\$ 2,909.40
411	ADAM	\$ 3,550.92	436	SARITA	\$ 3,231.48	461	DION	\$ 3,035.76	486	NATALIE	\$ 2,902.38
412	JONATHAN	\$ 3,532.44	437	KEVIN	\$ 3,216.96	462	DAMIAN	\$ 3,035.52	487	MITTIE	\$ 2,870.64
413	KENNETH	\$ 3,530.40	438	JACQUELINE	\$ 3,207.84	463	EISENHOWER	\$ 3,027.00	488	DARYL	\$ 2,868.24
414	SABRINA	\$ 3,504.96	439	ELZEN	\$ 3,205.68	464	LATASHA	\$ 3,019.56	489	GREGORY	\$ 2,864.40
415	MARITZA	\$ 3,498.24	440	DEBORAH	\$ 3,185.16	465	RONALD	\$ 3,017.28	490	MALI	\$ 2,848.80
416	BRENDA	\$ 3,490.20	441	ADRIANA	\$ 3,183.24	466	BRYAN	\$ 3,011.10	491	YURI	\$ 2,833.32
417	LARRY	\$ 3,466.68	442	JOHN	\$ 3,182.04	467	ARNOLD	\$ 3,009.96	492	TED	\$ 2,832.60
418	GABRIELA	\$ 3,459.12	443	TERRI	\$ 3,170.04	468	ROSANGELA	\$ 3,006.30	493	NOAH	\$ 2,826.24
419	DANILO	\$ 3,453.60	444	WIALYS	\$ 3,165.60	469	SANDRA	\$ 2,995.68	494	HERITA	\$ 2,825.52
420	LESLIE	\$ 3,441.48	445	JOSEPH	\$ 3,158.16	470	REVEKAH	\$ 2,993.28	495	ALEXANDRA	\$ 2,821.32
421	CARLOS	\$ 3,416.40	446	ERIC	\$ 3,135.12	471	FRANCISCO	\$ 2,987.64	496	JUAN	\$ 2,821.20
422	CESAR	\$ 3,385.56	447	CRYSTAL	\$ 3,118.68	472	MARLIN	\$ 2,971.32	497	CONSTANCE	\$ 2,810.64
423	MAXO	\$ 3,372.24	448	RAYNIEL	\$ 3,107.76	473	OSCAR	\$ 2,969.04	498	MICHELLE	\$ 2,802.84
424	SHERI	\$ 3,336.00	449	TANYA	\$ 3,107.04	474	KARLA	\$ 2,959.68	499	MALIK	\$ 2,800.32
425	DOMINIC	\$ 3,330.72	450	JANICE	\$ 3,105.84	475	SONYA	\$ 2,957.88	500	JOEL	\$ 2,766.12

# TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

01



\$2,016,045.15  
**THE BLAKE GROUP**

02



\$1,307,429.15  
**FINANCIAL LEGACY GROUP**

03



\$1,191,697.13  
**THE PRICE GROUP**

04



\$1,060,722.11  
**CONSOLIDATED PLANNING**

05



\$638,316.52  
**LATINOS UNIDOS**

06



\$543,975.46  
**THE LEGACY LIFE INSURANCE GROUP**

07



\$398,446.92  
**REILLY LIFE GROUP**

08



\$343,940.12  
**POWERHOUSE**

09



\$288,258.53  
**THE MVP INSURANCE GROUP LLC**

10



\$285,668.88  
**THE COOK GROUP**



# TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

11



\$230,563.2  
YOUR FUTURE  
ADVISORY GROUP

12



\$220,306.56  
FRIAS INSURANCE  
GROUP

13



\$214,841.98  
WORLD CLASS  
AGENCY

14



\$212,458.44  
DAVIS INSURANCE

15



\$204,565.68  
GOLDEN LIFE  
INSURANCE

16



\$202,921.14  
THE ADAMS  
GROUP AGENCY

17



\$201,495.72  
SPELLER  
INSURANCE GROUP

18



\$198,676.32  
THE MANSWELL-  
SPELLER GROUP

19



\$184,326.12  
EVANS INSURANCE  
AGENCY

20



\$163,058.16  
THE ADAMS  
AGENCY

# TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

21



\$155,997.48  
**FAIRCLOTH  
MARKETING GROUP**

22



\$152,764.98  
**NATIONAL INSURANCE  
MARKETING GROUP**

23



\$151,255.92  
**THE BERLIN  
GROUP**

24



\$150,286.56  
**THE ELSBERRY, JR  
GROUP**

25



\$144,153.6  
**BARNES NAPIER  
GROUP**

26



\$144,040.02  
**THE FLEMING  
GROUP**

27



\$141,723.48  
**BUCHANAN  
INSURANCE GROUP**

28



\$130,035.77  
**THE VISION  
GROUP**

29



\$129,517.8  
**THE DEVORE  
GROUP**

30



\$126,220.5  
**THE TURNWALD  
GROUP**



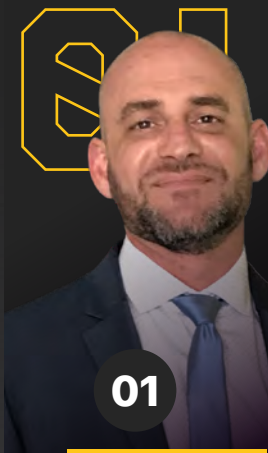
# TOP AGENCIES

## TOP AGENCIES OF THE MONTH

31	TEMPERATE LEGACY GROUP	\$ 126,158.04	66	THE MELCHOR GROUP	\$ 45,601.96
32	WHITE INSURANCE GROUP	\$ 114,125.40	67	THE ABDULLAH GROUP	\$ 44,194.20
33	THE NIBBS GROUP	\$ 105,434.16	68	THE MUELLER GROUP	\$ 44,105.52
34	THE JOHNSON GROUP	\$ 105,434.16	69	THE AUGUSTIN GROUP	\$ 43,620.36
34	PILCHER INSURANCE AGENCY	\$ 104,720.76	70	THE MCGRAW GROUP	\$ 43,337.04
36	THE DE POOL GROUP	\$ 101,844.00	71	THE WINGFIELD GROUP	\$ 43,026.24
37	THE CORMIER GROUP	\$ 100,069.44	72	THE MICKENS GROUP	\$ 42,271.56
38	THE ARISTILDE GROUP	\$ 99,666.12	73	THE SILVA GROUP	\$ 41,988.00
39	THE HALL GROUP	\$ 99,266.52	74	DEATH CARE MANAGEMENT & FINANCIAL GROUP, LLC	\$ 41,970.60
40	THE GURIRA GROUP	\$ 96,399.48	75	THE MILLER GROUP	\$ 40,896.36
41	BUCHANAN FINANCIAL GROUP	\$ 88,093.68	76	THE COOPER GROUP	\$ 40,738.68
42	THE TAYLOR GROUP	\$ 86,549.76	77	THE SANDERS GROUP	\$ 40,569.72
43	THE MCNAIR GROUP	\$ 85,208.48	78	MEMORIAL LIFE INSURANCE	\$ 40,189.20
44	THE MCCALLUM GROUP	\$ 81,712.56	79	THE SEPT GROUP	\$ 40,038.84
45	THE OWENS GROUP	\$ 81,325.08	80	THE LANIER GROUP	\$ 39,878.52
46	ALLEN LIFE GROUP	\$ 78,448.08	81	THE PHILLIPS GROUP	\$ 39,713.76
47	THE ABDULLAH GROUP	\$ 75,138.48	82	THE UNGER GROUP	\$ 39,513.00
48	THE HINTON TEAM	\$ 74,374.20	83	THE DELACRUZ GROUP	\$ 38,969.52
49	THE WELLS GROUP	\$ 72,313.20	84	THE CASEY GROUP	\$ 38,853.48
50	THE WRIGHT GROUP	\$ 70,632.72	85	THE WITHERSPOON GROUP	\$ 38,074.92
51	THE BOATWRIGHT GROUP	\$ 68,383.92	86	THE ACTION TEAM	\$ 37,501.32
52	THE WOOD GROUP	\$ 63,748.08	87	THE COBB GROUP	\$ 36,996.36
53	THE BAKER GROUP	\$ 63,237.48	88	THE PICARD GROUP	\$ 36,860.76
54	THE MERTZ GROUP	\$ 62,773.29	89	THE CANYOCK GROUP	\$ 36,656.76
55	THE BARNES GROUP	\$ 61,963.68	90	THE GOMEZ GROUP	\$ 36,274.56
56	THE ANDERSON GROUP	\$ 59,086.68	91	THE RODRIGUEZ MARRERO GROUP	\$ 35,481.60
57	THE NAPIER GROUP	\$ 58,618.80	92	THE JONES GROUP	\$ 35,228.76
58	THE MARDINI GROUP	\$ 58,226.46	93	THE FLOWERS TALL GROUP	\$ 35,150.40
59	FINAL WISHES ADVISORS	\$ 57,872.16	94	THE SWEET GROUP	\$ 34,868.64
60	THE GOMEZ GROUP	\$ 57,387.72	95	SENIOR BENEFITS GROUP	\$ 34,703.16
61	THE HALL GROUP	\$ 57,377.64	96	THE ADAMS GROUP	\$ 33,731.52
62	THE COHEN GROUP	\$ 51,890.40	97	THE SIMON GROUP	\$ 33,659.88
63	THE JOHNSON GROUP	\$ 51,833.52	98	THE MCCARY GROUP	\$ 33,550.08
64	THE POWNEY GROUP	\$ 47,292.12	99	THE KNIGHT GROUP	\$ 32,814.36
65	THE RIOS GROUP	\$ 46,075.98	100	THE JACKSON JR GROUP	\$ 32,603.16

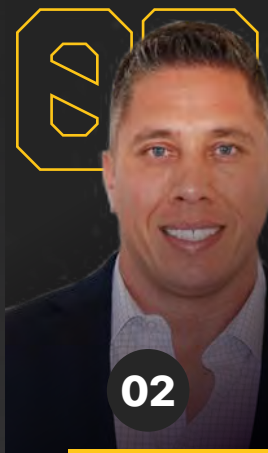
# TOP 10 RECRUITERS

TOP RECRUITERS OF THE MONTH



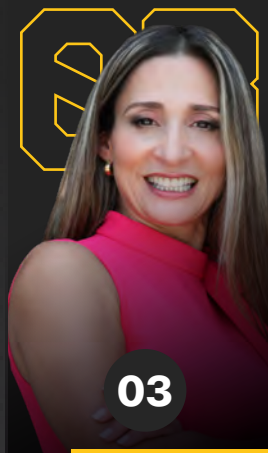
01

THE BLAKE GROUP



02

THE PRICE GROUP



03

LATINOS UNIDOS



04

THE LEGACY LIFE INSURANCE GROUP



05

FINANCIAL LEGACY GROUP




06

CONSOLIDATED PLANNING



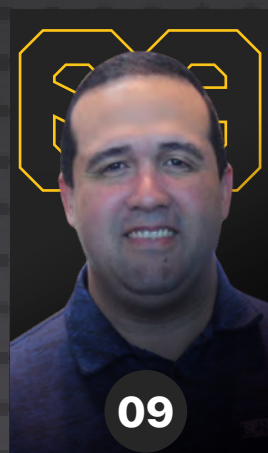
07

DAVIS INSURANCE



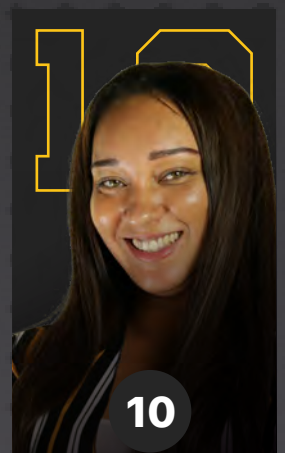
08

POWERHOUSE



09

GOLDEN LIFE INSURANCE



10

BARNES NAPIER GROUP