

THE SCOOP

SENIOR LIFE INSURANCE COMPANY | JUNE 2023



Ramon

RAMON THE FRIAS GROUP

Entering the insurance industry 18 years ago, Ramon started by selling group insurance to small and midsize companies. While successful in those early years, the landscape began to shift. He observed that "large insurance providers started eliminating the small brokers like me and hiring more in-house employees to promote and sell their product offering."

In 2014, a chance introduction to final expense insurance altered the course of his career. "I met someone in the industry who introduced me to final expense, and the rest is history," Ramon recounts. In 2019, he joined Senior Life Insurance Company after a nearly four-year stint with a major competitor in the final expense market. Although he enjoyed substantial success there, it became increasingly clear to him that he couldn't build and grow to the level that he wanted to build my agency due to limited territories, limited leads, and a compensation plan."

Ramon began receiving invitation letters from Ron Powell, CEO & President, and Doug Blake, Senior Partner, during his time with the previous company. Finally, he decided to meet them and explore the opportunities at Senior Life. That decision was one of the best he's ever made. The full package offered by Senior Life was a no-brainer. As he puts it, "It was the full package... I knew then that this was a tremendous opportunity and that the only thing missing on this equation was just me and, of course, putting in the work."

Now, he's proud to say that recruiting has become the lifeblood of his business. "I use several platforms for my recruiting efforts, from social media, word of mouth, referrals,

and various online hiring platforms." His conviction is simple: they are America's best final expense company.

One of the key aspects he loves about Senior Life is the camaraderie. The opportunity to participate in their health insurance benefits, incentive trips, anniversary and income rings, the Rolex Club, and Millionaires Club are perks that simply sweeten the deal.

What excites him most about Senior Life is the company's constant push for innovation and growth. "We currently have the most aggressive compensation plan in America; we offer up to 150% first-year commission." This continual push to find ways to compensate the agents more makes this a thrilling ride.

His advice for those considering building their agency is simple: go for it. He stated, "Transitioning from personal production to agency-building is challenging and requires sacrifices, but it's worth it. As you allocate more time to recruiting and team building, patience, a plan, and a steady decrease in personal production will lead you to success."

For final expense market newcomers, his advice is to dive in head-first. "Focus on one thing and do it well. Our system at Senior Life is so simple, it fits on the back of a business card!" And if you're considering switching from another company to Senior Life, he can confidently tell you it will be the best decision you've ever made.

"Senior Life All Your Life" is a phrase that resonated with him from day one. This was his final stop in terms of his career. This is the place where he found his forever home. As expressed, "I take this opportunity very seriously, and I protect it every day."

Driven and motivated, his love for winning keeps him going. Success requires staying focused, committed, and loyal. Not only the company and the leaders; but also his agency and his agents. But, what he always emphasizes to potential hires is his honesty, passion, fairness, and enthusiasm. He's also firm. As he says, "I will help anyone reach whatever level of success that they desire under my leadership, but they must follow the system and commit to working hard. I'm ready to meet them halfway, but there's no time to waste."

This is his journey so far at Senior Life Insurance Company, and he can say without a doubt, it's where he plans to spend all his life. He looks forward to continuing his growth here, helping others to succeed, and further contributing to the success of this remarkable company.



ELEVATING AGENT EXPERIENCES

INTRODUCING THE NEW AGENT ONBOARDING SURVEY

Dear Senior Life Agents,

We are thrilled to introduce an exciting initiative that underscores our commitment to your success and satisfaction as part of our vibrant Senior Life family. Starting next week, we will be launching a comprehensive 'New Agent Onboarding Survey' for all new agents joining our team.

The purpose of this survey is to gain deeper insights into your onboarding experience and identify areas where we excel, as well as those where we can further improve. Your feedback is invaluable to us, as it shapes the future of our agent onboarding and training processes.

****What's in the Survey?***

The survey covers key areas of your initial journey with us, including:

- Initial Contact: How did you hear about Senior Life? Who is your hiring manager? Have they communicated effectively with you?
- Onboarding and Training: How many days were spent on your training? Did you gain a clear understanding of how commissions and renewals work?
- Tools and Platforms: Have you been able to purchase your first set of leads? Have you used our 'Leads the Way' and SLICE apps? What about your experience with the Agent Portal?
- Overall Experience: We'd love to know how you'd rate our onboarding process and your likelihood of recommending Senior Life to other agents.

****Why is This Important?***

This initiative is part of our ongoing effort to ensure that every agent feels supported, heard, and valued right from the onset. We believe that a positive onboarding experience lays the foundation for a successful career with Senior Life.

The insights we gain from this survey will guide us in enhancing our training processes, refining our communication, and improving our tools and resources. But most importantly, this is an opportunity for us to listen to what you, our agents, have to say.

We're excited about the future, and your contributions will play an integral role in shaping it. Look for the New Agent Onboarding Survey in your inbox and take a few moments to share your experiences with us. Your feedback is not just appreciated; it's essential.

Here's to our continued success together!

**Best,
Senior Life Insurance Company**



EMPLOYEE SPOTLIGHT

A A R O N V I C K E R S

This month, we're excited to highlight Aaron Vickers as our Employee of the Month at Senior Life Insurance Company. Aaron's dedication, tireless work ethic, and extraordinary achievements, including a top-five finish in employee sales this month, have significantly contributed to our company's ongoing success.

A proud member of the Senior Life family for the past 1 year and 3 months, Aaron is not just an exceptional professional but also a devoted husband and father. He and his wife, who also works with us, balance their demanding roles at Senior Life with raising their three wonderful children.

Aaron's journey at Senior Life started in recruiting, working alongside Rob, Charnetta, and Josh. His talent and drive quickly made an impact, helping the team achieve new heights. Today, he brings his unique skills and experience to our licensing department, where he plays a crucial role in onboarding and helping new agents start their journey with Senior Life.

His path to Senior Life was paved by his wife, who's part of our claims department. Impressed by her stories of the company's supportive culture, employee bonuses, and team-building events, Aaron was inspired to leave his position at the Thomas County school system to join us. It's a decision he has cherished ever since.

For Aaron and his wife, Senior Life is more than a job;

it's a family and a community where they can grow and thrive. Coming from the small town of Thomasville, GA, where career opportunities can be somewhat limited, Senior Life offered them a platform where there truly is no ceiling, just possibilities that only hard work and discipline can unlock.

Aaron's passion is palpable when he speaks about educating agents and clients about Senior Life's products. He is committed to helping agents in the field or in telesales and guiding clients looking to secure their families' future. His desire to serve and his drive to continually learn have been instrumental in his rapid growth, a journey he credits to the unwavering support of his wife and the guidance from Senior Life's leaders.

In addition to his other accomplishments, Aaron recently broke into the top five in employee sales for the first time, a testament to his dedication and the effectiveness of his approach. This new achievement is yet another shining example of his contribution to our company.

To Aaron, "Senior Life - All Your Life!!" is more than just a motto. It's a testament to the central role the company plays in his and his family's life. His inspiring story serves as a powerful example of how dedication, hard work, and a supportive company can help turn dreams into reality. Congratulations, Aaron, on your Employee of the Month recognition and thank you for your outstanding contributions to the Senior Life family!

THANK YOU **FOR YOUR HARD WORK!**



EMPLOYEE SALES #1

This month, we shine the spotlight on Jennifer Garcia for her extraordinary performance in the Employee Sales Department at Senior Life Insurance Company. Jennifer's impressive production of \$12,159.12 illustrates her hard work and dedication. Her knack for understanding client needs and delivering the perfect solutions has not only driven her own success but also increased customer satisfaction across the board. Jennifer's drive and exceptional results serve as a beacon to the entire team. Keep up the outstanding work, Jennifer!

DIRECT SALES #1

In the world of Direct Sales, Paula Haggard has distinguished herself by topping the charts this month at Senior Life Insurance Company. With an impressive total of \$33,157.20, Paula has proven that dedication and expertise can drive exceptional results. Her ability to connect with clients and provide tailored insurance solutions has not only elevated her performance but has also greatly contributed to our overall success. We salute Paula's extraordinary achievement and her invaluable contribution to our Direct Sales team!



A TESTAMENT TO LEGACY ASSURANCE: SUPPORTING OUR REPRESENTATIVES THROUGH GRIEF

The reality of death is an unavoidable part of life, often overwhelming and challenging. As we grapple with this reality, being prepared can serve as a comforting anchor, offering a sense of stability and peace during times of turbulence. At Legacy Assurance, our representatives are viewed as cherished members of our family, and we are committed to providing them with the support they need in times of grief.

We are a compassionate and understanding community that empathizes with the pain and sorrow of losing a loved one. Our mission has always been to ease the burdens that come with death, offering support not just in words but in practical, meaningful actions. This unwavering commitment is something we recently provided for our representative, Brandie, who endured the heartbreaking loss of her husband.

In such a difficult time, the challenge of making funeral arrangements can feel insurmountable. Recognizing this, Legacy Assurance was there for Brandie and her family every step of the way. As a Legacy Assurance representative, Brandie was entitled to all the benefits we provide. Our team worked directly with Brandie and her family to help them navigate this challenging period, ensuring that they felt taken care of in the midst of their sorrow.

Brandie's experience with us serves as a poignant testament to the invaluable support Legacy Assurance can provide. Her words express gratitude not only for the material help we provided but also for the emotional comfort she found in our services.



"On behalf of my children and myself. We would like to sincerely thank everyone that had a role in making the burden a little lighter during our time of sorrow. The casket and vault were beautiful. I am now a living testament of how awesome Legacy Assurance is. Once again thank you to Ron Powell and Dr. Burns! We are forever grateful!" With Love, Brandie

To Brandie, we offer our deepest condolences for your loss. As you and your family journey through this difficult period, we hold you in our hearts, hoping for peace and comfort to surround you.

At Legacy Assurance, we know that our service can never fully alleviate the pain of loss. However, we strive to make a difference where it matters, providing support that helps ease some of the burdens that come with grief. We are here, walking hand in hand with our representatives, during life's most challenging times. We want to thank Brandie for allowing us to be part of her journey and for her willingness to share her story. It is a potent reminder of why we do what we do and fuels our commitment to serving our representatives with empathy and understanding.

This is the Legacy Assurance promise - to be there for our representatives, through life's joys and challenges, through growth and loss, with unwavering support and heartfelt care.

Sincerely,

Catherine Conner

Director of Legacy Assurance

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

*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

DEANNA

\$62,730.60

TOP 10 PRODUCERS

TOP PRODUCERS OF THE MONTH

01



\$62,730.60
DEANNA

02



\$60,003.48
DAYREMIS

03



\$54,491.88
SHINGAI

04



\$46,344.24
HADARA

05



\$44,054.16
BIANCA

06



\$41,745.00
DORIS

07



\$40,710.42
JESSE

08



\$40,024.08
KATHLEEN

09



\$39,134.28
KRYSTAL

10



\$36,073.28
BRET

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

1	DEANNA	\$ 62,730.60	26	SANDRA	\$ 28,080.48	51	MAURICE	\$ 21,617.76	76	ROBERTO	\$ 18,356.64
2	DAYREMIS	\$ 60,003.48	27	MATTHEW	\$ 27,926.40	52	TAMMY	\$ 21,572.52	77	ZOE	\$ 18,236.16
3	SHINGAI	\$ 54,491.88	28	MARCUS	\$ 27,346.92	53	ALEJANDRO	\$ 21,468.36	78	ASHLEY	\$ 18,202.20
4	HADARA	\$ 46,344.24	29	NICARA	\$ 26,949.36	54	ANDREAS	\$ 21,444.84	79	MICHAEL	\$ 17,992.08
5	BIANCA	\$ 44,054.16	30	SETH	\$ 26,288.76	55	GRANT	\$ 20,983.20	80	CARLENE	\$ 17,795.28
6	DORIS	\$ 41,745.00	31	ABDUL	\$ 25,721.52	56	BURGESS	\$ 20,918.16	81	KALEN	\$ 17,771.34
7	JESSE	\$ 40,710.42	32	ALVARO	\$ 25,566.96	57	DANA	\$ 20,768.88	82	BRENDA	\$ 17,679.84
8	KATHLEEN	\$ 40,024.08	33	ADAM	\$ 25,390.32	58	LUKE	\$ 20,457.12	83	VICTOR	\$ 17,633.70
9	KRYSTAL	\$ 39,134.28	34	MARCEA	\$ 25,320.96	59	BLAKE	\$ 20,374.92	84	BERNARD	\$ 17,623.20
10	BRET	\$ 36,073.28	35	GARETH	\$ 25,278.84	60	KEITH	\$ 20,205.84	85	SKYLER	\$ 17,588.64
11	JONATHON	\$ 35,606.28	36	JOHN	\$ 25,232.40	61	SHERI	\$ 20,082.36	86	SAMANTHA	\$ 17,564.04
12	RONALD	\$ 35,317.80	37	CAROLYN	\$ 24,839.64	62	ANDREW	\$ 20,033.64	87	STEPHEN	\$ 17,540.76
13	RACHEL	\$ 34,958.28	38	JIM	\$ 24,296.52	63	HENRY	\$ 20,028.48	88	WENDY	\$ 17,375.76
14	RACHEL	\$ 34,853.52	39	DANIEL	\$ 23,949.60	64	RANDY	\$ 19,982.52	89	WILLIAM	\$ 17,181.60
15	DEREK	\$ 34,464.00	40	SCOTT	\$ 23,688.36	65	CRYSTAL	\$ 19,720.80	90	RAFAEL	\$ 17,142.24
16	PAULA	\$ 33,157.20	41	CATIE	\$ 23,290.56	66	JASMINE	\$ 19,615.92	91	TIMOTHY	\$ 17,139.36
17	VICTOR	\$ 31,631.16	42	SULTAN	\$ 23,205.12	67	TYLER	\$ 19,276.56	92	MARIA	\$ 17,023.80
18	JOE	\$ 31,512.72	43	RITA	\$ 23,153.28	68	MARVELIS	\$ 19,181.88	93	ALBERT	\$ 16,948.20
19	LARRY	\$ 31,046.04	44	CHRISTINA	\$ 23,141.04	69	CESAR	\$ 18,899.76	94	ENRIQUE	\$ 16,934.04
20	TRINA	\$ 31,031.76	45	HUGO	\$ 23,073.00	70	DEBBIE	\$ 18,841.56	95	MARIO	\$ 16,878.24
21	ZENOBIA	\$ 30,767.64	46	KYLE	\$ 22,482.00	71	KATIE	\$ 18,779.28	96	JESUS	\$ 16,791.60
22	JLILIA	\$ 30,645.60	47	DEAN	\$ 22,108.68	72	BENJAMIN	\$ 18,651.72	97	KERRY	\$ 16,375.08
23	DEANTHONY	\$ 29,803.80	48	FRANCISCO	\$ 22,082.16	73	JASON	\$ 18,622.56	98	JASON	\$ 16,374.12
24	AARON	\$ 29,326.62	49	EMMETT	\$ 21,901.32	74	COLBY	\$ 18,537.84	99	JONRIKA	\$ 16,310.28
25	ANDREANA	\$ 28,694.64	50	ELMO	\$ 21,746.40	75	JOY	\$ 18,520.92	100	TYLER	\$ 16,103.88

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

101	SHAUN	\$ 16,101.84	126	GARRETT	\$ 13,834.92	151	PEARL	\$ 12,509.28	176	LISANIA	\$ 11,215.20
102	JOHN	\$ 16,099.44	127	ANGEL	\$ 13,783.68	152	DEVIN	\$ 12,490.08	177	WILLIAM	\$ 11,142.12
103	JONATHAN	\$ 16,088.52	128	CHESTER	\$ 13,747.80	153	EMMANUEL	\$ 12,432.72	178	TYRESHA	\$ 11,025.24
104	TIMOTHY	\$ 16,014.24	129	DANIELLE	\$ 13,555.68	154	GERHRONDA	\$ 12,363.96	179	RHIANNON	\$ 11,023.18
105	CYNTHIA	\$ 15,975.72	130	JO-ANN	\$ 13,471.32	155	JARNEL	\$ 12,274.20	180	ZAKIYYAH	\$ 11,018.76
106	MARK	\$ 15,834.12	131	ASHLEY	\$ 13,421.64	156	CHAD	\$ 12,270.60	181	MARVIN	\$ 10,986.24
107	ROBERT	\$ 15,516.00	132	CORRIE	\$ 13,352.28	157	VICENTE	\$ 12,104.76	182	JACQUELINE	\$ 10,967.76
108	LAURYN	\$ 15,465.96	133	JEFFERSON	\$ 13,346.40	158	JUSTIN	\$ 12,045.60	183	INGA	\$ 10,841.52
109	STEPHEN	\$ 15,420.96	134	KYLE	\$ 13,344.48	159	LAQUITA	\$ 12,030.48	184	THAIS	\$ 10,829.04
110	DUSTIN	\$ 15,357.24	135	JESSICA	\$ 13,258.52	160	CHRISTOPHER	\$ 11,921.88	185	JUAN	\$ 10,806.72
111	KEVIN	\$ 15,209.76	136	JAMES	\$ 13,188.12	161	ISABEL	\$ 11,904.78	186	JOSE	\$ 10,769.52
112	LEONARD	\$ 15,182.28	137	LATAURUS	\$ 13,169.16	162	EDWARD	\$ 11,852.52	187	KATRINA	\$ 10,730.76
113	CESAR	\$ 15,102.12	138	FRANCES	\$ 13,125.24	163	JEREL	\$ 11,726.64	188	FREDERICKA	\$ 10,705.20
114	AHMYA	\$ 14,948.16	139	JARED	\$ 13,100.40	164	JUAN	\$ 11,665.68	189	BRENDA	\$ 10,644.00
115	NIC	\$ 14,878.08	140	KAILYN	\$ 13,085.40	165	MILDRED	\$ 11,639.88	190	SHEILA	\$ 10,597.68
116	ANDREA	\$ 14,864.04	141	GREG	\$ 13,069.48	166	VIRGINIA	\$ 11,626.02	191	ERIC	\$ 10,555.08
117	ASHLEIGH	\$ 14,668.92	142	BRUNO	\$ 12,889.68	167	KEISHA	\$ 11,530.32	192	DEBORAH	\$ 10,451.16
118	MASSIEL	\$ 14,601.72	143	JOSE	\$ 12,677.40	168	SUSANA	\$ 11,494.32	193	TERRI	\$ 10,443.48
119	GAIYEAJAI	\$ 14,438.76	144	OSCAR	\$ 12,661.56	169	MONICA	\$ 11,464.80	194	PAUL	\$ 10,330.32
120	JOSE	\$ 14,317.32	145	ANGELINA	\$ 12,645.00	170	SHAWNTRICE	\$ 11,423.76	195	JASON	\$ 10,278.00
121	RICHARD	\$ 14,259.24	146	TAKEISHA	\$ 12,637.32	171	JENNIFER	\$ 11,379.12	196	VALERIE	\$ 10,221.48
122	LANCE	\$ 14,194.08	147	PAIGE	\$ 12,595.20	172	MARIA	\$ 11,341.44	197	BRIANNA	\$ 10,184.88
123	RODNEY	\$ 14,139.84	148	SHAYLA	\$ 12,584.88	173	TAKEISHA	\$ 11,336.16	198	HECTOR	\$ 10,158.60
124	CHAD	\$ 14,056.32	149	EARL	\$ 12,553.44	174	DAN	\$ 11,262.96	199	ARMONDO	\$ 10,145.28
125	AMY	\$ 13,894.44	150	ASHTON	\$ 12,519.48	175	GI SELA	\$ 11,225.28	200	CHARNETTA	\$ 10,109.16

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

201	TODD	\$ 10,097.28	226	JACQUELINE	\$ 8,742.84	251	GUILLERMO	\$ 7,690.32	276	LATOYA	\$ 6,499.92
202	MARITZA	\$ 10,047.24	227	TRENT	\$ 8,723.76	252	ALEXANDER	\$ 7,648.08	277	GARY	\$ 6,487.32
203	RODERICK	\$ 9,996.48	228	TYRONE	\$ 8,702.52	253	CARMEN	\$ 7,610.16	278	NATE	\$ 6,474.00
204	KENDRA	\$ 9,954.72	229	LANDON	\$ 8,688.36	254	LATASHA	\$ 7,565.16	279	FRANK	\$ 6,460.08
205	KAREN	\$ 9,916.08	230	STACI	\$ 8,642.52	255	GEORGE	\$ 7,558.68	280	MICHELLE	\$ 6,409.32
206	JAMES	\$ 9,760.92	231	PAULA	\$ 8,617.86	256	LANCE	\$ 7,502.88	281	RICHARD	\$ 6,365.88
207	RUSTY	\$ 9,758.52	232	EDITH	\$ 8,608.08	257	LUZ	\$ 7,441.44	282	ELIZABETH	\$ 6,357.00
208	HEATHER	\$ 9,736.92	233	CHRISTINA	\$ 8,574.36	258	KARLA	\$ 7,433.52	283	EDWARD	\$ 6,333.72
209	GERARD	\$ 9,582.72	234	EVERETT	\$ 8,554.56	259	LIZA	\$ 7,349.76	284	TYREE	\$ 6,236.40
210	KIMBERLY	\$ 9,507.84	235	DIEGO	\$ 8,352.96	260	JEAN	\$ 7,333.32	285	MARIA	\$ 6,194.76
211	ANTOINETTE	\$ 9,435.72	236	KRISTAN	\$ 8,164.80	261	STEPHANIE	\$ 7,250.40	286	SONIA	\$ 6,188.88
212	ELIASIN	\$ 9,408.60	237	NIEMAT	\$ 8,090.76	262	ROSELYN	\$ 7,203.24	287	KEELY	\$ 6,172.80
213	STEPHANIE	\$ 9,384.54	238	MARTIN	\$ 8,048.28	263	JOYCE	\$ 7,142.76	288	ALEJANDRA	\$ 6,169.92
214	ROY	\$ 9,321.96	239	PATRICIA	\$ 8,003.40	264	KEITH	\$ 7,132.32	289	LYNDSEY	\$ 6,158.40
215	MARLIN	\$ 9,246.48	240	RODNEY	\$ 7,966.80	265	ROGELIO	\$ 7,016.10	290	ALTON	\$ 6,111.96
216	CAROLYN	\$ 9,170.40	241	PATRICIA	\$ 7,896.12	266	CARLOS	\$ 6,968.40	291	EMELY	\$ 6,095.28
217	RANDALL	\$ 9,062.76	242	YOLANDA	\$ 7,800.48	267	BASIL	\$ 6,942.00	292	GILBERTO	\$ 6,077.04
218	HILDA	\$ 9,007.92	243	CHRISTOPHER	\$ 7,788.60	268	JACQUILLA	\$ 6,833.28	293	JACOB	\$ 6,044.04
219	MAYRA	\$ 8,972.04	244	LEONEL	\$ 7,783.92	269	YAIMA	\$ 6,812.04	294	MIATTA	\$ 6,037.32
220	STEVEN	\$ 8,922.00	245	TAHJ	\$ 7,776.60	270	EDWARD	\$ 6,796.56	295	MARTIN	\$ 5,983.02
221	ALCIDE	\$ 8,816.40	246	JOEL	\$ 7,760.28	271	SHERALL	\$ 6,707.28	296	CHAUNCEY	\$ 5,924.16
222	MYREON	\$ 8,790.24	247	RACHEL	\$ 7,716.84	272	VERONICA	\$ 6,698.28	297	PAMELA	\$ 5,923.80
223	ASIA	\$ 8,771.52	248	ERIC	\$ 7,715.04	273	IDOLFO	\$ 6,667.56	298	JESSICA	\$ 5,921.28
224	QUENITA	\$ 8,763.84	249	BRIAN	\$ 7,708.92	274	MARVIN	\$ 6,621.48	299	CHARLES	\$ 5,877.96
225	GARY	\$ 8,743.20	250	PHILIP	\$ 7,701.84	275	TRESSA	\$ 6,500.64	300	JOHN	\$ 5,847.96

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

301	ASHAUNA	\$ 5,846.52	326	BARBARA	\$ 5,450.88	351	SHELANDA	\$ 5,060.04	376	JESUS	\$ 4,807.32
302	LUIS	\$ 5,810.88	327	DOMINIQUE	\$ 5,449.32	352	DONNIESHA	\$ 5,054.64	377	DANIEL	\$ 4,797.24
303	KAREN	\$ 5,809.92	328	JOHN	\$ 5,448.00	353	CLARENCE	\$ 5,042.64	378	IVY	\$ 4,794.48
304	KIANA	\$ 5,787.60	329	JONATHAN	\$ 5,442.12	354	MARGUERITE	\$ 5,034.48	379	JAMES	\$ 4,770.96
305	YVETTE	\$ 5,762.28	330	ANGELICA	\$ 5,414.28	355	TRACY	\$ 5,030.04	380	SHELTON	\$ 4,712.64
306	ALEJANDRA	\$ 5,762.04	331	LASEAN	\$ 5,400.24	356	TATIANA	\$ 5,024.76	381	WENDI	\$ 4,672.08
307	VINCENT	\$ 5,738.64	332	TERESA	\$ 5,388.96	357	ENZO	\$ 5,016.72	382	NIKESHA	\$ 4,671.84
308	TEARA	\$ 5,724.12	333	VERONICA	\$ 5,380.08	358	DEBRA	\$ 4,999.80	383	ZYAN	\$ 4,670.28
309	GIOVANNI	\$ 5,719.68	334	WENDELL	\$ 5,376.48	359	MELISSA	\$ 4,978.20	384	KIMBRIA	\$ 4,661.64
310	QUIONNA	\$ 5,716.92	335	JOSE	\$ 5,335.08	360	MARIANELLA	\$ 4,971.00	385	AUSTIN	\$ 4,653.36
311	PAMELA	\$ 5,655.60	336	THOMAS	\$ 5,319.24	361	JEREMY	\$ 4,966.44	386	KEVIN	\$ 4,607.16
312	BRANDON	\$ 5,647.80	337	LAWRENCE	\$ 5,313.00	362	JEFFERY	\$ 4,957.68	387	RAFAEL	\$ 4,586.40
313	LUIS	\$ 5,624.88	338	EBONY	\$ 5,289.60	363	LORRAINE	\$ 4,906.68	388	MARKIE	\$ 4,564.92
314	SANDRA	\$ 5,619.96	339	OMAR	\$ 5,262.48	364	HANY	\$ 4,888.68	389	JUDITH	\$ 4,549.92
315	ROSA	\$ 5,594.52	340	NICOLE	\$ 5,197.44	365	VERONICA	\$ 4,887.36	390	ASHLEY	\$ 4,507.56
316	LINDA	\$ 5,587.44	341	CAROLYN	\$ 5,187.72	366	RICHARD	\$ 4,882.68	391	ASHLEY	\$ 4,507.44
317	JAMIL	\$ 5,575.56	342	BENNETTA	\$ 5,185.80	367	JANINA	\$ 4,867.92	392	AMANDA	\$ 4,502.28
318	RONDREAKA	\$ 5,572.32	343	GEORGE	\$ 5,156.16	368	ALEX	\$ 4,862.76	393	TOMAS	\$ 4,467.36
319	GREGORY	\$ 5,525.22	344	GLADYS	\$ 5,136.60	369	JORGE	\$ 4,861.68	394	GILBERT	\$ 4,459.68
320	CHARNETTA	\$ 5,520.12	345	CARLOS	\$ 5,136.12	370	ANTHONY	\$ 4,859.76	395	HOWARD	\$ 4,450.08
321	EMILY	\$ 5,498.04	346	TRISTAN	\$ 5,125.68	371	VERONICA	\$ 4,853.40	396	SANDRA	\$ 4,448.52
322	JAMAL	\$ 5,486.40	347	ANDRE	\$ 5,112.96	372	JOSEPH	\$ 4,822.44	397	RACHAEL	\$ 4,430.04
323	PATRICIA	\$ 5,481.84	348	RUAMA	\$ 5,099.16	373	AMBER	\$ 4,820.52	398	NEFERTAREI	\$ 4,408.68
324	ADOLF	\$ 5,474.40	349	VICTOR	\$ 5,073.96	374	MONTRIA	\$ 4,818.60	399	MARIA	\$ 4,402.92
325	BRIAN	\$ 5,460.84	350	MARIA	\$ 5,073.24	375	JOSEPH	\$ 4,818.12	400	MERLINDA	\$ 4,389.72

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

401	ANDY	\$ 4,389.00	426	LIMNA	\$ 4,086.72	451	LARRY	\$ 3,745.92	476	CARLOS	\$ 3,511.56
402	KENNETH	\$ 4,378.80	427	STEPHENIA	\$ 4,076.16	452	MICHAEL	\$ 3,708.48	477	LATOYA	\$ 3,499.92
403	SYLWIA	\$ 4,372.32	428	DAWN	\$ 4,056.72	453	JULIE	\$ 3,699.00	478	ROY	\$ 3,495.12
404	Haidar	\$ 4,369.20	429	JOSEPHINE	\$ 4,049.76	454	SARITA	\$ 3,693.00	479	GUSTAVO	\$ 3,486.72
405	MARTHA	\$ 4,353.12	430	GINELLE	\$ 4,044.48	455	SPENCER	\$ 3,669.96	480	KEVIN	\$ 3,479.64
406	DANILO	\$ 4,349.88	431	RONSHA	\$ 4,013.40	456	RACHELL	\$ 3,660.24	481	CATORI	\$ 3,479.28
407	LUIS	\$ 4,339.44	432	TETONYA	\$ 4,005.60	457	DAVID	\$ 3,658.92	482	BRANDON	\$ 3,466.68
408	MIGUEL	\$ 4,327.32	433	FARONTE'	\$ 3,991.92	458	DEIRDRE	\$ 3,651.60	483	HUMBERTO	\$ 3,466.44
409	NAGIB	\$ 4,313.28	434	CARA	\$ 3,975.72	459	EFRAIN	\$ 3,638.76	484	AMANDA	\$ 3,457.56
410	VICKI	\$ 4,312.60	435	ADRIANA	\$ 3,963.72	460	ANDRE	\$ 3,633.72	485	ANNA	\$ 3,456.12
411	JOHN	\$ 4,293.12	436	VICTOR	\$ 3,955.92	461	IDALIA	\$ 3,629.88	486	MATTHEW	\$ 3,456.00
412	DONNA	\$ 4,284.84	437	BETTY	\$ 3,950.16	462	REGINA	\$ 3,628.44	487	ERICA	\$ 3,446.16
413	RICARDO	\$ 4,259.04	438	FELICIA	\$ 3,945.84	463	VICTOR	\$ 3,627.48	488	JOSEPH	\$ 3,445.44
414	PETRINE	\$ 4,213.92	439	SUZANNE	\$ 3,923.52	464	DIATA	\$ 3,614.64	489	TYLER	\$ 3,432.36
415	CHARESE	\$ 4,194.60	440	FRANKLIN	\$ 3,904.08	465	WALACE	\$ 3,602.40	490	PATRICIA	\$ 3,428.04
416	OSCAR	\$ 4,190.88	441	TARA	\$ 3,902.16	466	VERONICA	\$ 3,596.28	491	SHANTEL	\$ 3,426.24
417	ANDREA	\$ 4,190.22	442	DEBRA	\$ 3,888.84	467	FLOR	\$ 3,589.20	492	JANICE	\$ 3,423.06
418	LIZBELLA	\$ 4,187.52	443	LESLIE	\$ 3,869.40	468	CAYSEE	\$ 3,563.04	493	KEYUNEFREKEY	\$ 3,417.48
419	JACOB	\$ 4,170.72	444	LC	\$ 3,822.48	469	KARLO	\$ 3,562.32	494	MARIELA	\$ 3,397.92
420	GEORGINA	\$ 4,162.80	445	LORENA	\$ 3,818.52	470	KIMBERLY	\$ 3,546.12	495	PEDRO	\$ 3,394.56
421	CHANTEL	\$ 4,155.12	446	STEPHEN	\$ 3,793.80	471	GUADALUPE	\$ 3,542.94	496	MARIA	\$ 3,389.40
422	MADILYN	\$ 4,129.92	447	ELISHA	\$ 3,766.44	472	CORY	\$ 3,536.88	497	SHAWN	\$ 3,372.96
423	BRIAN	\$ 4,125.84	448	BELINDA	\$ 3,757.56	473	TERIKO	\$ 3,532.08	498	MICHAEL	\$ 3,368.28
424	STEPHANIE	\$ 4,118.04	449	MONICA	\$ 3,750.00	474	JULIO	\$ 3,526.20	499	KIMMILY	\$ 3,366.60
425	MICHAEL	\$ 4,115.16	450	CHRIS	\$ 3,746.40	475	JENNIFER	\$ 3,523.80	500	ALEJANDRA	\$ 3,359.40



#1 TOP
AGENCY

OF THE MONTH

C O N G R A T S

THE BLAKE

G R O U P

\$2,559,069.13

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

01



\$ 2,559,069.13
**THE BLAKE
GROUP**

02



\$1,507,331.61
**FINANCIAL
LEGACY GROUP**

03



\$ 1,344,867.25
**THE PRICE
GROUP**

04



\$ 1,269,419.73
**CONSOLIDATED
PLANNING**

05



\$850,959.36
**LATINOS UNIDOS
GRUPO DE AGENCIAS**

06



\$751,028.88
**LATINOS UNIDOS
THE LEGACY LIFE
INSURANCE GROUP**

07



\$458,113.28
**REILLY LIFE
GROUP**

08



\$ 408,054.11
POWERHOUSE

09



\$382,553.01
**THE COOK
GROUP**

10



\$ 380,970.96
**LATINOS UNIDOS
THE EFE GROUP**

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

11



\$343,207.40
SPELLER INSURANCE GROUP

12



\$334,720.20
THE MVP INSURANCE GROUP LLC

13



\$316,784.76
FRIAS INSURANCE GROUP

14



\$260,024.48
THE MANSWELL SPELLER GROUP

15



\$ 252,583.32
THE ADAMS GROUP AGENCY

16



\$246,828.36
LATINOS UNIDOS WORLD CLASS INSURANCE AGENCY

17



\$234,048.40
DAVIS INSURANCE

18



\$228,035.48
BUCHANAN INSURANCE GROUP

19



\$212,119.32
THE VISION GROUP

20



\$211,612.32
NATIONAL INSURANCE MARKETING GROUP

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

21



209,045.28
THE TURNWALD
GROUP

22



\$198,187.20
THE FLEMING
GROUP

23



\$188,684.40
PILCHER
INSURANCE AGENCY

24



\$183,450.44
TEMPERATE LEGACY
GROUP

25



\$182,139.24
YOUR FUTURE
ADVISORY GROUP

26



\$165,818.28
EVANS INSURANCE
AGENCY

27



\$162,155.04
THE BERLIN
GROUP

28



\$152,575.09
THE ADAMS
AGENCY

29



\$145,591.44
LATINOS UNIDOS
THE GOLDEN
LEGACY

30



\$143,829.12
BUCHANAN
FINANCIAL GROUP

TOP AGENCIES

TOP AGENCIES OF THE MONTH

31	LATINOS UNIDOS - THE PEREA GROUP	\$ 141,884.64	66	THE MERTZ GROUP	\$ 58,254.36
32	THE NAVARRO-FANDINO GROUP	\$ 136,466.76	67	THE BOWIE GROUP	\$ 58,230.72
33	FAIRCLOTH MARKETING GROUP	\$ 134,335.64	68	THE MICKENS GROUP	\$ 57,121.32
34	LATINOS UNIDOS - THE CONTRERAS GROUP	\$ 133,555.56	69	THE MUELLER GROUP	\$ 56,790.84
35	BARNES NAPIER GROUP	\$ 129,562.20	70	THE COOK GROUP	\$ 56,640.12
36	THE GURIRA GROUP	\$ 129,039.60	71	THE UNGER GROUP	\$ 56,600.16
37	WHITE INSURANCE GROUP	\$ 127,502.88	72	THE BOORSTEIN GROUP	\$ 56,114.28
38	THE CORMIER GROUP	\$ 108,297.40	73	THE BOATWRIGHT GROUP	\$ 54,716.52
39	THE ALFONZO GROUP	\$ 107,852.88	74	THE ANDERSON GROUP	\$ 54,607.12
40	ALLEN LIFE GROUP	\$ 105,446.96	75	THE HALL GROUP	\$ 54,540.36
41	THE MCNAIR GROUP	\$ 105,334.54	76	THE MCCALLUM GROUP	\$ 53,519.28
42	THE SANDERS GROUP	\$ 102,670.44	77	THE GONZALEZ GROUP	\$ 52,968.72
43	THE RIERA GROUP	\$ 99,671.40	78	THE VIGIL GROUP	\$ 52,749.36
44	THE MOISE GROUP	\$ 99,585.96	79	THE VILLAFUERTE GROUP	\$ 52,631.16
45	THE DEVORE GROUP	\$ 97,682.28	80	THE SWEET GROUP	\$ 51,997.20
46	THE HINTON TEAM	\$ 90,693.84	81	THE GOMEZ GROUP	\$ 50,763.24
47	THE TAYLOR GROUP	\$ 88,832.28	82	FINAL WISHES ADVISORS	\$ 50,242.32
48	THE HALL GROUP	\$ 85,586.40	83	THE BARNES GROUP	\$ 49,246.44
49	THE CUEVAS GROUP	\$ 85,394.28	83	THE WOOD GROUP	\$ 49,246.44
50	THE POWNEY GROUP	\$ 82,950.36	85	THE NITAFAN GROUP	\$ 48,982.44
51	THE RODRIGUEZ GROUP	\$ 80,855.04	86	THE WRIGHT GROUP	\$ 48,899.40
52	THE PHILLIPS GROUP	\$ 77,937.36	87	THE NAPIER GROUP	\$ 48,878.40
53	DEATH CARE MANAGEMENT & FINANCIAL GROUP, LLC	\$ 74,975.88	88	THE SILVA GROUP	\$ 48,100.44
54	THE ARISTILDE GROUP	\$ 71,943.84	89	THE MCGRAW GROUP	\$ 47,492.88
55	THE JOHNSON GROUP	\$ 66,582.96	90	THE DUNHAM GROUP	\$ 46,760.16
56	MVP MARATHON GROUP	\$ 65,349.96	91	THE AUGUSTIN GROUP	\$ 46,650.48
57	THE OWENS GROUP	\$ 65,246.04	92	LATINOS UNIDOS - MY FAMILY GUARDIAN GROUP	\$ 46,240.20
58	WMG- WAVEMAKER GROUP; NAIM	\$ 65,146.20	93	THE SENIOR BENEFITS GROUP	\$ 45,290.64
59	THE COLLIER GROUP	\$ 64,716.84	94	THE ROBERTS GROUP	\$ 44,935.20
60	THE LAMPLEY GROUP	\$ 63,589.80	95	THE SALINAS GROUP	\$ 43,975.32
61	THE DREAM TEAM	\$ 63,000.90	96	THE WRIGHT GROUP	\$ 43,927.32
62	THE POWELL GROUP	\$ 61,986.48	97	THE LAINEZ GROUP	\$ 42,751.68
63	THE SANDERS JR GROUP	\$ 61,528.14	98	THE LANIER GROUP	\$ 42,624.96
64	THE TRAHAN GROUP	\$ 58,513.44	99	THE LISCIO GROUP	\$ 42,613.56
65	THE BAKER GROUP	\$ 58,455.24	100	THE DUPRE GROUP	\$ 41,971.20