

THE SCOOP



THE POWER OF THE THREE

PENELOPE | HELEN | FRAN



THE POWER OF THREE

A MILESTONE MONTH FOR SENIOR LIFE INSURANCE COMPANY



In March, Senior Life Insurance Company experienced a truly special event - three extraordinary agents, Helen, Fran, and Penny, all achieved Partner status in the same month. What makes this even more remarkable is that they accomplished this as part of the same group. Helen reached Partner Level 3, Penny advanced to Partner Level 2, and Fran made it to Partner Level 1. Their individual journeys, collaborative spirit, and unwavering dedication have inspired everyone at Senior Life.



Fran, now a Partner Level I, boasts over 40 years of experience in the insurance industry. Since joining Senior Life in 2019, she has built an impressive team in Houston that has grown to span the nation. Fran's dream of creating her own empire - hiring, training, and traveling - has been realized thanks to her fantastic team and Senior Life's support. Her motto, "If they are, I am," embodies her passion for empowering her team to flourish.

Penny, who reached Partner Level II, connected with Helen on Facebook in 2018. Penny instantly felt drawn to Senior Life Insurance Company, and they have been working together ever since. Penny attributes their group's success to teamwork and the unique blend of skills that she, Helen, and Fran bring to the table. Penny's motto, "When you serve, you deserve," highlights her dedication to helping others in the final expense industry.

Helen, now a Partner Level 3, has a diverse background that spans entrepreneurship, event planning, marketing, and public relations. She joined Senior Life in 2014 and has since relished the personal connection with the executive leadership team, all-expenses-paid incentive trips, and limitless earning potential. Helen is passionate about recruiting, training, and mentoring agents nationwide, with the goal of building a sustainable agency that will endure long after she's gone.

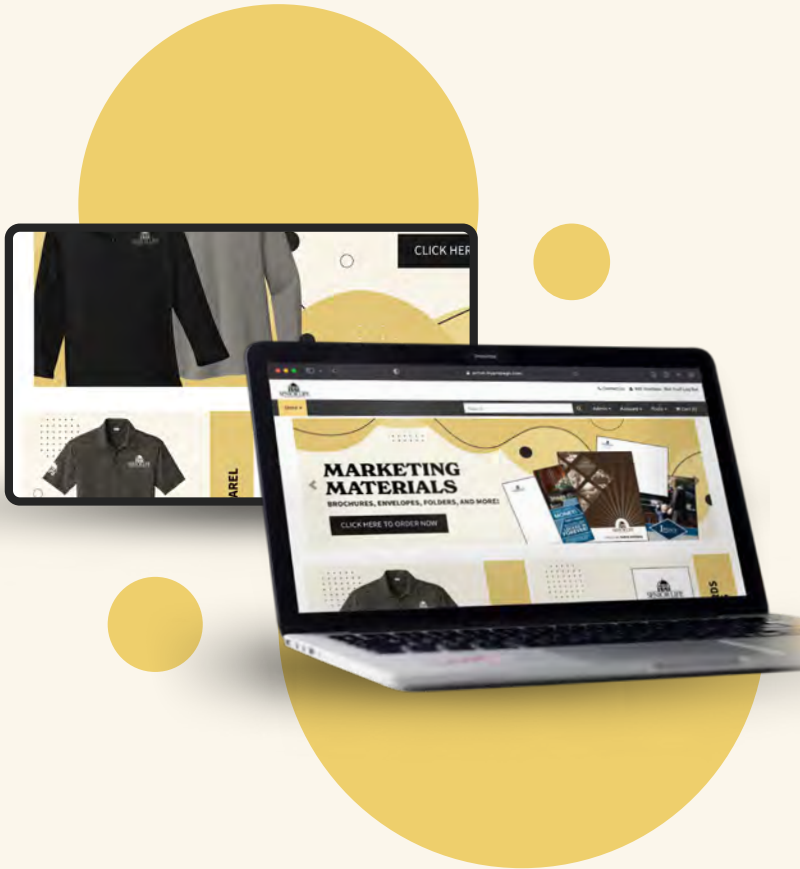
The three agents came together in March, during Women's History Month, as part of the HERstory campaign. This initiative provided the spark that propelled all three of them to achieve Partner status in the same month. It was a historic moment that not only showcased their personal accomplishments but also highlighted the strength of teamwork and collaboration.

These remarkable women have demonstrated that with determination, hard work, and a shared vision, anything can be achieved. They have each left an indelible mark on Senior Life Insurance Company's history and paved the way for future agents to dream big and realize their ambitions.

As the "Power of Three" continues to guide and inspire their teams, they exemplify the Senior Life motto, "Senior Life, All Your Life." Their steadfast commitment to serving their clients and nurturing the next generation of agents stands as a testament to the incredible culture and opportunities at Senior Life Insurance Company.



STORE SITE



At Senior Life Insurance Company, we recognize the value of well-equipped agents in providing exceptional service to our clients. That's why we want to remind you of our online store site—an invaluable resource designed exclusively for agents to access essential marketing materials and tools to help grow their business.

Our store site features everything from branded apparel to promotional items, including shirts, hats, banners, tablecloths, business cards, ID badges, and much more. In addition, we are proud to provide our agents with free sales brochures, ensuring they are well-informed and ready to guide clients through the world of final expense life insurance.

As we continue to enhance the store site experience for our agents, your feedback plays a vital role in achieving that. If you have any suggestions or ideas for items or features you'd like to see added to the store, please share your thoughts with our Marketing Director, Will Voorhees, at wvoorhees@srlife.net. We value your input and will work diligently to improve our store site based on your needs.



HATS, T-SHIRTS & POLOS
(IN A VARIETY OF COLORS)



TABLECLOTHS



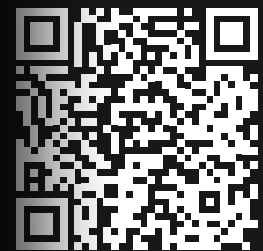
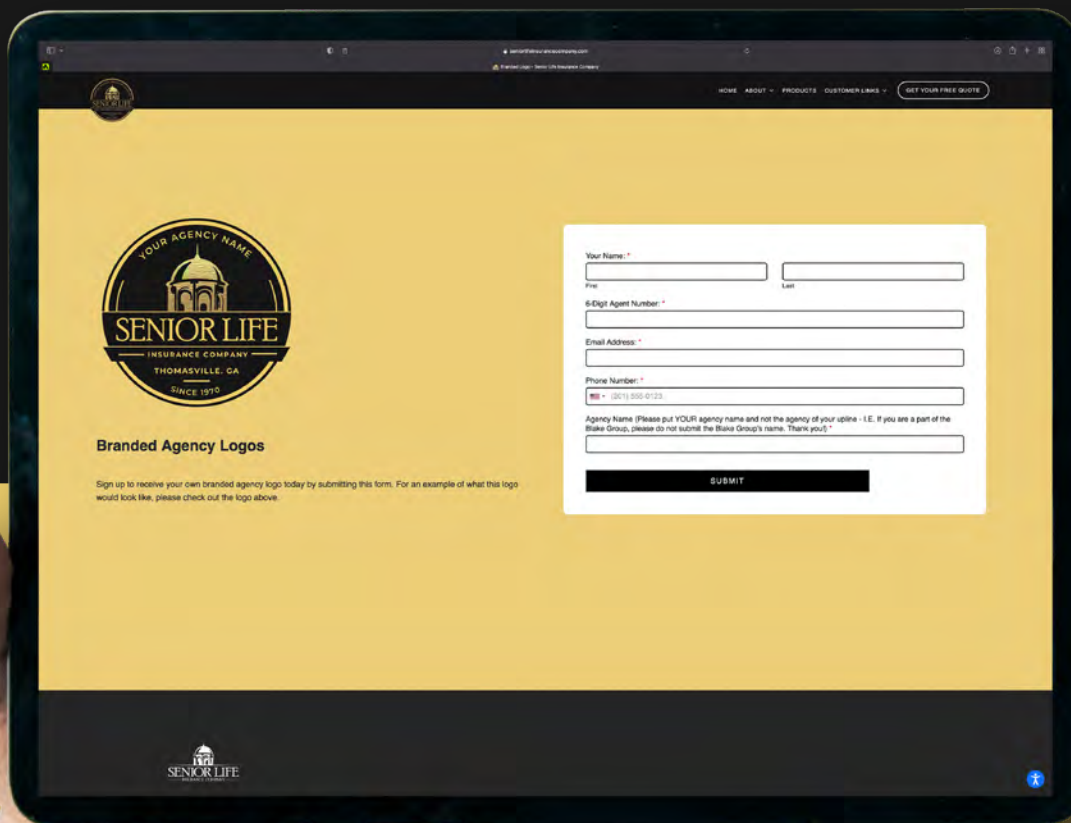
CUSTOMIZABLE FLYERS
& PENS

SENIOR LIFE AGENCY LOGO

At Senior Life, we understand the importance of logos as powerful symbols of a company's identity and values. That's why we've developed agency logos for you, designed to enhance brand recognition and demonstrate our commitment to a unified brand identity. We believe that a consistent logo across all Senior Life agencies will support your efforts in recruiting more agents and strengthening our collective presence.

To ensure our brand remains cohesive, focused, and adaptable to the opportunities that lie ahead, we invite you to submit your logo request at: <https://www.seniorlifeinsurancecompany.com/branded-logo/>

Since the introduction of these new logos, our Marketing Department has received an abundance of positive feedback. If you haven't already requested your logo, we encourage you to take a moment and do so today. We're eager to support your growth as an agent with Senior Life and look forward to a bright future together!



SCAN THE
QR
CODE

SENIOR LIFE AGENCY LOGO

PROTECTION LISTS

Senior Life Insurance Company is dedicated to promoting growth, collaboration, and success among our agents. In our ongoing efforts to enhance the agent experience, we have decided to eliminate protection lists.

Protection lists, intended to prevent potential recruits from being approached by multiple agents, have inadvertently led to agents prioritizing list-building over active recruitment. By removing these lists, we aim to create a more collaborative and result-driven recruitment environment.

This change will encourage open communication, healthy competition, and teamwork, ultimately benefiting the entire agent force and the company as a whole. We hope that removing protection lists will streamline recruitment, foster a more dynamic work culture, and inspire agents to seize opportunities to bring new talent on board.

At Senior Life Insurance Company, we remain committed to continuously improving our policies and procedures. We look forward to the positive impact this change will have on our company and the clients we serve.



EMPLOYEE SPOTLIGHT

JUDY LONG

It may not seem like it, but on May 23rd, I will have completed my 11th year at Senior Life Insurance Company.

I have lived most of my life in Thomasville, Georgia. I am married to a wonderful, God-fearing, and loving man and have the privilege and blessing of being a mother to a daughter and son. I am also a grandmother to two sweet grandchildren, a granddaughter, and a grandson who are the light of my life and blessings from God alone.

As the Assistant to the CEO & President of Senior Life Insurance Company, Ron Powell, I do not consider it work or a job. It is a joy and pleasure to assist Ron in his meetings across the USA and his meetings here in our home office. Life is exciting and never dull with Ron and his wife, Tammy. I have the privilege of doing many things for them, and it keeps my days at Senior Life busy and full of spur-of-the-moment events. Thank you, Ron and Tammy, for giving me this honor. It has truly been a highlight of my life, and I love every minute of it.

Senior Life is a blessing from my Heavenly Father that I could have only dreamed of. I feel Senior Life is very important in the lives of our policyholders and their families. We should serve them as if they are our very own family in need and never take them for granted. It is a joy to meet our agents and take care of their needs as they arise. I feel very honored to be a part of a great company located in Thomasville, Georgia. We can only hope it thrives as we serve others and treat everyone as we want to be treated.

EMPLOYEE SALES #1



We are excited to spotlight Jennifer Garcia as our top producer in the Employee Sales Department for April 2023, with an outstanding \$10,254.12 in monthly production, achieved by working just four days out of the month in employee sales! Jenny has consistently exhibited exceptional sales abilities and an unwavering dedication to our company's success. Her remarkable performance has not only fostered positive connections with our clients, but also contributed to enhanced customer satisfaction and loyalty. Jennifer's extraordinary results serve as a testament to her commitment, diligence, and professional excellence, and we are deeply grateful for her significant contributions to the Employee Sales team and the overall success of our company.

DIRECT SALES #1

We are excited to celebrate the remarkable accomplishments of Victor Pavon, our leading producer in the Direct Sales Department, with an impressive \$40,100.16 in sales for April 2023! Victor has consistently showcased outstanding sales abilities and a genuine talent for cultivating meaningful relationships with customers, which have greatly contributed to our company's prosperity.

By delivering customized solutions tailored to clients' needs, Victor has led to a surge in sales and a notable improvement in customer satisfaction. His dedication, tenacity, and unwavering pursuit of excellence have made a significant impact on the Direct Sales team and our company as a whole.

We are honored to recognize Victor Pavon's extraordinary achievements and express our gratitude for his invaluable contributions to our continued success.



LEGACY ASSURANCE

ADVOCATING AND NEGOTIATING WHEN YOUR FAMILY NEEDS IT MOST

Dear Agents,

Our Legacy representatives often encounter a variety of questions from families coping with the loss of a loved one. They wonder, "How will we afford this? What's the most economical option? What's the next step?"

Fortunately, Legacy Assurance has a compassionate and highly skilled team ready to advocate for the family. We personally negotiate the cost of the member's funeral services and ship their discounted funeral merchandise directly to the funeral home. Our objective is to help families save as much money as possible without compromising their desired final arrangements.* We take pride in assisting families in reducing costs on both services and funeral merchandise offered through Legacy Assurance. Every day, we help families save thousands of dollars on merchandise purchases and negotiated services.*

As we are all aware, prices across industries continue to increase. However, when a member enrolls in Legacy Assurance, the cost of their merchandise is LOCKED-IN. These locked-in rates enable our members to save up to 50% on merchandise purchased through Legacy Assurance.

In addition to our commitment to savings, Legacy offers numerous living benefits such as 24/7 Telehealth, discounted hearing aids, and diabetic supplies. These benefits provide added value to our members while they are still living.

For any questions or additional information, feel free to call us at 855-548-2721.

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.



**#1 TOP
PRODUCER**
OF THE MONTH

C O N G R A T S
BIANCA

\$57,567.60

TOP 10 PRODUCERS

TOP PRODUCERS OF THE MONTH

01



\$57,567.60
BIANCA

02



\$40,100.16
VICTOR

03



\$39,829.56
RACHEL

04



\$37,616.52
FRANCISCO

05



\$37,194.36
JOE

06



\$35,057.64
SHINGAI

07



\$34,414.32
CATIE

08



\$33,807.72
KRYSTAL

09



\$32,812.56
HADARA

10



\$31,988.88
DEAN

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

| | | | | | | | | | | | |
|----|-----------|--------------|----|----------|--------------|----|-----------|--------------|-----|-------------|--------------|
| 1 | BIANCA | \$ 57,567.60 | 26 | MARCEA | \$ 23,240.04 | 51 | DORIS | \$ 19,371.48 | 76 | PAIGE | \$ 15,883.20 |
| 2 | VICTOR | \$ 40,100.16 | 27 | ROBERT | \$ 23,062.80 | 52 | JO-ANN | \$ 19,062.24 | 77 | SHERI | \$ 15,874.56 |
| 3 | RACHEL | \$ 39,829.56 | 28 | RACHEL | \$ 22,460.88 | 53 | TYLER | \$ 18,872.52 | 78 | CHRISTOPHER | \$ 15,813.48 |
| 4 | FRANCISCO | \$ 37,616.52 | 29 | BRENDA | \$ 22,459.68 | 54 | GERARD | \$ 18,817.32 | 79 | TODD | \$ 15,159.60 |
| 5 | JOE | \$ 37,194.36 | 30 | NICARA | \$ 22,221.72 | 55 | KYLE | \$ 18,789.60 | 80 | RANDY | \$ 14,860.92 |
| 6 | SHINGAI | \$ 35,057.64 | 31 | AARON | \$ 22,117.32 | 56 | RITA | \$ 18,597.12 | 81 | MYREON | \$ 14,674.92 |
| 7 | CATIE | \$ 34,414.32 | 32 | GARETH | \$ 21,648.36 | 57 | CESAR | \$ 18,306.84 | 82 | JESUS | \$ 14,513.88 |
| 8 | KRYSTAL | \$ 33,807.72 | 33 | TRINA | \$ 21,643.56 | 58 | CARLENE | \$ 18,270.24 | 83 | BRENDA | \$ 14,448.72 |
| 9 | HADARA | \$ 32,812.56 | 34 | SHERALL | \$ 21,508.08 | 59 | MARK | \$ 18,232.68 | 84 | LATAURUS | \$ 14,431.44 |
| 10 | DEAN | \$ 31,988.88 | 35 | BENJAMIN | \$ 21,337.20 | 60 | ELMO | \$ 17,929.92 | 85 | SKYLER | \$ 14,318.88 |
| 11 | DEANNA | \$ 31,495.80 | 36 | SCOTT | \$ 21,152.76 | 61 | KAILYN | \$ 17,671.80 | 86 | KIMBRIA | \$ 14,154.72 |
| 12 | MARCUS | \$ 30,442.68 | 37 | SETH | \$ 21,120.48 | 62 | COLBY | \$ 17,644.68 | 87 | JONRIKA | \$ 14,147.92 |
| 13 | LARRY | \$ 30,097.23 | 38 | MARIO | \$ 21,061.86 | 63 | ABDUL | \$ 17,437.80 | 88 | ADAM | \$ 14,059.32 |
| 14 | ANDREAS | \$ 29,596.92 | 39 | JOHN | \$ 20,840.88 | 64 | TIMOTHY | \$ 17,399.40 | 89 | EMMANUEL | \$ 13,755.00 |
| 15 | DEREK | \$ 29,163.96 | 40 | JENNIFER | \$ 20,773.56 | 65 | CORY | \$ 17,392.20 | 90 | JONATHON | \$ 13,679.52 |
| 16 | KATHLEEN | \$ 26,938.80 | 41 | DAN | \$ 20,451.60 | 66 | BURGESS | \$ 17,229.60 | 91 | STEPHANIE | \$ 13,661.76 |
| 17 | ALVARO | \$ 26,401.68 | 42 | NICARA | \$ 20,164.44 | 67 | JOY | \$ 17,108.88 | 92 | WILLIAM | \$ 13,473.00 |
| 18 | ZENOBIA | \$ 26,217.72 | 43 | CHAD | \$ 20,064.72 | 68 | ALEJANDRO | \$ 17,010.84 | 93 | ASHLEY | \$ 13,464.48 |
| 19 | BRET | \$ 26,082.72 | 44 | ZOE | \$ 19,989.12 | 69 | JLICIA | \$ 16,987.68 | 94 | RHIANNON | \$ 13,447.80 |
| 20 | LUKE | \$ 25,873.92 | 45 | JASON | \$ 19,973.04 | 70 | DANA | \$ 16,904.52 | 95 | TAKEISHA | \$ 13,428.84 |
| 21 | CHRISTINA | \$ 25,257.12 | 46 | CAROLYN | \$ 19,946.88 | 71 | VIRGINIA | \$ 16,889.88 | 96 | JARNEL | \$ 13,371.00 |
| 22 | DAYREMIS | \$ 24,784.80 | 47 | JESSE | \$ 19,892.16 | 72 | STEPHEN | \$ 16,451.40 | 97 | JASON | \$ 13,337.64 |
| 23 | LAURYN | \$ 24,510.00 | 48 | GAIYEJAI | \$ 19,794.84 | 73 | GRANT | \$ 16,082.76 | 98 | KELVIN | \$ 13,280.04 |
| 24 | RONALD | \$ 23,860.92 | 49 | KATIE | \$ 19,753.44 | 74 | SANDRA | \$ 16,025.88 | 99 | PEARL | \$ 13,246.80 |
| 25 | RODNEY | \$ 23,364.36 | 50 | MARIA | \$ 19,418.28 | 75 | YVETTE | \$ 15,976.44 | 100 | MILTON | \$ 13,107.36 |

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

| | | | | | | | | | | | |
|-----|------------|--------------|-----|----------|--------------|-----|-----------|-------------|-----|-----------|-------------|
| 101 | LEONEL | \$ 13,025.76 | 126 | HENRY | \$ 11,047.08 | 151 | LYNDSEY | \$ 9,901.44 | 176 | ASIA | \$ 8,536.44 |
| 102 | KEITH | \$ 12,994.32 | 127 | EMMETT | \$ 10,974.12 | 152 | ROY | \$ 9,715.08 | 177 | DANIELLE | \$ 8,431.92 |
| 103 | JEFFERY | \$ 12,981.48 | 128 | ZYAN | \$ 10,940.88 | 153 | TAMMY | \$ 9,650.76 | 178 | RAMON | \$ 8,423.28 |
| 104 | ENRIQUE | \$ 12,936.60 | 129 | GARY | \$ 10,898.76 | 154 | RAFAEL | \$ 9,636.00 | 179 | MARLIN | \$ 8,415.48 |
| 105 | KATRINA | \$ 12,896.28 | 130 | INGA | \$ 10,826.88 | 155 | TYRESHA | \$ 9,593.88 | 180 | ARACELY | \$ 8,328.12 |
| 106 | STEPHEN | \$ 12,883.44 | 131 | SABRINA | \$ 10,797.36 | 156 | ASHLEY | \$ 9,408.48 | 181 | GIOVANNI | \$ 8,319.36 |
| 107 | CAROLYN | \$ 12,837.00 | 132 | GARY | \$ 10,796.40 | 157 | NIEMAT | \$ 9,371.52 | 182 | CAROLYN | \$ 8,304.24 |
| 108 | JASON | \$ 12,795.96 | 133 | JANICE | \$ 10,793.88 | 158 | SHANNON | \$ 9,303.48 | 183 | BENJAMIN | \$ 8,173.08 |
| 109 | YOLANDA | \$ 12,636.72 | 134 | JARED | \$ 10,765.68 | 159 | ROGELIO | \$ 9,255.84 | 184 | JOHN | \$ 8,162.28 |
| 110 | DANIEL | \$ 12,621.36 | 135 | PAULA | \$ 10,650.60 | 160 | PAULA | \$ 9,237.66 | 185 | FRANK | \$ 8,143.80 |
| 111 | BRIAN | \$ 12,108.72 | 136 | MARITZA | \$ 10,599.48 | 161 | ROBERT | \$ 9,040.08 | 186 | JAMES | \$ 8,139.72 |
| 112 | JOSE | \$ 12,024.84 | 137 | RODERICK | \$ 10,576.80 | 162 | JOSEPH | \$ 9,011.40 | 187 | LANDON | \$ 8,131.56 |
| 113 | MAURICE | \$ 11,883.24 | 138 | EVERETT | \$ 10,530.72 | 163 | KYLE | \$ 8,991.84 | 188 | SUSANA | \$ 8,124.96 |
| 114 | ARMONDO | \$ 11,853.36 | 139 | CESAR | \$ 10,521.96 | 164 | CHRISTINA | \$ 8,931.48 | 189 | JACQUILLA | \$ 8,094.36 |
| 115 | TAKEISHA | \$ 11,797.20 | 140 | SHEILA | \$ 10,488.84 | 165 | RUSTY | \$ 8,926.20 | 190 | MELISSA | \$ 8,058.60 |
| 116 | BLAKE | \$ 11,742.24 | 141 | LANCE | \$ 10,411.92 | 166 | HECTOR | \$ 8,880.48 | 191 | SHARTAMIA | \$ 8,055.48 |
| 117 | SAMANTHA | \$ 11,739.24 | 142 | LESLIE | \$ 10,403.16 | 167 | PAMELA | \$ 8,846.28 | 192 | ANGELINA | \$ 8,048.04 |
| 118 | DONNIESHA | \$ 11,564.40 | 143 | QUIONNA | \$ 10,275.36 | 168 | ALEJANDRA | \$ 8,765.04 | 193 | CHESTER | \$ 8,033.04 |
| 119 | ZAYLA | \$ 11,376.12 | 144 | TYRONE | \$ 10,273.44 | 169 | CORRIE | \$ 8,755.68 | 194 | JOSE | \$ 8,027.64 |
| 120 | KEVIN | \$ 11,367.36 | 145 | ANDREW | \$ 10,152.60 | 170 | DEBBIE | \$ 8,661.24 | 195 | LATASHA | \$ 8,022.00 |
| 121 | DUSTIN | \$ 11,311.80 | 146 | MONICA | \$ 10,117.80 | 171 | RANDALL | \$ 8,672.76 | 196 | ASHLEIGH | \$ 8,006.52 |
| 122 | PAUL | \$ 11,263.80 | 147 | TERRI | \$ 10,078.20 | 172 | RICHARD | \$ 8,633.28 | 197 | CHARNETTA | \$ 7,973.40 |
| 123 | LATOYA | \$ 11,227.92 | 148 | SULTAN | \$ 10,064.40 | 173 | ANDRE | \$ 8,620.20 | 198 | MAYRA | \$ 7,945.20 |
| 124 | JUAN | \$ 11,179.80 | 149 | RICHARD | \$ 10,044.72 | 174 | DAWN | \$ 8,546.52 | 199 | BERNARD | \$ 7,899.84 |
| 125 | MARIANELLA | \$ 11,048.82 | 150 | WENDY | \$ 10,044.48 | 175 | RODNEY | \$ 8,545.32 | 200 | KAREN | \$ 7,821.24 |

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

| | | | | | | | | | | | |
|-----|-----------|-------------|-----|-----------|-------------|-----|-----------|-------------|-----|----------|-------------|
| 201 | TONYA | \$ 7,748.76 | 226 | TARSHA | \$ 6,949.80 | 251 | KRISTAN | \$ 6,345.84 | 276 | ROSELYN | \$ 5,914.92 |
| 202 | JOSE | \$ 7,734.84 | 227 | JOSEPH | \$ 6,945.36 | 252 | WILLIAM | \$ 6,343.80 | 277 | AHMYA | \$ 5,913.36 |
| 203 | TIMOTHY | \$ 7,726.80 | 228 | GILBERTO | \$ 6,931.80 | 253 | ANDY | \$ 6,336.72 | 278 | SHYTERIA | \$ 5,899.08 |
| 204 | FRANCES | \$ 7,698.60 | 229 | SANDRA | \$ 6,905.04 | 254 | MARIA | \$ 6,297.72 | 279 | BONNIE | \$ 5,895.36 |
| 205 | STACI | \$ 7,645.32 | 230 | YVONNIE | \$ 6,874.68 | 255 | DANIEL | \$ 6,273.72 | 280 | MARIA | \$ 5,872.32 |
| 206 | ANGEL | \$ 7,618.44 | 231 | JOYCE | \$ 6,838.68 | 256 | BRANDON | \$ 6,272.88 | 281 | DAVID | \$ 5,822.28 |
| 207 | BENNETTA | \$ 7,607.40 | 232 | GEORGE | \$ 6,836.28 | 257 | LAURA | \$ 6,272.40 | 282 | JONATHAN | \$ 5,816.28 |
| 208 | XIOMARA | \$ 7,585.92 | 233 | RACHELL | \$ 6,805.92 | 258 | CATORI | \$ 6,249.24 | 283 | ROGER | \$ 5,808.48 |
| 209 | ANDREANA | \$ 7,498.80 | 234 | KENDRA | \$ 6,769.80 | 259 | VERONIQUE | \$ 6,222.48 | 284 | RUAMA | \$ 5,708.88 |
| 210 | GARRETT | \$ 7,410.24 | 235 | VICENTE | \$ 6,750.72 | 260 | MICHELLE | \$ 6,188.40 | 285 | TYLER | \$ 5,700.36 |
| 211 | GUILLERMO | \$ 7,383.48 | 236 | MARY | \$ 6,726.24 | 261 | SANDRA | \$ 6,171.96 | 286 | MERLINDA | \$ 5,697.24 |
| 212 | ALBERT | \$ 7,361.16 | 237 | BRIANNA | \$ 6,689.40 | 262 | ELIASIN | \$ 6,169.08 | 287 | TIFFANY | \$ 5,694.72 |
| 213 | AUSTIN | \$ 7,335.36 | 238 | MICHAEL | \$ 6,667.56 | 263 | SUZANNE | \$ 6,162.00 | 288 | MARIA | \$ 5,684.76 |
| 214 | REYNOLD | \$ 7,311.36 | 239 | CHARLIE | \$ 6,590.52 | 264 | MAXO | \$ 6,133.56 | 289 | SHAYLA | \$ 5,677.08 |
| 215 | LIZA | \$ 7,276.11 | 240 | LUIS | \$ 6,574.56 | 265 | WILGEENA | \$ 6,089.04 | 290 | JONATHAN | \$ 5,675.64 |
| 216 | MILDRED | \$ 7,229.04 | 241 | DEBORAH | \$ 6,558.84 | 266 | WAYNE | \$ 6,088.80 | 291 | HECTOR | \$ 5,631.12 |
| 217 | WESTLEY | \$ 7,220.16 | 242 | YOWLONDON | \$ 6,548.52 | 267 | BRITTANY | \$ 6,068.88 | 292 | COLLETTE | \$ 5,615.52 |
| 218 | JILL | \$ 7,205.64 | 243 | LISANIA | \$ 6,513.24 | 268 | CONNIE | \$ 6,046.32 | 293 | NIKISHA | \$ 5,615.04 |
| 219 | JASMINE | \$ 7,187.88 | 244 | NICHOLAS | \$ 6,481.56 | 269 | PATRICIA | \$ 6,045.84 | 294 | ISABEL | \$ 5,583.48 |
| 220 | FRANCISCO | \$ 7,101.00 | 245 | RONSHA | \$ 6,462.24 | 270 | LEONARD | \$ 6,042.24 | 295 | GERALD | \$ 5,561.40 |
| 221 | CAYSEE | \$ 7,091.64 | 246 | AMY | \$ 6,447.48 | 271 | TATIANA | \$ 6,026.04 | 296 | BOBBY | \$ 5,529.72 |
| 222 | JANICE | \$ 7,085.28 | 247 | ERIC | \$ 6,445.56 | 272 | TRESSA | \$ 6,014.88 | 297 | KALEN | \$ 5,528.64 |
| 223 | JIM | \$ 7,043.52 | 248 | AMBER | \$ 6,444.72 | 273 | THOMAS | \$ 5,937.72 | 298 | JAMES | \$ 5,519.58 |
| 224 | ANDREA | \$ 7,030.44 | 249 | NAKECIA | \$ 6,379.20 | 274 | TYREE | \$ 5,931.48 | 299 | TRINA | \$ 5,490.12 |
| 225 | TRENT | \$ 7,007.40 | 250 | ALONZO | \$ 6,376.92 | 275 | ELLEN | \$ 5,920.28 | 300 | VICTOR | \$ 5,480.40 |

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

| | | | | | | | | | | | |
|-----|-----------|-------------|-----|------------|-------------|-----|-----------|-------------|-----|-----------|-------------|
| 301 | POOJA | \$ 5,473.20 | 326 | LUIS | \$ 5,110.44 | 351 | CHASITY | \$ 4,736.64 | 376 | IDOLFO | \$ 4,340.52 |
| 302 | GLADYS | \$ 5,428.20 | 327 | JEFFERSON | \$ 5,093.28 | 352 | EDITH | \$ 4,722.48 | 377 | STEVEN | \$ 4,325.04 |
| 303 | CHARLIE | \$ 5,378.28 | 328 | JUITALA | \$ 5,077.68 | 353 | JUAN | \$ 4,673.34 | 378 | JOSEPHINE | \$ 4,302.00 |
| 304 | RACHEL | \$ 5,299.38 | 329 | TOMIWA | \$ 5,052.36 | 354 | JANINE | \$ 4,667.64 | 379 | ANDREA | \$ 4,297.20 |
| 305 | KEVIN | \$ 5,286.24 | 330 | JAMES | \$ 5,051.76 | 355 | LAQUITA | \$ 4,638.12 | 380 | KIMBERLY | \$ 4,257.48 |
| 306 | YAMINI | \$ 5,285.28 | 331 | ASHLEY | \$ 5,002.44 | 356 | MARIA | \$ 4,592.40 | 381 | CINDY | \$ 4,256.12 |
| 307 | STEPHANIE | \$ 5,254.32 | 332 | JASON | \$ 4,983.36 | 357 | CORDALA | \$ 4,588.20 | 382 | ELISHA | \$ 4,248.12 |
| 308 | KERRY | \$ 5,252.64 | 333 | GINELLE | \$ 4,980.84 | 358 | VERNA | \$ 4,584.60 | 383 | HOLLIS | \$ 4,246.56 |
| 309 | STEVEN | \$ 5,242.68 | 334 | EARL | \$ 4,974.96 | 359 | PATRICIA | \$ 4,574.16 | 384 | JOEL | \$ 4,236.48 |
| 310 | ROSA | \$ 5,232.72 | 335 | TYLER | \$ 4,967.76 | 360 | CHAUNCEY | \$ 4,570.92 | 385 | SARITA | \$ 4,210.56 |
| 311 | MARVIN | \$ 5,218.80 | 336 | TIMOTHY | \$ 4,964.52 | 361 | DEANTHONY | \$ 4,566.84 | 386 | STEVE | \$ 4,202.64 |
| 312 | LISA | \$ 5,208.00 | 337 | RODNEY | \$ 4,939.68 | 362 | MARTIN | \$ 4,534.02 | 387 | JOSE | \$ 4,199.52 |
| 313 | MONTRELLA | \$ 5,204.88 | 338 | DELORES | \$ 4,920.84 | 363 | MARVIN | \$ 4,518.48 | 388 | ARNOLD | \$ 4,195.56 |
| 314 | GISELA | \$ 5,200.44 | 339 | VERONICA | \$ 4,905.72 | 364 | STEVEN | \$ 4,486.32 | 389 | CHANTEL | \$ 4,191.84 |
| 315 | ROBIN | \$ 5,196.84 | 340 | JACQUELINE | \$ 4,903.92 | 365 | CAMERON | \$ 4,470.84 | 390 | SHANTEL | \$ 4,181.40 |
| 316 | JOCELYN | \$ 5,193.96 | 341 | KAREN | \$ 4,895.64 | 366 | BARBARA | \$ 4,448.88 | 391 | MONICA | \$ 4,135.08 |
| 317 | JAMES | \$ 5,192.52 | 342 | LOURDES | \$ 4,893.00 | 367 | VERONICA | \$ 4,446.96 | 392 | RALPH | \$ 4,132.08 |
| 318 | EDNA | \$ 5,180.04 | 343 | MARTIN | \$ 4,877.64 | 368 | SCOTT | \$ 4,427.16 | 393 | ALDO | \$ 4,130.58 |
| 319 | MATTHEW | \$ 5,177.76 | 344 | RICKEY | \$ 4,871.52 | 369 | TUCKER | \$ 4,404.12 | 394 | LORRAINE | \$ 4,121.28 |
| 320 | JESSE | \$ 5,171.40 | 345 | JEROME | \$ 4,847.64 | 370 | TAHJ | \$ 4,403.04 | 395 | VIRGINIA | \$ 4,117.44 |
| 321 | ROBERTO | \$ 5,169.18 | 346 | JANNIE | \$ 4,847.16 | 371 | YAIMA | \$ 4,399.08 | 396 | GEORGE | \$ 4,112.04 |
| 322 | SAMUEL | \$ 5,153.88 | 347 | ISAAC | \$ 4,796.40 | 372 | FRANKLIN | \$ 4,395.72 | 397 | LUZ | \$ 4,103.52 |
| 323 | OSCAR | \$ 5,144.04 | 348 | COURTNEY | \$ 4,765.92 | 373 | ANNA | \$ 4,363.32 | 398 | ZAKIYYAH | \$ 4,102.20 |
| 324 | PATRICIA | \$ 5,113.32 | 349 | RASHEED | \$ 4,740.12 | 374 | NATHANIEL | \$ 4,359.12 | 399 | TRISHA | \$ 4,060.56 |
| 325 | VERONICA | \$ 5,112.48 | 350 | RUBY | \$ 4,737.60 | 375 | JOSHUA | \$ 4,354.44 | 400 | COLLIN | \$ 4,059.00 |

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

| | | | | | | | | | | | |
|-----|-------------|-------------|-----|-----------|-------------|-----|-------------|-------------|-----|------------|-------------|
| 401 | CHRISTOPHER | \$ 4,054.92 | 426 | LANCE | \$ 3,744.00 | 451 | JASON | \$ 3,524.64 | 476 | EFRAIN | \$ 3,263.28 |
| 402 | FELICIA | \$ 4,053.72 | 427 | HEIDI | \$ 3,736.80 | 452 | SUSANA | \$ 3,483.48 | 477 | RODNEY | \$ 3,240.60 |
| 403 | ELIZABETH | \$ 4,023.24 | 428 | HEATHER | \$ 3,731.40 | 453 | DARVI | \$ 3,465.84 | 478 | BENNY | \$ 3,224.76 |
| 404 | ARLEN | \$ 4,016.04 | 429 | EDITH | \$ 3,729.72 | 454 | ERIC | \$ 3,446.04 | 479 | JANINA | \$ 3,220.44 |
| 405 | CODY | \$ 4,012.32 | 430 | KARLA | \$ 3,712.56 | 455 | LINDA | \$ 3,434.04 | 480 | BOBBY | \$ 3,219.96 |
| 406 | RICHARD | \$ 3,969.72 | 431 | KIMMILY | \$ 3,692.04 | 456 | MICHAEL | \$ 3,426.12 | 481 | LUKESS | \$ 3,213.72 |
| 407 | SUSAN | \$ 3,966.24 | 432 | JOHN | \$ 3,688.08 | 457 | WILLIAM | \$ 3,409.32 | 482 | MICHAEL | \$ 3,208.92 |
| 408 | ROGER | \$ 3,965.40 | 433 | JACOB | \$ 3,686.16 | 458 | DAVID | \$ 3,407.52 | 483 | MONICA | \$ 3,182.16 |
| 409 | TERI | \$ 3,960.36 | 434 | KYLA | \$ 3,680.16 | 459 | WAUNDLYAN | \$ 3,404.52 | 484 | KIMBERLY | \$ 3,166.16 |
| 410 | BRIANNA | \$ 3,957.96 | 435 | EVELIN | \$ 3,672.24 | 460 | LUIS | \$ 3,391.68 | 485 | JACQUELINE | \$ 3,161.20 |
| 411 | ASHLEY | \$ 3,953.64 | 436 | BERNADINE | \$ 3,655.20 | 461 | WILL | \$ 3,374.40 | 486 | JACK | \$ 3,155.40 |
| 412 | EVELYN | \$ 3,943.44 | 437 | LARRY | \$ 3,649.20 | 462 | JACQUELINE | \$ 3,369.48 | 487 | TETONYA | \$ 3,148.68 |
| 413 | ADOLFO | \$ 3,940.44 | 438 | FLOR | \$ 3,648.00 | 463 | KRISTI | \$ 3,369.24 | 488 | JEREMY | \$ 3,146.88 |
| 414 | ASHTON | \$ 3,940.44 | 439 | KATHY | \$ 3,633.72 | 464 | PATTISHA | \$ 3,365.52 | 489 | GILBERT | \$ 3,142.68 |
| 415 | CYNTHIA | \$ 3,934.56 | 440 | COLIN | \$ 3,628.92 | 465 | JENNIFER | \$ 3,357.84 | 490 | ROCHELLE | \$ 3,141.36 |
| 416 | DESI | \$ 3,924.96 | 441 | YOSKUA | \$ 3,627.24 | 466 | ADRIAN | \$ 3,349.32 | 491 | BRANDI | \$ 3,138.76 |
| 417 | MARVELIS | \$ 3,910.20 | 442 | CHASITY | \$ 3,619.08 | 467 | RAYMOND | \$ 3,338.40 | 492 | MARGELIS | \$ 3,126.60 |
| 418 | SUSAN | \$ 3,904.92 | 443 | CRUZ | \$ 3,613.32 | 468 | IVY | \$ 3,330.84 | 493 | MICHELE | \$ 3,125.76 |
| 419 | MARYLOU | \$ 3,900.36 | 444 | DAVID | \$ 3,601.80 | 469 | SHELTON | \$ 3,327.48 | 494 | FARONTE' | \$ 3,124.08 |
| 420 | MONTRIA | \$ 3,849.00 | 445 | CHARNETTA | \$ 3,595.56 | 470 | EVANGELINE. | \$ 3,310.08 | 495 | LARRY | \$ 3,121.32 |
| 421 | DEDRA | \$ 3,816.00 | 446 | NATALIE | \$ 3,592.98 | 471 | ASHLEY | \$ 3,304.92 | 496 | WILLIAM | \$ 3,121.32 |
| 422 | KEITH | \$ 3,789.00 | 447 | TERIKO | \$ 3,574.68 | 472 | APRIL | \$ 3,298.68 | 497 | ENCHA | \$ 3,106.44 |
| 423 | NATE | \$ 3,787.68 | 448 | MARIA | \$ 3,570.90 | 473 | DEIDRA | \$ 3,296.28 | 498 | MARGUERITE | \$ 3,097.68 |
| 424 | ROSSANA | \$ 3,777.24 | 449 | JOSE | \$ 3,568.56 | 474 | KEELY | \$ 3,274.32 | 499 | MITZI | \$ 3,094.68 |
| 425 | MONICA | \$ 3,769.20 | 450 | LAUREN | \$ 3,551.04 | 475 | MARTIN | \$ 3,269.76 | 500 | RUBIDIA | \$ 3,088.68 |



#1 TOP
AGENCY

OF THE MONTH

C O N G R A T S

THE BLAKE

G R O U P

\$2,113,177.46

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

01



\$2,113,177.46
**THE BLAKE
GROUP**

02



\$1,376,438.84
**FINANCIAL
LEGACY GROUP**

03



\$1,201,138.72
**THE PRICE
GROUP**

04



\$1,112,632.62
**CONSOLIDATED
PLANNING**

05



\$673,105.78
**LATINOS UNIDOS
GRUPO DE AGENCIAS**

06



\$588,206.02
**LATINOS UNIDOS
THE LEGACY LIFE
INSURANCE GROUP**

07



\$446,159.32
**REILLY LIFE
GROUP**

08



\$362,756.64
POWERHOUSE

09



\$321,405.78
**THE COOK
GROUP**

10



\$301,870.07
**SPELLER INSURANCE
GROUP**

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

11



\$290,221.32
LATINOS UNIDOS
THE EFE GROUP

12



\$268,972.47
THE MVP INSURANCE
GROUP LLC

13



\$260,554.68
THE TURNWALD
GROUP

14



\$245,755.66
THE ADAMS
GROUP AGENCY

15



\$240,901.44
FRIAS INSURANCE
GROUP

16



\$237,147.60
THE MANSWELL
SPELLER GROUP

17



\$219,087.23
BUCHANAN
INSURANCE GROUP

18



\$202,317.82
NATIONAL INSURANCE
MARKETING GROUP

19



\$202,040.44
DAVIS INSURANCE

20



\$189,784.66
THE FLEMING
GROUP

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

21



\$266,165.40
**LATINOS UNIDOS
THE WORLD
CLASS IA**

22



\$180,243.92
**YOUR FUTURE
ADVISORY GROUP**

23



\$159,378.96
**THE ADAMS
AGENCY**

24



\$154,774.20
**PILCHER
INSURANCE AGENCY**

25



\$152,100.16
**TEMPERATE LEGACY
GROUP**

26



\$150,186.87
**THE VISION
GROUP**

27



\$143,471.12
**EVANS INSURANCE
AGENCY**

28



\$219,851.04
**BUCHANAN
FINANCIAL GROUP**

29



\$131,505.14
**BARNES NAPIER
GROUP**

30



\$126,796.80
**THE BERLIN
GROUP**

TOP AGENCIES

TOP AGENCIES OF THE MONTH

| | | | | | |
|----|--|---------------|-----|-----------------------------|--------------|
| 31 | WHITE INSURANCE GROUP | \$ 126,523.68 | 66 | THE POWELL GROUP | \$ 53,218.79 |
| 32 | THE HINTON TEAM | \$ 122,894.28 | 67 | THE MCGRAW GROUP | \$ 52,800.52 |
| 33 | THE DEVORE GROUP | \$ 117,228.60 | 68 | THE COLLIER GROUP | \$ 52,546.44 |
| 34 | LATINOS UNIDOS - THE PEREA GROUP | \$ 110,790.24 | 69 | THE WASHINGTON GROUP | \$ 51,918.84 |
| 35 | THE DE POOL GROUP | \$ 109,413.36 | 70 | THE HALL GROUP | \$ 50,839.68 |
| 36 | THE NAVARRO-FANDINO GROUP | \$ 102,464.16 | 71 | THE SANDERS GROUP | \$ 50,326.80 |
| 37 | THE GURIRA GROUP | \$ 97,877.16 | 72 | THE LANIER GROUP | \$ 49,279.84 |
| 38 | LATINOS UNIDOS - THE CONTRERAS GROUP | \$ 96,392.88 | 73 | THE MOISE GROUP | \$ 49,190.52 |
| 39 | FAIRCLOTH MARKETING GROUP | \$ 92,841.94 | 74 | THE WITHERSPOON GROUP | \$ 48,170.76 |
| 40 | THE CORMIER GROUP | \$ 87,856.88 | 75 | THE GOMEZ GROUP | \$ 47,775.60 |
| 41 | WMG- WAVEMAKER GROUP; NAIM | \$ 81,566.04 | 76 | THE MUELLER GROUP | \$ 47,596.80 |
| 42 | THE HALL GROUP | \$ 80,936.91 | 77 | THE TRAHAN GROUP | \$ 45,756.48 |
| 43 | THE MCNAIR GROUP | \$ 79,057.08 | 78 | THE ALFONZO GROUP | \$ 45,393.48 |
| 44 | THE ARISTILDE GROUP | \$ 79,030.08 | 79 | THE GONZALEZ GROUP | \$ 44,400.84 |
| 45 | ALLEN LIFE GROUP | \$ 77,707.56 | 80 | FAMILY FIRST PARTNERSHIPS | \$ 44,296.68 |
| 46 | THE UNGER GROUP | \$ 76,183.32 | 81 | THE VILLAFUERTE GROUP | \$ 42,999.12 |
| 47 | THE MCCALLUM GROUP | \$ 76,126.44 | 82 | THE ANDERSON GROUP | \$ 42,307.96 |
| 48 | THE TAYLOR GROUP | \$ 76,085.52 | 83 | THE NAPIER GROUP | \$ 40,947.26 |
| 49 | THE OWENS GROUP | \$ 69,488.64 | 84 | THE SANDERS JR GROUP | \$ 39,645.12 |
| 50 | THE POWNEY GROUP | \$ 66,902.88 | 85 | THE COOK GROUP | \$ 39,422.76 |
| 51 | THE SWEET GROUP | \$ 64,331.70 | 86 | THE LISCIO GROUP | \$ 38,818.32 |
| 52 | THE MICKENS GROUP | \$ 62,339.28 | 87 | SENIOR BENEFITS GROUP | \$ 38,359.44 |
| 53 | DEATH CARE MANAGEMENT & FINANCIAL GROUP, LLC | \$ 61,327.08 | 88 | WMG- WAVEMAKER GROUP; SONYA | \$ 38,075.64 |
| 54 | MEMORIAL LIFE INSURANCE | \$ 59,558.04 | 89 | THE MILLER GROUP | \$ 37,909.80 |
| 55 | THE DREAM TEAM | \$ 59,098.20 | 90 | THE DUPRE GROUP | \$ 37,150.68 |
| 56 | THE MERTZ GROUP | \$ 58,515.24 | 91 | THE DENNING GROUP | \$ 36,827.88 |
| 57 | THE JOHNSON GROUP | \$ 58,134.80 | 92 | THE COOPER GROUP | \$ 36,762.96 |
| 58 | THE BOATWRIGHT GROUP | \$ 57,407.28 | 93 | THE AUGUSTIN GROUP | \$ 35,735.76 |
| 59 | THE BOORSTEIN GROUP | \$ 57,312.96 | 94 | THE RIOS GROUP | \$ 35,566.44 |
| 60 | THE SUPERIOR GROUP | \$ 56,588.76 | 95 | THE ROBINSON GROUP | \$ 35,131.44 |
| 61 | THE RIERA GROUP | \$ 56,380.32 | 96 | THE MELCHOR GROUP | \$ 34,916.16 |
| 62 | THE BAKER GROUP | \$ 56,213.64 | 97 | THE PHILLIPS GROUP | \$ 34,672.80 |
| 63 | MVP MARATHON GROUP | \$ 56,006.72 | 98 | THE JARVIS GROUP | \$ 34,414.32 |
| 64 | THE RODRIGUEZ GROUP | \$ 55,853.28 | 99 | THE CHAVEZ GROUP | \$ 34,284.72 |
| 65 | THE WRIGHT GROUP | \$ 53,589.48 | 100 | THE BLAKE GROUP | \$ 34,186.44 |