

THE SCOOP



MARCH 2024

DORIS G.

The Entrepreneurial Journey of

— D O R I S —

MAKING A REAL DIFFERENCE



In the wide landscape of potential careers, few stories are as inspiring as that of Doris, whose journey from managing four businesses to becoming a standout agent at Senior Life Insurance Company is not just about change but about seeking fulfillment and making a real impact in the lives of others.

A Diverse Entrepreneurial Background. Before her transition into the insurance industry, Doris was a seasoned entrepreneur with an impressive portfolio: a magazine publisher for 28 years, a jewelry store owner for 19 years, a food truck operator for 22 years, and a landlord for 29 years. Yet, despite her success, Doris yearned for a new challenge, one that would allow her to make a significant difference in people's lives.

A Chance Encounter Leading to a Career Shift. The pivot to the insurance industry came unexpectedly when Doris

became friends with Dr. Burns on Facebook. Despite never having met him, their online friendship took a life-changing turn when Dr. Burns introduced Doris to the possibilities within the final expense insurance sector. Inspired by Dr. Burns' success and driven by a desire for change, Doris decided to use her existing insurance license, marking the start of her transformative journey with Senior Life.

Choosing Senior Life: A Culture of Support and Growth. What attracted Doris to Senior Life was not just the opportunity to engage in a new industry but the unparalleled culture, mentorship, support, and training offered by the company. The comprehensive product range, designed to meet everyone's needs, further solidified her decision. Senior Life's ethos of never having to walk away from a sale due to the inclusivity of their policies resonated deeply with her values.

Recruiting Through Social Media and Enjoying Unique Benefits. Doris's strategy for building her agency primarily through social media reflects her innovative spirit, allowing her to tap into a vast network of potential agents. The benefits of being a Senior Life agent, as Doris outlines, are numerous: from policy plans catering to all, regardless of health conditions, to practical benefits such as daily pay and a simple qualifying system.

A Vision for Expansion and Diversification. Senior Life's current direction of expansion and diversification excites Doris the most. The company's initiative to create a one-stop-shop for clients, covering insurance, health, and prescription needs, exemplifies its commitment to "Owning the Home" philosophy. This strategy not only benefits the clients but also opens up broader opportunities for agents.

Words of Wisdom. For those new to the final expense industry or considering building their own agency, Doris advises focusing on the system Senior Life has in place, emphasizing coachability, consistency, and hard work. To agents transitioning from other companies, she offers a warm welcome and a promise of an unparalleled experience.

A Lifelong Commitment. For Doris, "Senior Life All Your Life" is not just a slogan but a declaration of her lifelong commitment to the company and its mission. It's a testament to her belief in Senior Life as the ultimate platform for fulfilling her goal of making a difference.

Gratitude and Acknowledgment. Doris extends her heartfelt thanks to those who have supported her on this journey, including Dr. Burns for the opportunity, Roderick for unparalleled support, Charaka for inspiration, and The Vision Group for their dedication and hard work.

Doris G's story is a powerful reminder of the impact one individual can have when they align their career with their core values. It's about more than just selling insurance; it's about providing peace of mind and making a lasting difference in the lives of clients and colleagues alike.





GARZA BLANCA
RESORT & SPA
★ ★ ★ ★ ★

SENIOR LIFE INSURANCE COMPANY INCENTIVE TRIP 2024

LOS CABOS

SAN LUCAS, MEXICO.

ALL INCLUSIVE FIVE STAR LUXURY EXPERIENCE

CONTEST STARTS AUG 1ST 2023 - JUL 31ST 2024

CONTEST QUALIFICATIONS:

PERSONAL
PRODUCER

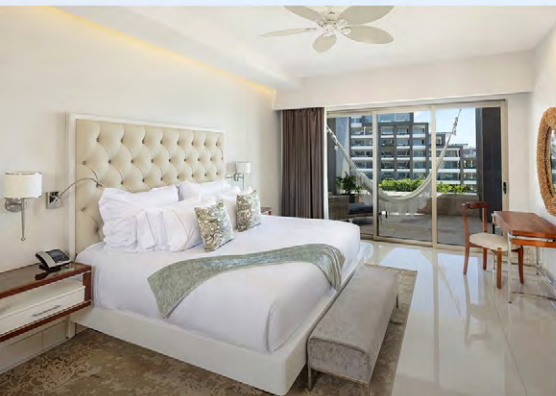
\$15K ISSUED PRODUCTION
PER MONTH TO QUALIFY

AGENCY
MANAGER

\$150K ISSUED PRODUCTION
PER MONTH TO QUALIFY

RVP

\$500K ISSUED PRODUCTION
PER MONTH TO QUALIFY



DATES

AUGUST 31ST - SEPTEMBER 4TH 2024



GARZA BLANCA
R E S O R T & S P A
★ ★ ★ ★ ★



GENERAL PROVISIONS

1. All qualifiers must be active and in good standing as of the time of the trip in order to qualify and attend.
2. All reservations will be non-cancellable, if you commit to the trip and do not attend, you will be charged for any nonrefundable portion of the cost.
3. Advanceable bank draft business only. Credit card business does not count towards qualifications.
4. Senior Life will pay for you and one guest to attend. Any additional guests will be at your own expense.
5. If you are wanting to stay beyond the trip dates of August 31st through September 4th please let us know for assistance. You will be responsible for the costs of the extra nights.
6. The company reserves the right to change any of the terms and conditions of these contest rules, and company records will be used to determine qualifiers.

To qualify your 13th month to date persistency must be a minimum of 65%. All guest will be required to have passports and other required travel documents prior to the trip.

EMPLOYEE SPOTLIGHT

S C O T T S H I F F E R D

This month, we shine the spotlight on Scott Shifferd, a devoted member of the Senior Life family who joined us on October 30, 2023. Scott has quickly made a significant impact in our IT department, embodying the values of service, learning, and teamwork that Senior Life holds dear.

A Life Guided by Faith and Family. For Scott, life revolves around his faith and family. Celebrating 20 years of marriage with his wife, Rachael, on March 20, and being a father to four children, Scott's journey is a testament to his dedication to the things that matter most. His transition to Senior Life marks a notable shift in his professional life, bringing his passion for service into the realm of IT support.



Serving Through Technology. As an IT support technician, Scott thrives on solving problems and supporting the Senior Life team to ensure seamless operation of workstations and telecommunications. His role is crucial in maintaining the backbone of our technological infrastructure, working closely with managers and fellow technicians in a constant state of learning and growth. Scott finds great satisfaction in the indispensability of the IT department, appreciating the unique strengths and specializations of his colleagues.

Discovering Senior Life. Scott's path to Senior Life began with admiration from afar as he regularly passed by the striking Senior Life building after moving to Thomasville five years ago. His formal introduction came through the opportunity to meet the IT department's leaders—Davin, Kilian, and Marcia—which led to an enjoyable interview process and a warm welcome from the entire team. Since then, Scott has been impressed with the professionalism and knowledge within the IT department, grateful for the supportive environment.

What Senior Life Means to Scott. To Scott, Senior Life represents an opportunity to employ his talents in service to others, aligning with his core values of humility and integrity. He finds joy in his work, supporting the mission of Senior Life to serve families effectively and compassionately.

Please join us in congratulating Scott Shifferd on being named Employee of the Month. His commitment to faith, family, and service through his role in IT support is an inspiration to us all. We are fortunate to have Scott as part of the Senior Life family and look forward to his continued contributions and success within our community.

Thank you!

FOR YOUR HARD WORK

EMPLOYEE SALES #1

ALLIE VASQUEZ

Allie's Outstanding Achievement in Employee Sales

We're thrilled to acknowledge the exceptional performance of Allie, who has excelled in employee sales with an impressive total of \$5,114.04. Her unwavering commitment and exceptional sales skills have greatly contributed to our team's success. Allie's achievements serve as a benchmark for excellence within our sales force, inspiring us all with her dedication and drive. Kudos to Allie for a job well done!



DIRECT SALES #1

NICARA MITCHELL

Congratulations to Nicara, Our Top Producer in Inside Sales

This month, we shine a spotlight on Nicara, who has truly set the bar high in our inside sales team with an outstanding achievement of \$52,503.48 in sales. Nicara's dedication, skill, and relentless pursuit of excellence have not only contributed significantly to our team's success but have also inspired those around her. Join us in applauding Nicara for her remarkable performance and dedication to excellence.



EMPOWERING YOUR FUTURE WITH PLATINUM PROTECTION

In an ever-evolving insurance landscape, Senior Life Insurance Company continues to pave the way for agents and clients alike with innovative solutions. Among these, Platinum Protection emerges as a beacon of stability and prosperity, redefining the approach to final expense insurance. This article delves into the essence of Platinum Protection and its role in empowering agents to secure not only their clients' futures but their own as well.

Platinum Protection: A Closer Look

Platinum Protection is not merely an insurance product; it is a strategic asset designed to meet the needs of today's diverse clientele. With its flexible coverage options, it caters to individuals across various stages of life, offering peace of mind through comprehensive final expense coverage. What sets Platinum Protection apart is its adaptability to client needs, ensuring that everyone can leave a lasting legacy without the burden of financial strain.

A Strategic Edge for Agents

For agents, Platinum Protection represents more than a tool for securing client futures; it's a pathway to achieving their own financial and professional goals. The program is built on a foundation of stability, offering a leveled commission structure that guarantees income growth over time. This progressive earning model encourages long-term planning and fosters a culture of persistence and dedication among agents.

Building Sustainable Success

The true power of Platinum Protection lies in its ability to generate sustainable success. Agents are equipped with the knowledge and resources to provide clients with tailored solutions, making every interaction an opportunity for growth. Moreover, the emphasis on comprehensive coverage ensures that clients are not just purchasing a policy but investing in a secure future for their loved ones.

Unlocking New Opportunities

Platinum Protection opens doors to new opportunities, allowing agents to expand their clientele and explore new markets. With its competitive pricing and unmatched value, agents can confidently approach a broader audience, breaking down barriers and setting new benchmarks in client satisfaction.

A Future-Forward Approach

As Senior Life Insurance Company looks to the future, Platinum Protection stands as a testament to our commitment to innovation and agent empowerment. We understand that the success of our agents is integral to our collective growth, and we are dedicated to providing the tools and support needed to thrive in an ever-changing insurance landscape.

In conclusion, Platinum Protection by Senior Life Insurance Company is more than an insurance product—it's a cornerstone of future-forward planning, offering agents and clients alike a robust platform for growth, stability, and success. As we continue to navigate the complexities of the insurance industry, Platinum Protection remains a key player in our strategy to empower, protect, and prosper.

EVERLASTING LEGACY

PROVIDING COMFORT AND COST-EFFECTIVE SOLUTIONS IN LIFE'S FINAL MOMENTS

Secure Savings from the Start with Everlasting Legacy

Everlasting Legacy is at the forefront of offering both peace of mind and considerable cost savings on funeral necessities from the moment you become a member. Our approach allows members to choose from a curated selection of superior funeral merchandise—caskets, vaults, urns, and monuments—at rates significantly lower than traditional funeral home prices. These specially negotiated rates are not just a one-time offer; they're guaranteed for the lifetime of your membership, ensuring long-term financial security and peace of mind for you and your loved ones.

Comprehensive Living Benefits for Enhanced Quality of Life

Beyond the scope of funeral planning, Everlasting Legacy enriches members' lives with an array of living benefits. Members enjoy around-the-clock access to medical consultations by phone, opportunities for considerable savings on hearing aids, and the convenience of complimentary shipping, as well as free returns and exchanges on diabetic clothing. It's our way of supporting our members' health and well-being, reflecting our commitment to serve beyond the expected.

Support Through the WISH Team: Navigating Times of Loss with Care

The loss of a loved one is an indescribably difficult time, and Everlasting Legacy WISH Team (Where Individuals Seek Help) is dedicated to making this period as bearable as possible. This team of compassionate price negotiation experts works directly with the chosen funeral home to ensure services are provided at the most reasonable cost, all while upholding the integrity of the member's final wishes. By managing these delicate discussions, the WISH Team offers significant emotional and financial relief, allowing families to focus on healing.

Choosing Everlasting Legacy means opting for a partner committed to dignified, cost-effective final arrangements and a supporter of your well-being in life's journey. We promise to stand by our members and their families, providing comprehensive support and unwavering care every step of the way.

Warm regards,

Catherine Conner

Director of Everlasting Legacy

Everlasting
LEGACY

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

TOP PRODUCER

O F T H E M O N T H

C O N G R A T S



C O N G R A T S

EPHIGENIA

\$73,236

TOP 10 PRODUCERS

TOP PRODUCERS OF THE MONTH

01



\$73,236.24
EPHIGENIA

02



\$65,745
RACHEL

03



\$52,503.48
NICARA

04



\$48,124
NICHOLE

05



\$47,660
RHETT

06



\$47,643
ANTHONY

07



\$47,061
JAMES

08



\$45,719
SHEDRICK

09



\$44,667
JESSE

10



\$43,754
DEANNA

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

1	EPHIGENIA	\$ 73,236	26	VIRGINIA	\$ 29,629	51	KATIE	\$ 25,208	76	TRISTAN	\$ 20,515
2	RACHEL	\$ 65,745	27	TINA	\$ 29,575	52	YVONNIE	\$ 25,131	77	SCOTT	\$ 20,377
3	NICARA	\$ 52,503	28	SCOTT	\$ 29,565	53	ANDREW	\$ 24,457	78	DEREK	\$ 20,376
4	NICHOLE	\$ 48,124	29	ALVARO	\$ 29,156	54	GARETH	\$ 24,313	79	ANDREW	\$ 20,317
5	RHETT	\$ 47,660	30	ADAM	\$ 28,801	55	MENFI	\$ 24,127	80	BRI	\$ 20,222
6	ANTHONY	\$ 47,643	31	BENJAMIN	\$ 28,507	56	COLBY	\$ 23,420	81	DIEGO	\$ 20,012
7	JAMES	\$ 47,061	32	THOMAS	\$ 28,481	57	GARRETT	\$ 23,325	82	TOMESHIA	\$ 19,956
8	SHEDRICK	\$ 45,719	33	LARRY	\$ 28,442	58	CANDICE	\$ 23,304	83	SHERI	\$ 19,846
9	JESSE	\$ 44,667	34	FRANCISCO	\$ 27,924	59	SETH	\$ 22,934	84	JOSE	\$ 19,325
10	DEANNA	\$ 43,754	35	SCOTT	\$ 27,597	60	BIANCA	\$ 22,727	85	ANTELMO	\$ 19,240
11	JASON	\$ 43,108	36	MYREON	\$ 27,348	61	EMMETT	\$ 22,669	86	MICHAEL	\$ 19,237
12	RICHARD	\$ 41,652	37	LUKE	\$ 27,308	62	MATTHEW	\$ 22,625	87	CORY	\$ 18,704
13	NATHAN	\$ 40,763	38	ZOE	\$ 27,282	63	LEONEL	\$ 22,439	88	NICOLE	\$ 18,544
14	KEMAR	\$ 40,710	39	AARON	\$ 27,251	64	AARON	\$ 22,415	89	NIC	\$ 18,250
15	JLICIA	\$ 37,603	40	RYAN	\$ 26,991	65	DOMINIC	\$ 22,380	90	ROGELIO	\$ 18,102
16	SHINGAI	\$ 35,227	41	LILIA	\$ 26,884	66	CHRISTOPHER	\$ 22,048	91	BRET	\$ 18,014
17	PAULA	\$ 34,668	42	MIATTA	\$ 26,865	67	ALBERT	\$ 21,970	92	DARVI	\$ 17,857
18	JUAN	\$ 34,261	43	BEOSHA	\$ 26,780	68	JEREMY	\$ 21,931	93	BUFORT	\$ 17,740
19	ROBIN	\$ 34,076	44	ANGEL	\$ 26,562	69	ASHTON	\$ 21,804	94	CHRISTOPHER	\$ 17,564
20	GRANT	\$ 32,876	45	ANDREAS	\$ 26,522	70	KENDRA	\$ 21,781	95	RONALD	\$ 17,538
21	MELLINDA	\$ 32,627	46	RITA	\$ 26,367	71	MARCEA	\$ 21,768	96	MARIA	\$ 17,511
22	MARCUS	\$ 32,388	47	ALCIDE	\$ 26,354	72	BENJAMIN	\$ 21,448	97	STEPHANIE	\$ 17,487
23	JOAO	\$ 31,860	48	TRENT	\$ 25,927	73	LAURYN	\$ 21,333	98	WENDY	\$ 17,020
24	MICHAEL	\$ 31,087	49	BLAKE	\$ 25,849	74	KATHLEEN	\$ 21,237	99	FELISA	\$ 16,956
25	GUSTAVO	\$ 30,247	50	JOE	\$ 25,690	75	CHRISTOPHER	\$ 21,017	100	JASMINE	\$ 16,849

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

101	RICHARD	\$ 16,719	126	ALEJANDRO	\$ 14,463	151	JIM	\$ 12,561	176	SERENITY	\$ 11,295
102	RHIANNON	\$ 16,717	127	JAUANE	\$ 14,454	152	MARTINEZ	\$ 12,548	177	DONALD	\$ 11,265
103	SHAWNTRICE	\$ 16,574	128	JOHN	\$ 14,434	153	RODNEY	\$ 12,527	178	CHARNETTA	\$ 11,244
104	DANIELLE	\$ 16,404	129	LAURA	\$ 14,236	154	JACQUELINE	\$ 12,490	179	KETURAH	\$ 11,207
105	TAKEISHA	\$ 16,373	130	PATRICIA	\$ 14,162	155	RACHEL	\$ 12,412	180	JEFFREY	\$ 11,203
106	TYLER	\$ 16,319	131	PAIGE	\$ 14,131	156	NERY	\$ 12,383	181	MADALYA	\$ 11,144
107	AHMYA	\$ 16,269	132	DEBBIE	\$ 14,096	157	JESUS	\$ 12,320	182	SHEDRICK	\$ 11,138
108	GEORGELINA	\$ 16,252	133	ADREAN	\$ 13,981	158	CHAD	\$ 12,149	183	JORDAN	\$ 11,103
109	RAFAEL	\$ 16,088	134	CAROLYN	\$ 13,936	159	JENSEN	\$ 12,146	184	KAILYN	\$ 11,056
110	TRISTAN	\$ 16,053	135	MIKE	\$ 13,867	160	BERNARD	\$ 12,040	185	QUINTON	\$ 10,950
111	JENNIFER	\$ 15,797	136	ANDREANA	\$ 13,786	161	CANDY	\$ 11,976	186	YOLANDA	\$ 10,926
112	RONALD	\$ 15,782	137	MICHELE	\$ 13,652	162	DEAN	\$ 11,968	187	JESUS	\$ 10,875
113	OSCAR	\$ 15,733	138	BETHANY	\$ 13,596	163	MARCUS	\$ 11,956	188	BRENDAN	\$ 10,842
114	JUDE	\$ 15,668	139	KEVIN	\$ 13,390	164	BRENDA	\$ 11,928	189	DORIS	\$ 10,723
115	BRIAN	\$ 15,563	140	JOANN	\$ 13,341	165	MARCIAL	\$ 11,924	190	MARIAN	\$ 10,722
116	TERRI	\$ 15,563	141	CHANTEL	\$ 13,251	166	BREANA	\$ 11,902	191	WILLIAM	\$ 10,641
117	MARVELIS	\$ 15,342	142	VICTORIA	\$ 13,237	167	ANDREA	\$ 11,861	192	GILBERTO	\$ 10,636
118	RANDY	\$ 15,192	143	VALERIE	\$ 13,152	168	JOHN	\$ 11,852	193	DUSTIN	\$ 10,607
119	SHAUN	\$ 15,176	144	TRINA	\$ 13,078	169	LATASHA	\$ 11,705	194	ARMONDO	\$ 10,503
120	OSCAR	\$ 15,170	145	LATANYA	\$ 12,991	170	GERMAINE	\$ 11,569	195	ERIC	\$ 10,500
121	HUGO	\$ 15,009	146	VICTORIA	\$ 12,940	171	DARRAK	\$ 11,547	196	LUIS	\$ 10,379
122	FREDMAR	\$ 14,931	147	ROBERT	\$ 12,751	172	JARED	\$ 11,500	197	MARIO	\$ 10,303
123	MARVIN	\$ 14,695	148	MARIA	\$ 12,734	173	GUILLERMO	\$ 11,468	198	JACQUILLA	\$ 10,292
124	JORDAN	\$ 14,676	149	MATTHEW	\$ 12,646	174	JUAN	\$ 11,374	199	KYLE	\$ 10,280
125	SHARISHA	\$ 14,519	150	DIANDRA	\$ 12,579	175	LASEAN	\$ 11,297	200	PENELOPE	\$ 10,180

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

201	KELLAN	\$ 10,119	226	CHARLIE	\$ 8,877	251	NILDA	\$ 7,905	276	LINDA	\$ 7,113
202	ONORVINA	\$ 10,109	227	PHILIP	\$ 8,860	252	PEARL	\$ 7,879	277	CAROLYN	\$ 7,105
203	LUZ	\$ 10,065	228	TIFFANY	\$ 8,766	253	ANTHONY	\$ 7,870	278	JAMAAL	\$ 7,100
204	JAMAL	\$ 10,065	229	EUGENIA	\$ 8,666	254	DAYREMIS	\$ 7,856	279	ELSIRA	\$ 6,963
205	RODRICK	\$ 10,019	230	JASON	\$ 8,591	255	NICOLE	\$ 7,845	280	ISABEL	\$ 6,938
206	TYRONE	\$ 9,852	231	JONRIKA	\$ 8,516	256	JUNIOR	\$ 7,814	281	JORDAN	\$ 6,933
207	SULTAN	\$ 9,691	232	JARNEL	\$ 8,505	257	MATTHEW	\$ 7,780	282	DEAN	\$ 6,930
208	LESETTE	\$ 9,678	233	ANGELA	\$ 8,483	258	ROBERT	\$ 7,719	283	MICHAEL	\$ 6,916
209	HAYDEN	\$ 9,667	234	CHESTER	\$ 8,474	259	ARACELY	\$ 7,653	284	KEITH	\$ 6,915
210	VINCENT	\$ 9,567	235	RICHARD	\$ 8,474	260	BRANDON	\$ 7,647	285	ANSELMA	\$ 6,893
211	ROY	\$ 9,549	236	JORGE	\$ 8,451	261	CARRIE	\$ 7,576	286	JAMES	\$ 6,866
212	STEVEN	\$ 9,383	237	CARLENE	\$ 8,437	262	LANDON	\$ 7,572	287	DEBORAH	\$ 6,846
213	LIDIA	\$ 9,322	238	GEORGE	\$ 8,432	263	CINDY	\$ 7,562	288	LUIS	\$ 6,839
214	ARDELLA	\$ 9,194	239	HUMBERTO	\$ 8,418	264	MARC	\$ 7,510	289	VANTEENA	\$ 6,832
215	LATASHA	\$ 9,175	240	JULIA	\$ 8,414	265	YESENIA	\$ 7,497	290	DANIEL	\$ 6,825
216	CAROLYN	\$ 9,161	241	NEIRO	\$ 8,399	266	KODY	\$ 7,484	291	BRIAN	\$ 6,806
217	JOHN	\$ 9,157	242	SYLVESTER	\$ 8,342	267	BRENDA	\$ 7,356	292	DARYL	\$ 6,801
218	TINA	\$ 9,144	243	NIEMAT	\$ 8,297	268	DIANA	\$ 7,340	293	ANDREA	\$ 6,797
219	JOSEPHINE	\$ 9,139	244	RUAMA	\$ 8,225	269	CHRISTOPHER	\$ 7,308	294	ALEJANDRA	\$ 6,791
220	JEREMIAH	\$ 9,067	245	DANNETTE	\$ 8,201	270	PETE	\$ 7,297	295	DAWN	\$ 6,722
221	SELINA	\$ 9,062	246	ELKA	\$ 8,168	271	HERMAN	\$ 7,216	296	KIMBERLY	\$ 6,702
222	ERIC	\$ 9,053	247	JOE	\$ 8,165	272	CHRISTOPHER	\$ 7,187	297	KELLY	\$ 6,663
223	PAMELA	\$ 8,963	248	SAIDA	\$ 8,097	273	DANA	\$ 7,164	298	EDWARD	\$ 6,622
224	FRANK	\$ 8,959	249	STEPHEN	\$ 8,039	274	CHARLES	\$ 7,159	299	GREG	\$ 6,608
225	KRISTAN	\$ 8,935	250	BRIA	\$ 7,998	275	JUAN	\$ 7,148	300	KUAMI	\$ 6,586

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

301	SAMANTHA	\$ 6,578	326	ANNIE	\$ 5,989	351	TAMARA	\$ 5,369	376	SYLWIA	\$ 4,790
302	DAVID	\$ 6,574	327	SHARON	\$ 5,967	352	BRIAN	\$ 5,335	377	JASON	\$ 4,776
303	ROBERT	\$ 6,571	328	ALEXANDER	\$ 5,937	353	WILFRED	\$ 5,332	378	ANDREW	\$ 4,773
304	AMBER	\$ 6,534	329	CLAUDIA	\$ 5,922	354	MEGAN	\$ 5,302	379	MALCOLM	\$ 4,756
305	RHONDA	\$ 6,500	330	TAYLOR	\$ 5,922	355	DARLENE	\$ 5,266	380	ALONZO	\$ 4,741
306	MARIA	\$ 6,481	331	FRANCISCA	\$ 5,916	356	KNAKITA	\$ 5,231	381	JACK	\$ 4,696
307	KAREN	\$ 6,473	332	KIMMILY	\$ 5,867	357	KOMESHIA	\$ 5,187	382	TRA	\$ 4,683
308	JOURDAN	\$ 6,461	333	WANDA	\$ 5,840	358	CYNTHIA	\$ 5,176	383	ELAINE	\$ 4,665
309	ROBERT	\$ 6,408	334	ALYSON	\$ 5,826	359	RODNEY	\$ 5,175	384	HENRY	\$ 4,657
310	IBELISSE	\$ 6,356	335	GREGORY	\$ 5,825	360	DEIRDRE	\$ 5,150	385	MONICA	\$ 4,636
311	MARY	\$ 6,351	336	MARTA	\$ 5,813	361	CRISTOBAL	\$ 5,132	386	RAMON	\$ 4,620
312	GISELA	\$ 6,286	337	NORMA	\$ 5,805	362	KEVIN	\$ 5,129	387	DEBRA	\$ 4,614
313	RODERICK	\$ 6,281	338	TERESA	\$ 5,776	363	SHANTEL	\$ 5,120	388	ZENOBI	\$ 4,590
314	MYESHIA	\$ 6,241	339	RICHARD	\$ 5,690	364	ARTHUR	\$ 5,101	389	AVENANT	\$ 4,589
315	DESHAWN	\$ 6,226	340	LORRAINE	\$ 5,679	365	JASON	\$ 5,090	390	MARVIN	\$ 4,551
316	RONICA	\$ 6,224	341	ANNIE	\$ 5,674	366	JASON	\$ 5,070	391	CHEVELLE	\$ 4,532
317	CAROL	\$ 6,211	342	CHAUNCEY	\$ 5,600	367	LIDIA	\$ 5,063	392	JAMES	\$ 4,532
318	RENEE	\$ 6,202	343	GLORIA	\$ 5,561	368	TIMOTHY	\$ 5,046	393	MARIA	\$ 4,519
319	CRAIG	\$ 6,180	344	TAMMY	\$ 5,556	369	ADRIANA	\$ 5,040	394	SANDRA	\$ 4,516
320	ANDRE	\$ 6,147	345	MARIA	\$ 5,516	370	JOHN	\$ 5,009	395	KIMBERLY	\$ 4,509
321	AARON	\$ 6,104	346	LANCE	\$ 5,494	371	ANGELA	\$ 4,984	396	SHANDRINKA	\$ 4,477
322	MIGUEL	\$ 6,082	347	TARRIE	\$ 5,473	372	SHAWNDA	\$ 4,913	397	ALFREDA	\$ 4,473
323	LORNA	\$ 6,012	348	JUAN	\$ 5,464	373	RONALD	\$ 4,890	398	DAVID	\$ 4,469
324	SURPHIA	\$ 6,011	349	NAKIA	\$ 5,449	374	JESSICA	\$ 4,887	399	HERNAN	\$ 4,449
325	YUSLAUDYS	\$ 5,992	350	LUIS	\$ 5,373	375	MYRIAM	\$ 4,857	400	SHARON	\$ 4,431

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

401	KARLO	\$ 4,408	426	MARTIN	\$ 4,103	451	RUTH	\$ 3,721	476	ANGELA	\$ 3,417
402	ANTOINETTE	\$ 4,402	427	MONA	\$ 4,095	452	LINDA	\$ 3,708	477	KEITH	\$ 3,409
403	DAVID	\$ 4,391	428	WENDY	\$ 4,058	453	FRANCISCO	\$ 3,695	478	LINDSAY	\$ 3,406
404	MELVIN	\$ 4,388	429	HECTOR	\$ 3,958	454	JAYLEN	\$ 3,694	479	STEPHANIE	\$ 3,392
405	IRASEMA	\$ 4,331	430	LARRY	\$ 3,957	455	MONIQUE	\$ 3,687	480	LORNA	\$ 3,339
406	STEPHEN	\$ 4,314	431	DELIA	\$ 3,947	456	BRENDA	\$ 3,633	481	KASIE	\$ 3,314
407	TAMIKA	\$ 4,306	432	GEMMA	\$ 3,943	457	BARBARA	\$ 3,633	482	DEBRA	\$ 3,304
408	LEYDY	\$ 4,293	433	IVELISSE	\$ 3,914	458	QUENITA	\$ 3,630	483	DANTE	\$ 3,276
409	GAIL	\$ 4,292	434	JOHNNENE	\$ 3,912	459	PATRICIA	\$ 3,624	484	JANNIE	\$ 3,268
410	IFE	\$ 4,291	435	LORI	\$ 3,910	460	MARLO	\$ 3,617	485	EVELYN	\$ 3,265
411	BENITA	\$ 4,286	436	DELORES	\$ 3,897	461	CHASITY	\$ 3,600	486	MARIA	\$ 3,248
412	YVONNE	\$ 4,270	437	CHAMPAYNE	\$ 3,867	462	ESMERALDA	\$ 3,581	487	ANGEL	\$ 3,210
413	KIMBERLY	\$ 4,256	438	ANGELA	\$ 3,864	463	DELMER	\$ 3,576	488	LAYON	\$ 3,204
414	CRISTINA	\$ 4,250	439	EDNA	\$ 3,863	464	ANETRIA	\$ 3,565	489	WILL	\$ 3,203
415	ANTHONY	\$ 4,249	440	ERICA	\$ 3,854	465	EBONY	\$ 3,550	490	JORDON	\$ 3,202
416	MICHAEL	\$ 4,241	441	DARRIUS	\$ 3,847	466	JESSICA	\$ 3,536	491	PATRICIA	\$ 3,200
417	EDSON	\$ 4,241	442	SABRINA	\$ 3,845	467	HENRY	\$ 3,534	492	JOSE	\$ 3,198
418	VERONICA	\$ 4,207	443	JONATHAN	\$ 3,818	468	ELIZABETH	\$ 3,505	493	MARGARET	\$ 3,176
419	ALICE	\$ 4,201	444	KASEY	\$ 3,811	469	TONYA	\$ 3,499	494	KEELY	\$ 3,176
420	JONATHAN	\$ 4,196	445	LEXYS	\$ 3,794	470	STANLEY	\$ 3,483	495	THOMAS	\$ 3,145
421	VICKIE	\$ 4,189	446	MIGUEL	\$ 3,772	471	VICTORIA	\$ 3,479	496	KYLEY	\$ 3,135
422	OSCAR	\$ 4,188	447	MICHAEL	\$ 3,771	472	KELLY	\$ 3,442	497	LINDA	\$ 3,133
423	TONY	\$ 4,180	448	CAROLINE	\$ 3,768	473	CHAUNCEY	\$ 3,435	498	JOSE	\$ 3,132
424	KARINA	\$ 4,165	449	MAMADOU	\$ 3,758	474	DEWAYNE	\$ 3,425	499	JENNIFER	\$ 3,125
425	MAYRA	\$ 4,123	450	LUIS	\$ 3,730	475	ANGELA	\$ 3,417	500	JULIE	\$ 3,119

TOP AGENCY

O F T H E M O N T H

C O N G R A T S



C O N G R A T S

THE BLAKE GROUP

\$2,525,897.22

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

01



\$2,525,897.22
THE BLAKE GROUP

02



\$1,597,855.62
THE PRICE GROUP

03



\$1,454,374.44
FINANCIAL LEGACY GROUP

04



\$1,346,200.32
CONSOLIDATED PLANNING

05



\$709,364.59
POWERHOUSE

06



\$691,559.40
REILLY LIFE GROUP

07



\$688,201.68
THE LEGACY LIFE INSURANCE GROUP

08



\$ 498,134.58
THE COOK GROUP

09



\$350,882.83
PHASE ONE

10



\$350,858.28
AGENT FORCE ALLIANCE

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

11



\$327,962.88
**MILENIUM
FINANCIAL GROUP**

12



\$310,538.22
**THE MVP INSURANCE
GROUP LLC**

13



\$264,274.32
**THE EFE
GROUP**

14



\$222,394.46
**THE ADAMS
GROUP AGENCY**

15



\$215,739.08
**WORLD CLASS
INSURANCE AGENCY**

16



\$211,206.07
**THE BOATWRIGHT
GROUP**

17



\$208,852.92
**THE SALLOUMI
GROUP**

18



\$198,160.82
**THE TURNWALD
GROUP**

19



\$194,688.23
**THE MERTZ
GROUP**

20



\$185,697.49
DAVIS INSURANCE

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

21



\$178,091.16
NATIONAL INSURANCE
MARKETING GROUP

22



\$166,441.92
THE BERLIN
GROUP

23



\$165,383.04
THE VISION
GROUP

24



\$161,567.39
THE NATIONAL
AGENCY

25



\$159,061.68
THE GOODMAN
GROUP

26



\$154,480.56
RYKY
ENTERPRISES LLC

27



\$153,675.00
ALLEN LIFE
GROUP

28



\$152,887.08
SPELLER INSURANCE
GROUP

29



\$152,169.72
TEMPERATE LEGACY
GROUP

30



\$147,196.32
FRIAS INSURANCE
GROUP

TOP AGENCIES

TOP AGENCIES OF THE MONTH

31	PILCHER INSURANCE AGENCY	\$ 141,541.22	66	WMG- WAVEMAKER GROUP; NAIM	\$ 74,508.24
32	THE MCNAIR GROUP	\$ 128,136.84	67	THE LINDEMAN GROUP	\$ 73,236.24
33	TEAM NO LIMITS	\$ 128,133.96	68	ELITE SECURITY AGENCY	\$ 69,657.96
34	THE MANSWELL-SPELLER GROUP	\$ 120,690.12	69	THE GOMEZ GROUP	\$ 63,042.36
35	THE ARMSTRONG GROUP	\$ 116,871.47	70	THE HALL GROUP	\$ 61,785.98
36	THE HALL GROUP	\$ 115,567.94	71	THE HARBEN GROUP	\$ 61,772.64
37	WHITE INSURANCE GROUP	\$ 113,489.88	72	THE FENDERSON GROUP	\$ 59,775.72
38	THE OSORIO GROUP	\$ 113,061.06	73	THE HARRIS GROUP	\$ 59,693.42
39	THE SANDERS GROUP	\$ 112,139.28	74	THE SCOTT GROUP	\$ 58,100.52
40	THE HARBEN GROUP	\$ 111,110.04	75	THE ANDREANIDIS GROUP	\$ 54,556.92
41	CONNELL INSURANCE GROUP	\$ 110,252.27	76	THE TAYLOR GROUP	\$ 54,024.96
42	EVANS INSURANCE AGENCY	\$ 108,763.20	77	THE SANDERS JR GROUP	\$ 53,883.72
43	THE JEFFRIES GROUP	\$ 105,524.40	78	THE WRIGHT GROUP	\$ 53,877.96
44	THE DE POOL GROUP	\$ 104,784.18	79	THE MCRAY GROUP	\$ 53,514.48
45	THE BOLEN GROUP	\$ 101,264.51	80	THE FORTE GROUP	\$ 52,338.48
46	SENIOR BENEFIT LIFE	\$ 97,838.76	81	THE MUELLER GROUP	\$ 51,172.20
47	BUCHANAN INSURANCE GROUP	\$ 96,862.32	82	THE VO GROUP	\$ 51,010.68
48	THE CORMIER GROUP	\$ 93,885.96	83	THE ALLEN DAVE INSURANCE GROUP	\$ 48,586.68
49	YOUR FUTURE ADVISORY GROUP	\$ 93,182.16	84	THE MILLER GROUP	\$ 48,051.48
50	THE JOHNSON GROUP	\$ 91,709.58	85	THE BUTTON GROUP	\$ 47,643.12
51	THE ARISTILDE GROUP	\$ 88,787.28	86	THE ROSE GROUP	\$ 47,061.48
52	THE NIBBS GROUP	\$ 88,279.86	87	THE HINTON TEAM	\$ 46,385.16
53	THE COOK GROUP	\$ 88,065.24	88	THE COLLINS MUHAMMAD GROUP	\$ 44,434.08
54	OWENS INSURANCE AGENCY	\$ 86,699.16	89	THE MCGRAW GROUP	\$ 44,064.24
55	GURIRA INSURANCE GROUP	\$ 86,601.48	90	THE LAMPLEY GROUP	\$ 43,753.92
56	THE MICKENS GROUP	\$ 86,171.04	91	THE CONTRERAS GROUP	\$ 42,617.40
57	THE BOORSTEIN GROUP	\$ 81,777.84	92	THE CHAVEZ-ALCORTA GROUP	\$ 42,077.04
58	THE ESQUIVEL GROUP	\$ 78,841.82	93	THE LANIER GROUP	\$ 41,759.16
59	THE MORGAN GROUP	\$ 77,184.00	94	THE HOVIS GROUP	\$ 41,652.36
60	INFINITY INSURANCE AGENCY	\$ 77,040.86	95	THE SANTIAGO-CRUZ GROUP	\$ 41,257.08
61	THE CUEVAS GROUP	\$ 76,705.92	96	THE ROLAND GROUP	\$ 41,257.08
62	BUCHANAN FINANCIAL GROUP	\$ 75,356.16	96	THE WASHINGTON GROUP	\$ 41,213.76
63	FAIRCLOTH MARKETING GROUP	\$ 75,042.02	98	THE SILVA GROUP	\$ 41,180.82
64	THE ROBERTS GROUP	\$ 74,871.36	99	WMG- WAVEMAKER GROUP; SONYA	\$ 40,725.48
65	WMG- WAVEMAKER GROUP; NAIM	\$ 74,508.24	100	THE THOMPSON GROUP	\$ 40,709.52