



## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

November 1, 2015

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$204,708	41
Hatton, Catherine E.	Long Island Insurance Solutions	\$160,651	36
Maisto, Stephen	Senior Health Solutions	\$90,020	5
Borosak, William J. Jr.	Secure Financial Group, LLC	\$74,962	11
Lemar, Mike	Sunshine State Agency	\$55,360	23
Long Island Health Plans, Inc.		\$54,580	9
Barta, Devin M.	Barta Insurance Agency	\$51,252	8
Graham, Mark B.	AmeriLife - Career	\$50,169	46
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Shackelford, Edward L.	The Assurance Group, Inc.	\$46,800	14
Ahlbum, Tim	Health Coverage Solutions	\$44,567	7
Wroblewski, Robert M.	SOS Insurance Group	\$35,968	8
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$33,256	5
Clark, John W.	Senior Solutions Insurance Agency	\$32,364	15
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Harasym, Kenneth J.	Harasym Insurance Agency	\$29,677	1
Concklin, Ron	Rosenberg-Concklin, Inc.	\$27,404	16
American Eagle Consultants, Inc.		\$25,835	9
Maisonet, Joseph	Maisonet Insurance Agency	\$23,748	3
Mednick, Scott E.	Professional Insurance Systems of Florida	\$23,147	11
Sheldon, Paul, CLU ChFC	Paul Sheldon Insurance & Benefits Planning	\$21,708	1
Bowes, Barbara N.	Bowes Insurance Agency	\$21,045	4
Ahmed, Nur N.	Ahmed Insurance Agency	\$20,824	3
Your Health Insurance Agency, Inc.		\$20,045	7
Ahlbum, Donna M.	Ahlbum Insurance Agency	\$18,855	4
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$16,652	6
Abbatiello, Vincent	Mainstay Retirement Solutions	\$15,349	4
Futurity First Insurance Group, Inc.		\$14,696	4
Hirsch, Susan J.	Hirsch Insurance Agency	\$12,268	5
Schwartz, Richard S.	Insurance Center of S. Florida	\$12,108	5
Senior Services of North America, Inc.		\$11,892	5
Centerstone Insurance & Financial Svcs.		\$11,194	6
Chacon, Cesar	The Insurance Hub	\$10,104	4
Bowes, Richard	Bowes Insurance Agency	\$10,056	1
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Edwards, Jackson IV	Edwards Insurance Agency	\$9,144	1
Catron, Edward A.	Catron Insurance Agency	\$8,832	3
Graham, Matthew B.	AmeriLife - Brokerage	\$8,756	7
Schuler, James F.	Consumer Group Services, Inc.	\$8,171	3
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$7,967	3
Seiden, Julie	Seiden Insurance Agency	\$7,528	1
Iglesias, Rafael A.	Iglesias Insurance Agency	\$7,176	1
Pollier, Robert L. Jr.	Senior Management Services	\$6,755	3
Broker Connection, Inc.		\$6,608	1
Roach, Angela D.	Roach Insurance Agency	\$6,432	2
Schwartz, Scott J.	Insurance Protection Services	\$6,120	1
Jensen, Walter L.	Jensen Insurance Agency	\$5,952	1
FNA Insurance Services, Inc.		\$5,640	2
Heller, Mark	Heller Insurance Agency	\$5,578	1
Stamper, John W.	Choice Plus Benefits	\$5,567	2
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$5,400	1
Duryea, Don B.	Duryea Insurance Agency	\$5,148	3
Thiessen, Edward J.	Thiessen Insurance Agency	\$5,100	1



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Bronze Producers (\$2,500 - \$5,000)

Rosati, Lisa	Rosati Insurance Agency	\$4,991	2
Whitt, Troy C.	Whitt Insurance Agency	\$4,920	1
Palmer, Casey V.	Palmer Insurance Agency	\$4,821	1
Sweeney, James A.	American Senior Benefits	\$4,652	3
World Wide Coverage Corp.		\$4,508	2
Finkelstein, Lynn	Finkelstein Insurance Agency	\$3,948	1
Loebig, George J.	Loebig Insurance Agency	\$3,936	1
Reardon, John J.	Senior Healthcare Benefits Group, Inc.	\$3,720	2
Byron, William M.	Byron Insurance Agency	\$3,712	1
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$3,712	2
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	\$3,708	1
Plotnikoff, Michael J.	Plotnikoff Insurance Agency	\$3,647	1
Art Jetter & Company, Inc.		\$3,552	3
Vice, Spencer	Vice Insurance Agency	\$3,492	2
Woodmen Insurance Agency, Inc.		\$3,484	2
Nelson, Clinton R.	MA Plan Services	\$3,480	2
Butler, Brian	Butler Insurance Agency	\$3,396	1
Duffie, Sean T.	Duffie Insurance Agency	\$3,372	1
Fatseas, Stefan J.	Fatseas Insurance Agency	\$3,276	1
Mann, Harvey S.	Mann Insurance Agency	\$3,276	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$3,276	1
Abadjian, Pierre	Abadjian Insurance Group	\$3,216	2
Zaffke, Lynn H.	Zaffke Insurance Agency	\$3,192	1
Benefit Plans of America, Inc.		\$3,174	2
Cleveland, Keith E.	Cleveland Insurance Agency	\$3,084	1
Wardell, Phillip M.	Wardell Insurance Agency	\$3,029	1
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$3,023	2
Marrujo, Rosamaria	Marrujo Insurance Agency	\$2,969	1
Semryck, Steven I.	Semryck Insurance Agency	\$2,969	1
Casey, Brendan	Casey Insurance Agency	\$2,964	1
Ryan, Michael A.	Ryan Insurance Agency	\$2,964	1
Lynn, Bruce W.	Lynn Insurance Agency	\$2,928	1
Henry, Keith M.	Bateman, Gordon & Sands, Inc.	\$2,927	1
Cohen, Sheila G.	Cohen Insurance Agency	\$2,916	1
Rosenheck, Ted	Rosenheck Insurance Agency	\$2,904	1
Carran, John S.	Carran Insurance Agency	\$2,844	1
Hansen, Keith M.	Hansen Insurance Agency	\$2,844	1
Roxburgh, Philippa J.	Roxburgh Insurance Agency	\$2,844	1
Valery, Albert L.	Valery Insurance Agency	\$2,844	1
Ellis, Douglas J.	Ellis Insurance Agency	\$2,772	1
Cheek, Steven J.	Cheek Insurance Agency	\$2,676	1
Wood, Karen E.	Wood Insurance Agency	\$2,628	1
Leznevich, Gregory A.	Leznevich Insurance Agency	\$2,592	1
Holmquist, James A.	Holmquist Insurance Agency	\$2,544	1
Ortez, Philip B. Jr.	Phil & Kathy Ortez Insurance Agency, Inc.	\$2,532	1
Katz, Annette	Katz Insurance Agency	\$2,528	1



## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

November 1, 2015

#### Diamond Producers (\$20,000 & Above)

Maisto, Stephen	\$55,800	Kralstein, David L.	\$24,552
Keil, Russell	\$31,248	Ahlbum, Timothy J.	\$23,076
Harasym, Kenneth J.	\$29,677	Sheldon, Paul, CLU ChFC	\$21,708

#### Platinum Producers (\$15,000 - \$20,000)

Barta, Devin M.	\$19,703	Ahlbum, Jon	\$16,812
Payant, Thomas A.	\$19,200	Gilbert, Brian	\$16,751
Gratzon, Peter	\$18,708	Sachs, Kerry	\$15,780
Mayer, Bruce P.	\$17,792	Hatton, Catherine E.	\$15,372
Rosati, Lisa	\$17,668	Bowes, Barbara N.	\$15,000

#### Gold Producers (\$10,000 - \$15,000)

Mangini, Nicholas L.	\$14,172	Jaffe, Joseph A.	\$12,432
Saylor, Dexter R.	\$13,776	Moore, Daniel	\$12,372
Edwards, Jackson IV	\$13,620	Esposito, Vincent	\$11,128
Kehoe, Thomas F.	\$13,392	Lembcke, Julia G.	\$10,632
Gordon, Aaron	\$13,054	Hoover, William C.	\$10,372
Stevens, Ray	\$12,488	Bowes, Richard	\$10,056

#### Silver Producers (\$5,000 - \$10,000)

Jones, Glenn G.	\$9,420	Guisseppone, Melissa B.	\$6,696
McGregor, Iyan L.	\$9,144	Harsche, James M.	\$6,608
Mahr, William M.	\$8,928	Laughlin, James A.	\$6,492
Haft, Gary S.	\$8,856	Gamboa, Beltran C.	\$6,276
Jennings, Christopher G.	\$8,784	Schwartz, Scott J.	\$6,120
Berkowitz, Barnett	\$7,934	Kovacs, Michael C.	\$6,096
Hooker, Thad N.	\$7,725	Jensen, Walter L.	\$5,952
Seiden, Julie	\$7,528	Balogh, Christian J.	\$5,940
Silberstein, Herman	\$7,528	Malooley, Michele A.	\$5,868
Holzman, Robert	\$7,523	Skinner, Joy	\$5,676
Kosefsky, Linda S.	\$7,433	Graham, Christopher N., CLU	\$5,627
Iglesias, Rafael A.	\$7,176	Heller, Mark	\$5,578
Abbatiello, Vincent	\$7,152	Stevens, Jason	\$5,507
Costello, David V.	\$7,140	Sakharoff, Richard D.	\$5,400
Vickers, Jordan	\$7,128	Gallo, Darren M.	\$5,352
Friedman, Michael D.	\$7,080	Holdren, Charles E.	\$5,255
Chard, Dani L.	\$6,994	Dezego, James	\$5,192
Fillweber, Gary M.	\$6,960	Russo, Paul	\$5,192
Borosak Jr, William J.	\$6,936	Badessa, Joseph J.	\$5,172
Costanzo, Nicholas P.	\$6,898	Edwards, Ron	\$5,100



## Writing Agents

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Combined Health/Life

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Bronze Producers (\$2,500 - \$5,000)

Wright, Dwight	\$4,920	Quintero, Ana L.	\$3,108
Frey , Randolph W. Jr.	\$4,896	Schlossberg, Michael J.	\$3,108
Clark, Thomas	\$4,821	Selinger, William S.	\$3,107
Rush, Francine	\$4,644	Green, Charles L.	\$3,095
Peltz, Arnold	\$4,452	Cleveland, Keith E.	\$3,084
Kingsley, Beverly J.	\$4,332	Godar, Richard L.	\$3,084
Primack, Neil E.	\$4,188	Wardell, Phillip M.	\$3,029
Brown, Christopher	\$4,080	Topalian, Abigail M.	\$3,024
Graham, Christopher C.	\$4,078	Dibisceglie, Darrin J.	\$3,012
Bartell, John J.	\$4,031	Stevens, Sandra K.	\$3,011
Elfrink, Priscilla	\$4,028	Henderson, Mary L.	\$3,000
Pucci, Katya	\$4,019	Acheson, Christopher J.	\$2,976
Perkins, Vernon D.	\$4,008	Calvacca , Anthony	\$2,976
Finkelstein, Lynn	\$3,948	Brown, Matthew Jr.	\$2,975
Hert, Jesse A.	\$3,936	Hoolahan, James E.	\$2,972
Aboul-Hosn, Haitham M.	\$3,912	Sandler, Steven A.	\$2,972
Charley, Dennis	\$3,900	Cogliano, Dolores	\$2,969
Pavone-Bahlkow, Valerie J.	\$3,895	Semryck, Steven I.	\$2,969
Palmer, Casey V.	\$3,840	Regnier, Thomas K.	\$2,968
Holt, Marilyn A.	\$3,804	Casey, Brendan	\$2,964
Warren, Gary A.	\$3,804	Ryan, Michael A.	\$2,964
Werner, Roger D.	\$3,768	Harmel, Janet L.	\$2,928
Greenfield, Paul F.	\$3,764	Borjas, Israel	\$2,927
Davidoff, Kenneth	\$3,720	Henry, Keith M.	\$2,927
O Malley, Jane C.	\$3,720	McKnight, Robert J.	\$2,927
Jerry, Stephen	\$3,716	Cohen, Sheila G.	\$2,916
Byron, William M.	\$3,712	Ezell, Terrie L.	\$2,916
Bullard, Janet C.	\$3,708	Miller, David	\$2,904
Hackmeier, Jeff D.	\$3,647	Bowling, Mindie N.	\$2,844
Plotnikoff, Michael J.	\$3,647	Gibson, Doris L.	\$2,844
Peterson, Frank A.	\$3,576	Gordon, Ian	\$2,844
Capierscho, Daniel E.	\$3,480	Rabinowitz, Arnold	\$2,844
Kitchen, Terrance	\$3,480	Roxburgh, Philippa J.	\$2,844
Scott, James R.	\$3,480	Stark, Richard N.	\$2,844
Maisonet, Joseph	\$3,468	Valery, Albert L.	\$2,844
Rose, Vicki A.	\$3,396	Zucker, Robert A.	\$2,844
Walter, Daniel	\$3,396	Berlingieri, Joanne	\$2,832
Weiland, David	\$3,396	Feil, Jeffery N.	\$2,832
Duffie, Sean T.	\$3,372	Butts, David J.	\$2,784
Catron, Edward A.	\$3,336	Klinck, Philip W.	\$2,784
Jensen, Kirk A.	\$3,320	Ellis, Douglas J.	\$2,772
Taylor, David A.	\$3,311	Ripoll, Glenn A.	\$2,748
Jacobson, Deborah	\$3,300	Hatton, John W.	\$2,712
Benedeti, Juan C.	\$3,276	Aronowitz, Donald J.	\$2,688
Goodman, Paula J.	\$3,276	Cheek, Steven J.	\$2,676
Hanes, Darlene M.	\$3,276	Rodriguez, Rodrigo	\$2,676
Rapini, Duane M.	\$3,276	Heck, Douglas S.	\$2,640
Capra, Salvatore O.	\$3,264	Wood, Karen E.	\$2,628
Gruber, Arthur K.	\$3,228	Nuzzi, Joseph	\$2,616
McGlaughlin, Larry	\$3,228	Zimnoch, Natalia	\$2,616
Mankiewicz, Joshua	\$3,192	Ayala, Rebecca R.	\$2,592
Santo , Andrew J. Jr.	\$3,192	Holmquist, James A.	\$2,544
Zaffke, Lynn H.	\$3,192	Saunders, Gary A.	\$2,532
Shaw , Martin L. III	\$3,191	Katz, Annette	\$2,528
Butler, Christopher S.	\$3,179	Hinman, Noel	\$2,508