

THE SCOOP

May 2019

Helen A.

Burns Group



IT'S A NUMBERS GAME

We have all heard it time and time again, insurance is a "numbers game", but what numbers do you need to focus on to ensure that you are successful? At its core, you can project how much production yourself or your team will do each week based off of one number. That number is the amount of leads you or your team worked out.

Leads are the driving force behind our business. The more leads that an individual or a team works out, the higher the production. Just think about it, as time goes on, you will develop an average weekly production if you continue to take the same amount of leads each week. If you consistently take 20 leads per week and you consistently issue \$20,000 AP per month, you have a \$5,000 per week average over the course of a month. So, when you want to earn more income, you have to do it through one of three ways; take more leads, build a team, or both. If you begin to work 25 leads per week instead of 20, you will issue more business. We call this Premium Per Lead.

To calculate Premium Per Lead or "PPL", you simply take the amount of production you issued and divide it by the number of leads you worked. In the example above, you would take \$20,000 (issued AP)/ 80 (20 leads/week x 4 weeks) = \$250 PPL. This means that every lead that you work is worth \$250

in AP. If you have a lower average or closing percentage, it would lower your PPL. The higher the PPL, the more profitable you are. This is a number that you want to look at on a consistent basis.

This holds true not only for a personal producer, but also for a team. If your team works out 1,000 leads per month and issues \$100,000 in AP, your team has a \$100 PPL. If you have a growing mindset and you want to continue to grow your agency next month, you need to focus on working out more leads. It is that simple.

We always talk about attacking each day and staying focused on the things that matter (Recruiting, Production and Relationships). Find out what your average is for yourself or your team and watch the correlation between your production and the amount of leads you work out. I would be willing to bet as one grows, so does the other.

I want to encourage all of you to adopt the growing mindset. The time is now to grow and build. Not next year, not next quarter, not next month, not next week. Right NOW! We are well on our way to taking this industry over! Let's keep it up!



Robert Shiver, Vice President
Senior Life Insurance Company



Helen A.

Burns Group



SUPER ACHIEVER

She never considered a career in the final expense industry, even though, ironically enough, her first job in high school was a Telephone Canvasser for Mount Olive Memorial Gardens in Augusta, Georgia. That was 1976. Her broad career background includes television and talk radio producer and host, newspaper reporter, published author, and small business owner. She lived all over the world with her family because her father served in the U.S. Air Force. Having lived in Germany, Japan, and Italy and travelling to Uganda, East Africa and Europe has given her a unique ability to work and interact with diverse groups of people. Fast forward to early 2014, with an introduction and lunch that led to a new chapter in her life. "I was running for Mayor of Augusta when I met Dr. Lewis Burns, Jr. One of his agents was a mutual colleague. He wanted to expand in this area of the state and asked her if she knew a person of influence and immediately thought of me. So, in that meeting, he laid out a very compelling argument for me to consider a career in final expense. He told me no matter what happened in the May election, I could still do this

business." She took him up on his offer and after taking the Georgia state exam three times, obtained her license, and was appointed to Senior Life Insurance Company October 2014.

Even though she started part-time, while working as an Adjunct Instructor at Virginia College in Augusta, she consistently wrote an average of \$5,000 in AP a month. In late 2015, she pursued a long-time dream of obtaining her Master of Arts degree in English. After receiving her degree in May 2017, the next goal was to fully commit to her final expense business. It was time to get single-minded focused, so she started going to all the trainings, joining the daily conference calls, and became a student of her business. More importantly, she allowed Dr. Burns to mentor her daily. Her income significantly changed when she bought into the proven system that included buying leads. "Lewis called me one day in January 2018 and said I needed to start buying leads for my business to get to the next level. Up to that point, I was working my warm market. He asked me to trust him. I did. I still do, and I have never looked back."

Dr. Lewis Burns, Jr. and Regional

Manager Charaka Cook have made a life-changing impact on her life in so many ways. After praying for much of 2018 about making the decision to go full-time, her decision was made in November 2018 to quit her instructor job. Less than thirty days later, all the Virginia College campuses were closed, for good. "I truly believe that was a monumental sign from God." Now her WHY is crystal clear and focused. "I have 9 nieces and nephews and 11 great nieces and nephews. So, I have 20 WHYS." Her income increased 400% from 2017 to 2018. Last March, she was a team of 2. Today, her team has grown to 23 and counting with agents from Georgia, South Carolina, Florida, Texas, Kentucky and California.

Her highest production AP of over \$12,000 was achieved in January 2019 in only 21 days due to the unexpectant loss of her only sister who died on the 23rd. One of her goals after going full-time was to have all her bills paid by the 7th of each month. She has achieved that every month this year. Helen has reinvented herself and is excited about what the future holds for her. She also believes in the Senior Life mantra, "Senior Life...All My Life." ©

Atlanta
MINDSET TOUR



RVP JOEY F.



VICE PRESIDENT ROBERT SHIVER



ORTEZ W.



SHANE B.



SHAMALA P.

Montgomery
MINDSET TOUR

Charlotte
MINDSET TOUR



RVP LEWIS B.



BRANDON O.



RVP ROB E.



PRESIDENT RON POWELL



TIM W.



CHARNETTA B.



SHEILA W.

MINDSET IS EVERYTHING

A RUNDOWN OF THE EXCITEMENT THAT IS SENIOR LIFE INSURANCE COMPANY MINDSET TOUR



Ft. Lauderdale
MINDSET TOUR

VICE PRESIDENT MITCH CONNER



JO-ANN R.



RVP DOUG B.



MARC T.



RVP BILLY P.



J.R. J.



KRISTEN W.

St. Augustine
MINDSET TOUR

MINDSET IS EVERYTHING TOUR REVIEW

"We are coming off the best first quarter in the Company's history - we are definitely on to something special here," said Vice President Robert Shiver. "If we continue to support and continue to compete, we can take over the insurance industry. We stuck together in the first quarter and look at what we were able to accomplish."

Vice President Mitch Conner spoke about the elite, top of the class group of people that work for Senior Life Insurance Company. The process of "TAKE, MAKE, MAKE", the process of taking leads, making presentations and making money; and how we should start to "embrace now." We have the best lead program in the country, and the system we have in place is second to none. The Mindset Tour is about having the right mindset in order to succeed. All of our guest speakers exemplified the right mindset and encouraged everyone to succeed.

Atlanta

"We are here for everyone." Senior Life Insurance Company is like a large family ready to help each other in times of need. Shamala P.'s story about battling seizures but being helped by a fellow agent has created his new motto, "Never make excuses." There really is not a reason to complain. He took the right mindset approach, overcame, and made it happen.

Next, Ortez W., went over the process he found that worked for him in building a team after being with Senior Life Insurance Company for 4 years. He talked about using platforms such as social media, Craigslist, email, sending letters and agent referrals to boost recruitment and production.

RVP Joey F. brought it home by pressing "the time is now to stop working for Senior Life, let Senior Life work for you." At Senior Life, we have a plug and play system that is designed to help you achieve success. If you want to be at a certain level, set it and make it.

Charlotte

Off in Charlotte, North Carolina, Shane B. described how he was able to change his mindset by wanting to leave a legacy for his family. He talked about how timing is everything. He talked about how much Senior Life Insurance Company is like a family, and how building a family environment for other generations is important for agent growth.

Vice President Mitch Conner led a panel discussion to show the power of women in the Company. He invited Charaka C., Helen A., Sharon C., Sheila W., Charnetta B. and Bisset D. to show us how there are no obstacles to success with Senior Life.

RVP Lewis B. explained how to work hard, work smart, and focus on money making activities to be successful. Do not let your head get in the way of your success, and make sure you read on a daily basis to feed your mind. Sleep well at night and be ready to sell by 9:00 A.M. the next morning, and only do business with those who will do business with you.

President Ron Powell talked about his injury and the processes he has been through to keep going and get through the hardships while still being successful. It is amazing what we have been able to accomplish with the SLICE App

and Leads the Way, which has streamlined the process by removing unnecessary paperwork and being able to speak with clients almost instantly. Ron loves helping a senior citizen take care of a need. He does not do it for the money, he does it because he loves it.

Montgomery

In the hardworking city of Montgomery, Alabama, Brandon O. spoke about going from making \$323.00 a week to a chance meeting with Mitch Conner that changed his life forever.

Tim W. talked about riding by and seeing a help wanted sign that said no experience necessary, and the great ripple effect Ron Powell and RVP Russ D. have had on him for the better. Both men went from struggling to support their families, to creating a lasting legacy for generations to come.

Ft. Lauderdale

In South Florida, Jo-Ann R. spoke about her journey to success, coming from telesales to selling insurance. She needed a job where she could work from home and final expense life insurance is a product that to her, "kind of sells itself". Her first big push to success was going out for a contest. She took 3rd place, but she continued to push. She eventually became the number one agent in the country for March.

Her manager, Marc T. started hitting the mark when he decided to dive into the Senior Life system. By following the system, Senior Life Insurance Company changed his life. He brought up how the flexibility of his career has given him the opportunity that allows him to help his parents when he needs to, and how his financial growth has allowed him to help his parents as well.

Following Marc T. was RVP Doug B., who told a story about the difference between people living in a slum versus people living in a mansion. The person in the mansion fell, got back up, fell, and continued to get back up. The person in the slum fell one or two times and continued to stay down. Doug mentioned the mistakes he made, but he was able to focus his family, on talking to people, and making the sale.

St. Augustine

Kristen W. shared her story of how she came to know Billy P. and started at Senior Life Insurance Company. She had some struggles, but after she changed her mindset, things clicked and took off for her.

J.R. J. wanted to make a difference for his family. Senior Life Insurance Company kept popping in his mind, so he asked God for a sign. Not only did he get one sign, but three signs. He spoke with Billy P. and the rest is a history of success and building a great team.

Finally, RVP Billy P. spoke about going to college for two years, meeting his wife, and deciding not to go back to school. He worked for a mattress company making mattresses for \$7 an hour. That was not going to cut it. He needed a career. Billy then met with Senior Life Insurance Company management and came onboard. After a year, his mindset fell and decided to leave the Company. He missed the family atmosphere and decided to come back. Now he has been back for 15 years.

The Mindset Tour has been full of amazing testimonies and riveting stories that encourage all of us to get back up after we have fallen and to never quit. ©



THE BREAKERS

P A L M B E A C H

SUMMER
2020

INCENTIVE TRIP

WWW.THEBREAKERS.COM

Qualification Period

February 1, 2019 - Jan 31, 2020

PRODUCER			AGENCY		
Monthly Production	Contest Total	Win Trip plus...	Monthly Production	Contest Total	Win Trip plus...
\$4,000	\$48,000		\$50,000	\$600,000	
\$6,000	\$72,000		\$75,000	\$900,000	
\$8,000	\$96,000	\$500 cash	\$100,000	\$1,200,000	\$500 cash
\$9,000	\$108,000	\$750 cash	\$125,000	\$1,500,000	\$750 cash
\$10,000	\$120,000	\$1,000 cash	\$150,000	\$1,800,000	\$1,000 cash

We welcome your family! Bring them for a fun family experience. Senior Life Insurance Company will provide travel expenses for the winner and ONE guest. Children or additional guests are welcome at your expense. If you qualify in more than one category, you receive the highest cash bonus earned. Must be present on the trip to receive cash bonus. If you commit and don't attend, you will be responsible for all costs. Your persistency must be in good standing with Senior Life Insurance Company. You must be a 1099 licensed agent in order to qualify for this incentive. Senior Life Insurance Company reserves the right to change any terms and conditions.

For more information contact incentivetrip@srllife.net

If you work with Senior Life in 2019

you should wear a Rolex in 2020



Annualized Premium Producers

\$150,000

Rolex for yourself

\$250,000

Rolex for you and
your spouse or friend



SENIOR LIFE
INSURANCE COMPANY

Qualification Period

**February 1st, 2019
through
January 31st, 2020**

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.

LEGACY AssuranceSM

What is a person's legacy? It is someone's life story. It is the memories that they leave behind. Now, what is Legacy Assurance? Legacy Assurance and the WISH team are there to provide not only emotional support and guidance for grieving families, but also to assist them by lowering the cost of their loved one's funeral expenses. WISH team member, Martha Baldwin is very passionate about her job and cares deeply for the families that she assists each day.

No stranger to loss, Martha has learned from her own struggles, and how best to help her customers deal with the financial and emotional struggles. "I've had to go through that experience without any guidance. To be that voice of comfort and reason to the family during their time of need, feels good," she says.

With compassion and guidance,

"We will be with our members through the difficult process, and we are going to answer their questions in a way that they can understand them." Martha is proud of the work she does with Legacy Assurance.

Family is important to Martha, and the pride and compassion that each of her teammates has is what makes Legacy Assurance feel like a family, and that, is what leaves Martha Baldwin, "feeling good at the end of each day." ©



MARTHA BALDWIN

Check Out Our
PODCAST
THIS MONTH
& EVERY MONTH!





CONGRATULATIONS!
#1 JENNIFER C.

TOP 500 PRODUCERS

2	JO-ANN R.	26	ERIC S.	50	SEAN M.	74	JACQUE W.	98	INGA M.
3	DEAN B.	27	KIMBERLY T.	51	GEORGE A.	75	CESAR L.	99	MELISSA D.
4	NOEMI O.	28	TELESIA L.	52	JOSE M.	76	ALBERT P.	100	ANUAR F.
5	SHAWNTRICE W.	29	COURTNEY J.	53	JOSHUA H.	77	RICHARD G.	101	ROBERT J.
6	JACQUILLA H.	30	MATTHEW S.	54	ROBERT R.	78	JOSHUA H.	102	JOSE V.
7	DANNY G.	31	LESLIE S.	55	ERIC A.	79	AVENANT M.	103	GARY G.
8	ALEX F.	32	GARY B.	56	SHEILA W.	80	TRISHA W.	104	MARLO M.
9	LEO H.	33	AMANDA C.	57	QUINTON E.	81	JONRIKA N.	105	DEBRA R.
10	EDWARD H.	34	WALACE L.	58	RICHARD N.	82	LYDIA Y.	106	EDWIN G.
11	JESSICA R.	35	BRET C.	59	THOMAS L.	83	RANDY R.	107	ANGEL G.
12	BRENDA W.	36	SHONDA A.	60	KRISTEN W.	84	JACQUELINE T.	108	BERNARD B.
13	JAVIER R.	37	JAMEY B.	61	HELEN A.	85	BARBARA J.	109	ERIC B.
14	RODNEY W.	38	SA F.	62	PAUL W.	86	DANA B.	110	LEWIS B.
15	ROSALBA P.	39	JASON G.	63	JOSHUA M.	87	HARRISON K.	111	JASON W.
16	YVONNIE W.	40	STEVEN G.	64	ADI F.	88	LUIS Z.	112	SHANE V.
17	LEONEL A.	41	JACK D.	65	DEVAN M.	89	YOSKUA M.	113	MARCO R.
18	CEASER S.	42	STEPHEN T.	66	KEITH C.	90	GREGORY R.	114	WAYNE K.
19	JARNEL C.	43	SHARON C.	67	EVERETT H.	91	DEBORAH R.	115	MARC M.
20	JOSEPH D.	44	VONDA W.	68	TASHA O.	92	JASON T.	116	TERRY M.
21	FRANCISCO R.	45	ISAAC M.	69	CHARNETTA W.	93	JOHN D.	117	MICHAEL B.
22	DAVID P.	46	MARTIN V.	70	CHARNETTA B.	94	PENELOPE M.	118	ANA V.
23	BENJAMIN H.	47	VELVET B.	71	CHRISTOPHER M.	95	ANDREW D.	119	MICHAEL D. B.
24	DORALY A.	48	RAMON F.	72	JOSE R.	96	ANDREW L.	120	GARY W.
25	BECKY D.	49	ALBA W.	73	SONIA T.	97	MARY D.	121	MARCELA B.

TOP PRODUCERS

CONGRATULATIONS TO THE TOP 500 AGENTS!

122	REINHARD H.	147	LISA M.	172	SHIRLEY B.	197	BIANCA M.	222	MICHAEL N.
123	REBECCA H.	148	SHAMALA P.	173	SHAWN H.	198	GERTRUDE A.	223	ROBIN S.
124	LYNNE S.	149	LINDA S.	174	BRET H.	199	AAZIM A.	224	KEVIN H.
125	SHAROBBI T.	150	FRANTZ A.	175	WENDY N.	200	SHERRI M.	225	JAMES J.
126	MIKE R.	151	ELVIA A.	176	WILLIAM P.	201	HENRY T.	226	AMY D.
127	JOEY H.	152	ANDREA B.	177	CATHY D.	202	LUCRETIA T.	227	TARA S.
128	GEORGE F.	153	GEORGE E.	178	MARIA C.	203	GIA G.	228	JAMES S.
129	CHRISTOPHER J.	154	ROSE H.	179	VICTORIA T.	204	CLINTON E.	229	JOSEPH M.
130	FELIPE G.	155	CARL I.	180	JOSE G.	205	RANDY J.	230	FRED H.
131	DAVID J.	156	DESTINY C.	181	MICHAEL W.	206	IFE N.	231	PETER S.
132	DAVID W.	157	TAMMAM T.	182	MELISSA H.	207	JASON R.	232	RONALD C.
133	BISSETT D.	158	YOLANDA H.	183	ALMA R.	208	DONALD K.	233	MARGARET M.
134	MONIQUE H.	159	SAIDA M.	184	SHACOYA S.	209	KATRINA E.	234	PAUL S.
135	SERGE C.	160	JAY H.	185	LINDA G.	210	PANTHNA F.	235	LUVENIA D.
136	RODNEY J.	161	MARINA A.	186	HOSAM Z.	211	PETRA G.	236	ANTHONY B.
137	NANETTE S.	162	LUIS V.	187	JESSICA N.	212	SASHA O.	237	TERRI A.
138	ZUHEILY G.	163	DAISY L.	188	TROY M.	213	REYNALDO L.	238	ANTWANE J.
139	LARRY S.	164	HERBERT W.	189	MARVIN E.	214	KLENTONIA S.	239	JASON C.
140	BENJAMIN C.	165	MICHAEL P.	190	SONIA H.	215	KUFRE I.	240	HANNAH R.
141	KATHY J.	166	CATHARYN K.	191	JESS C.	216	MICHAEL S.	241	LEWIS L.
142	HEATHER B.	167	JOEL D.	192	LARRY E.	217	SEAN M.	242	KENNETH J.
143	TAUREAN R.	168	CHRISTINA B.	193	ELIZABETH V.	218	ALEXIS C.	243	NOLIE J.
144	ANDREA M.	169	JANICE W.	194	LUCKEY B.	219	FRANCES F.	244	RONALD G.
145	PAMELA B.	170	KIMBERLY H.	195	ROY M.	220	FRITA W.	245	PEGGY B.
146	RICHARD D.	171	ALICIA A.	196	JENNIFER M.	221	JASON B.	246	TINA S.

TOP PRODUCERS

247	BRENDA T.	273	JAMES N.	299	SHARON R.	325	CAROLA M.	351	ALONZO M.
248	LELAND T.	274	JONATHAN J.	300	CHARLOTTE C.	326	AMANDA B.	352	AARON K.
249	HOPE G.	275	BERVEYN B.	301	SHUNTEL M.	327	SERGIO S.	353	LAWRENCE P.
250	YARON K.	276	GAVIN S.	302	LAURA M.	328	ANGELICA R.	354	REUBEN J.
251	MICHAEL W.	277	ELISEO W.	303	BRANDON D.	329	ROSALINDA C.	355	JASON H.
252	PHINES H.	278	MARDEIO C.	304	KYNA B.	330	TAMEKA B.	356	RANDELL C.
253	ROBERT L.	279	WANDA S.	305	DANILO Y.	331	CARLOS A.	357	GERALDINE D.
254	JAY E.	280	STANLEY E.	306	LEONEL S.	332	KHALIF H.	358	WARREN T.
255	ARTHUR S.	281	RAYMOND J.	307	BRITTANY T.	333	VAN W.	359	ROBERT L.
256	BARRY A.	282	MONYE C.	308	ALVIN L.	334	SETAITA T.	360	PAUL W.
257	EVA T.	283	RANDALL M.	309	DENISE K.	335	COLEEN C.	361	YVONNE W.
258	BENJAMIN I.	284	JAKE E.	310	ODESSA T.	336	DEMARCUS O.	362	JAMES W.
259	DENISE W.	285	JAMES J.	311	JOE F	337	ADRIAN W.	363	RICHARD T.
260	DORIS T.	286	HERNAN C.	312	BRANDI B.	338	TARA C.	364	FRANK B.
261	PAMELA S.	287	RODRICK M.	313	GAIL B.	339	DANIEL M.	365	DAVID S.
262	ERNEST P.	288	WILLIAM H.	314	DALE S.	340	LARRY K.	366	ANNIE L.
263	CHRIS O.	289	ANTHONY D.	315	TARA S.	341	LINDA S.	367	KENDRA P.
264	SUZANNE L.	290	CRYSTAL G.	316	MARC S.	342	JAISON T.	368	EDWARD O.
265	DONALD P.	291	MARCIE J.	317	DIANE K.	343	JEFFERY J.	369	MICHELE M.
266	JULES G.	292	TRACY S.	318	LINDA M.	344	RACHEL H.	370	LINDA G.
267	MARK F.	293	VINCENT G.	319	ANTHONY S.	345	RODRIGVEZ H.	371	CRYSTAL M.
268	RODERICK B.	294	HAYDEN M.	320	CARLTON S.	346	ANGELA R.	372	CLARENCE L.
269	MARION P.	295	ANTHONY V.	321	HIWAN J.	347	TEISHA G.	373	FREDERICK G.
270	DAVID E.	296	GEORGE D.	322	FREANK C.	348	MATTHEW H.	374	YELIN G.
271	JOHN I.	297	THOMAS T.	323	DIONDRE W.	349	OCTAVIO C.	375	WILHELMINA F.
272	JOSE J.	298	DUNSTAN L.	324	ERIC A.	350	LASHONDA V.	376	JAMES M.

TOP PRODUCERS

377	LARRY G.	403	GREGORY T.	429	BASURI E.	455	ANTONIO W.	481	BEVERLY S.
378	DAVID T. S.	404	CYNTHIA B.	430	BRANDON H.	456	KIA W.	482	ALETHIA A.
379	PATRICK A.	405	JERRY C.	431	DANNY T.	457	DARNEISHIA M.	483	WYLIE W.
380	JAMES P.	406	DIANA V.	432	KATHLEEN S.	458	JOSEPH D.	484	DREW W.
381	MELISSA W.	407	WILLIAM E.	433	LESLIE R.	459	BERLAND B.	485	VERA B.
382	ENRIQUE C.	408	PEARLENE C.	434	RENATO S.	460	MARGARET L.	486	TONYA B.
383	ANDREW J.	409	THOMAS T.	435	HAROLD S.	461	TONY S.	487	GLORIA M.
384	DENISE A.	410	TODD M.	436	HARRY R.	462	MARIO F.	488	LUZ F.
385	LARITZA S.	411	JEVON S.	437	ARTHUR E.	463	DOUGLAS H.	489	RAFAEL P.
386	JUDI C.	412	VINCENT G.	438	JUDITH A.	464	LATOYA R.	490	FRANCISCO T.
387	ROBERT S.	413	MAXO T.	439	XAVIER N.	465	NICOLIA L.	491	DONNA R.
388	PAUL C.	414	KEITH E.	440	LESLIE Y.	466	ELIECER M.	492	SAMUEL B.
389	JUDY W.	415	HARVEY G.	441	MATTHEW T.	467	PATRICIA G.	493	NADINE L.
390	LISA B.	416	JEFFREY M.	442	TANGELA W.	468	WILLIAM D.	494	JUARIA T.
391	JOHN C.	417	TYRONE P.	443	JOHN C.	469	CYNTHIA R.	495	EDWARD L.
392	ERICK S.	418	WILLIAM W.	444	MICHAEL C.	470	MICHAEL S.	496	ANGELA W.
393	KENNETH W.	419	TRINA M.	445	VERBERT A.	471	JAMES B.	497	DARLENE W.
394	CHARLOTTE B.	420	JOHN P.	446	JAMES D.	472	JANET A.	498	SHAWN K.
395	DELBERT W.	421	JOAN N.	447	WARREN P.	473	BETTY C.	499	JUANITA M.
396	WILLIAM F.	422	ECHEVARRIA W.	448	JULIAN R.	474	RUTH G.	500	PAMELA T.
397	EBONY B.	423	JACQUELYN B.	449	EDMUND W.	475	LAWRENCE B.		
398	WALTER P.	424	PEARL B.	450	BERNADETTE S.	476	MARISOL H.		
399	TRACY M.	425	STAN J.	451	DEBORA D.	477	KEVIN R.		
400	DUNG T.	426	JARED D.	452	EZEKIEL G.	478	SHELBY W.		
401	BRANDON O.	427	YVONNE M.	453	JAN P.	479	NICHOLAS C.		
402	CARLA K.	428	SHEA I.	454	EDWARD H.	480	FELICIA C.		

TOP AGENCIES



1 THE DREAM TEAM

2	WILDER GROUP	27	ARISTILDE GROUP	52	WARREN GROUP	77	WOODS GROUP
3	COOK GROUP	28	COBB GROUP	53	WILCOX GROUP	78	JAMES GROUP
4	SPELLER GROUP	29	WASHINGTON GROUP	54	GOMEZ GROUP	79	SHORTER GROUP
5	BROWN GROUP	30	FALEONO GROUP	55	HALSELL GROUP	80	STRICKLAND GROUP
6	PRICE GROUP	31	MASON GROUP	56	Y. WILLIAMS GROUP	81	LANGAME GROUP
7	T. WHITE GROUP	32	ELSBERRY JR. GROUP	57	HOPKINS GROUP	82	HOWELL GROUP
8	OWENS INSURANCE AGENCY	33	BOGAERT GROUP	58	DASILVA GROUP	83	BLAZER GROUP
9	HINTON GROUP	34	WARD GROUP	59	RAMIREZ GROUP	84	CHATTIC GROUP
10	FIRST PRESTIGE	35	BAKER GROUP	60	ROUSE GROUP	85	JACKSON GROUP
11	RUIZ GROUP	36	HENDERSON GROUP	61	MITCHELL GROUP	86	GEORGE GROUP
12	LEGACY ADVANTAGE GROUP	37	MUHAMMAD GROUP	62	VASQUEZ GROUP	87	DARQUEA GROUP
13	HORVAT GROUP	38	REYES GROUP	63	S. TIROLIA GROUP	88	MILLER GROUP
14	S. BURNS GROUP	39	BARNES GROUP	64	WEST GROUP	89	VARGAS GROUP
15	ANDERSON GROUP	40	FRIAS INSURANCE GROUP	65	SALAZAR GROUP	90	GUERRA GROUP
16	THE POZO GROUP	41	ALSINA GROUP	66	DOBSON GROUP	91	OLFUS GROUP
17	CORMIER GROUP	42	DITTMER GROUP	67	BRUMFIELD GROUP	92	ARMSTRONG GROUP
18	WELLS GROUP	43	CROCKETT GROUP	68	DIPESA GROUP	93	WEEMS GROUP
19	SIMKINS GROUP	44	HIDALGO GROUP	69	BLACKMON GROUP	94	TURNER GROUP
20	POPE GROUP	45	S. WILLIAMS GROUP	70	GUNNINGHAM GROUP	95	V. WHITE GROUP
21	ADAMS GROUP	46	COHEN GROUP	71	SEABROOK GROUP	96	MARRERO GROUP
22	DUNBAR GROUP	47	GONZALEZ GROUP	72	A. WILLIAMS GROUP	97	HAYWOOD GROUP
23	BLAKE GROUP	48	BENENHALEY GROUP	73	DUNHAM GROUP	98	MANAR GROUP
24	HINTON GROUP	49	PENA GROUP	74	HOLLINGSWORTH GROUP	99	MURPHY GROUP
25	MCKENNA GROUP	50	SCHURR GROUP	75	TINKER GROUP	100	DURHAM GROUP
26	FELIX GROUP	51	JOHNSON GROUP	76	LATU GROUP		

TOP RVPs



CONGRATULATIONS!
#1 FINANCIAL LEGACY GROUP

#2  **BURNS GROUP**

#9  **EVANS GROUP**

#3  **THE BLAKE GROUP**

#10  **SPELLER GROUP**

#4  **EASTERN FINANCIALS**

#11  **ACTION TEAM**

#5  **DAVIS MARKETING AGENCY**

#12  **RUIZ GROUP**

#6  **PILCHER INSURANCE AGENCY**

#13  **JACKSON GROUP**

#7  **FAIRCLOTH MARKETING GROUP**

#14  **FINAL WISHES ADVISORS**

#8  **SAFEKEEPING MEMORIAL SOLUTIONS**

#15  **HARRIS GROUP**



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