



## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

November 29, 2015

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Hatton, Catherine E.	Long Island Insurance Solutions	\$110,263	46
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$105,936	33
Maisto, Stephen	Senior Health Solutions	\$78,856	6
Senior Services of North America, Inc.		\$53,506	11
Lemar, Mike	Sunshine State Agency	\$51,732	29
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Concklin, Ron	Rosenberg-Concklin, Inc.	\$44,671	20
Graham, Mark B.	AmeriLife - Career	\$40,530	46
Borosak, William J. Jr.	Secure Financial Group, LLC	\$32,458	11
Bowes, Richard	Bowes Insurance Agency	\$32,316	1
Ahlbum, Donna M.	Ahlbum Insurance Agency	\$31,032	7
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Ahlbum, Tim	Health Coverage Solutions	\$28,428	4
Long Island Health Plans, Inc.		\$25,998	9
Shackelford, Edward L.	The Assurance Group, Inc.	\$25,738	10
Barta, Devin M.	Barta Insurance Agency	\$25,272	7
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$23,731	4
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$23,591	1
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$22,766	8
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$22,303	10
Semryck, Steven I.	Semryck Insurance Agency	\$20,061	2
Wroblewski, Robert M.	SOS Insurance Group	\$19,330	8
Rosati, Lisa	Rosati Insurance Agency	\$17,172	3
Maisonet, Joseph	Maisonet Insurance Agency	\$16,104	4
Rosen, Paul J.	Paul J. Rosen Financial Services, Inc.	\$15,652	2
Futurity First Insurance Group, Inc.		\$15,263	5
Edwards, Jackson IV	Edwards Insurance Agency	\$14,808	3
Ahmed, Nur N.	Ahmed Insurance Agency	\$14,409	6
Harasym, Kenneth J.	Harasym Insurance Agency	\$14,086	1
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$13,426	5
Your Health Insurance Agency, Inc.		\$12,643	4
Judah, Charles G.	MSIS, Inc.	\$12,332	2
American Eagle Consultants, Inc.		\$12,056	10
Schwartz, Richard S.	Insurance Center of S. Florida	\$12,047	7
Mednick, Scott E.	Professional Insurance Systems of Florida	\$11,352	10
Washwick, Karl	The Washwick Agency, Inc.	\$11,127	1
Professional Group Plans, Inc.		\$10,384	4
Sweeney, Paul	Quality First Insurance Agency, Inc.	\$10,018	3



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

Schwartz, Scott J.	Insurance Protection Services	\$9,636	1
Burke, April L.	Burke Insurance Agency	\$8,938	3
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$8,180	3
Peltz, Arnold	Peltz Insurance Agency	\$8,168	2
FNA Insurance Services, Inc.		\$8,100	4
Alan, Stuart	Senior Care Insurance Center	\$7,356	1
Catron, Edward A.	Catron Insurance Agency	\$7,320	3
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$6,916	3
Abadjian, Pierre	Abadjian Insurance Group	\$6,876	4
Centerstone Insurance & Financial Svcs.		\$6,787	5
Duryea, Don B.	Duryea Insurance Agency	\$6,780	5
Reardon, John J.	Senior Healthcare Benefits Group, Inc.	\$6,696	3
Clark, John W.	Senior Solutions Insurance Agency	\$6,622	10
Graham, Carter	Shoreline Financial	\$6,575	2
Matyskiel, Robert E.	Matyskiel Insurance Agency	\$6,552	3
Chacon, Cesar	The Insurance Hub	\$6,229	4
Bahlkow, Valerie J.	Bahlkow Insurance Agency	\$6,204	3
Reed, Gloria	Reed Insurance Agency	\$5,976	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$5,891	2
Heller, Mark	Heller Insurance Agency	\$5,818	1
Nelson, Clinton R.	MA Plan Services	\$5,808	3
Cordell, Gary L.	Cordell Insurance Agency	\$5,723	1
Carran, John S.	Carran Insurance Agency	\$5,662	2
Bowes, Barbara N.	Bowes Insurance Agency	\$5,376	3
Graham, Matthew B.	AmeriLife - Brokerage	\$5,236	6

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

Hoyek, Tony N.	Hoyek Insurance Agency	\$4,796	1
Preferred Marketing Assoc., Ltd.		\$4,692	2
The General Agent For Agents, Inc.		\$4,460	3
Pollier, Robert L. Jr.	Senior Management Services	\$4,449	3
Rapini, Duane M.	Rapini Insurance Agency	\$4,404	2
ERIN Marketing, Inc.		\$4,199	4
Richard, Paul	Richard Insurance Agency	\$4,162	2
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$3,948	1
Schuler, James F.	Consumer Group Services, Inc.	\$3,900	1
Brzozowski, Clark J.	Brzozowski Insurance Agency	\$3,887	1
Muccioli, Carolyn	Muccioli Insurance Agency	\$3,816	2
Meetee Corporation		\$3,764	1
Marrujo, Rosamaria	Marrujo Insurance Agency	\$3,720	3
Salmon, Sandra R.	Salmon Insurance Agency	\$3,708	1
Kohn, William B.	Kohn Insurance Agency	\$3,384	2
Arlein, David	Arlein Insurance Agency	\$3,300	1
Broedell, Joseph F.	Broedell Insurance Agency	\$3,276	1
Rodriguez, Carmen A.	Landers-Stein & Associates	\$3,191	1
Klamer, George J.	Klamer Insurance Agency	\$3,116	2
Buck, James L.	Buck Insurance Agency	\$3,084	1
Cleveland, Keith E.	Cleveland Insurance Agency	\$3,084	1
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$3,081	1
Safe Path Benefits, Inc.		\$3,048	3
Abbatiello, Vincent	Mainstay Retirement Solutions	\$2,984	3
Daley, Michael A.	Daley Insurance Agency	\$2,976	1
Mule, Robert	Mule Insurance Agency	\$2,976	1
Victorson, Gary L.	Victorson Insurance Agency	\$2,976	1
Joiner, Clifton T.	Joiner Insurance Agency	\$2,784	1
Pecoraro, Deborah L.	Pecoraro Insurance Agency	\$2,784	1
White, Raymond K.	White Insurance Agency	\$2,771	1
Briggs, Larry S.	Briggs Insurance Agency	\$2,712	1
Brenner, Robert I.	Brenner Insurance Agency	\$2,676	1
Roper, Charles W.	Roper Insurance Agency	\$2,639	1
Collins, Robert D.	Collins Insurance Agency	\$2,628	1
Krull Agency of Minden, Inc.		\$2,508	1



## Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

**November 29, 2015**

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

Bowes, Richard	\$32,316	Keil, Russell	\$28,272
Maisto, Stephen	\$31,248	Sheldon, Paul, CLU ChFC	\$23,591

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

Gordon, Barry N.	\$17,112
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### Gold Producers (\$10,000 - \$15,000)

Rosen, Paul J.	\$14,912	Kempler, Gary S.	\$11,171
Montreuil, James	\$14,872	Semryck, Steven I.	\$11,137
Kralstein, David L.	\$14,136	Washwick, Karl	\$11,127
Harasym, Kenneth J.	\$14,086	Stevens, Ray	\$10,582
Ahlbum, Tim	\$12,336	Payant, Thomas A.	\$10,452
Edwards, Jackson IV	\$11,412		

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

Kosefsky, Linda S.	\$9,668	Biton, Sigalit	\$5,976
Ferrara, Lynda	\$9,656	Gaska, Nancy	\$5,956
Schwartz, Scott J.	\$9,636	Peltz, Arnold	\$5,948
Semryck, Patricia A.	\$8,924	Dezego, James	\$5,941
Siemer, Gail	\$8,168	Horan-Luce, Gracemarie	\$5,940
Sachs, Kerry	\$7,655	Lawrence, Kevin	\$5,940
Kirby, Joseph S.	\$7,440	Heller, Mark	\$5,818
Mavretich, Robert	\$7,404	Lauer, Deborah	\$5,784
Minervini, Debra A.	\$7,356	Cordell, Gary L.	\$5,723
Ottovegio, Xiomara	\$7,296	Brown, Christopher	\$5,520
Ripoll, Glenn A.	\$6,924	Chard, Dani L.	\$5,363
Dega, Brigett L.	\$6,792	McKnight, Robert J.	\$5,352
Gilbert, Brian	\$6,732	Jerry, Stephen	\$5,208
Mayer, Bruce P.	\$6,689	Mahr, William M.	\$5,208
Colon, Ronald	\$6,688	Elfrink, Priscilla	\$5,184
Stevens, Jason	\$6,622	Woodard, Michael A.	\$5,087
Wright, Keith A.	\$6,252		



## Writing Agents

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Combined Health/Life

November 29, 2015

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

Graham, Christopher N., CLU	\$4,871	Escala, Jorge L.	\$3,191
Lobdell, Deborah H.	\$4,860	Matyskiel, Robert E.	\$3,168
Tantillo, Robert V.	\$4,799	Kleppe, Blake C.	\$3,132
Hoyek, Tony N.	\$4,796	Becker, Gary S.	\$3,108
Keating, Gizella W.	\$4,762	Charley, Dennis	\$3,108
Mangini, Nicholas L.	\$4,692	Haug, John H.	\$3,107
Friedman, Michael D.	\$4,603	Sellick, Bradley	\$3,107
Calvacca, Anthony Jr.	\$4,464	Goldstein, Lawrence	\$3,096
Lepage, Kenneth L. Jr.	\$4,464	Buck, James L.	\$3,084
Frey, Randolph W. Jr.	\$4,380	Cleveland, Keith E.	\$3,084
Lovelace, David P.	\$4,319	Sweeney, Alexander	\$3,083
Ahlbum, Jon	\$4,176	Atwood, Susan E.	\$3,081
Rosati, Lisa	\$4,128	Gorden, Renee G.	\$3,024
Sakharoff, Richard D.	\$3,948	Lembcke, Julia G.	\$3,000
Topalian, Abigail M.	\$3,900	Clout, Erica	\$2,976
Brzozowski, Clark J.	\$3,887	Console, Anthony M.	\$2,976
Holzman, Robert	\$3,828	Daley, Michael A.	\$2,976
Caraballo, Marielsa	\$3,800	Kraus, Bratone T.	\$2,976
Mankiewicz, Joshua	\$3,780	Mule, Robert	\$2,976
Gintel, Jay R.	\$3,768	Reardon, John J.	\$2,976
Eger, John	\$3,764	Regnier, Thomas K.	\$2,972
Patterson, Adam D.	\$3,744	Diamond, Robert G.	\$2,968
Miller, Ellis L.	\$3,736	Kalmenson, Warren	\$2,968
Dixon, Angelea	\$3,732	Fertig, Robert G.	\$2,960
Davidoff, Kenneth	\$3,720	Evans, Dianne E.	\$2,927
Short, James P.	\$3,720	Catron, Edward A.	\$2,904
Laskin, Muriel	\$3,716	Parker, John L.	\$2,844
Salmon, Sandra R.	\$3,708	Rubenstein, Mark J.	\$2,844
Larocca, Joseph A.	\$3,652	White-Drain, Cheri L.	\$2,844
Burke, April L.	\$3,636	Ziadeh, Abedel N.	\$2,844
Mangini, Rosemary	\$3,624	Bowes, Barbara N.	\$2,784
Heck, Douglas S.	\$3,600	Gallo, Darren M.	\$2,784
Bluerock, Laurence L.	\$3,564	Joiner, Clifton T.	\$2,784
Benedeti-Zum Tobel, Giovanna	\$3,563	Kitchen, Terrance	\$2,784
Schauerermann, Joshua	\$3,540	Pecoraro, Deborah L.	\$2,784
Wyatt, Eddie H.	\$3,492	Murphy, Stacy	\$2,772
Lange, Douglas M.	\$3,480	White, Raymond K.	\$2,771
Graham, William C.	\$3,479	Taylor, David A.	\$2,759
Haft, Gary S.	\$3,396	Briggs, Larry S.	\$2,712
McGregor, Iyan L.	\$3,396	Brenner, Robert I.	\$2,676
Kelsey, Steven D.	\$3,383	Brown, Matthew	\$2,676
Major, Victoria A.	\$3,355	Shaughnessy, John J.	\$2,676
Smith, Constance A.	\$3,334	Burkhalter, Stephen	\$2,675
Arlein, David	\$3,300	Welsh, Traci A.	\$2,644
Travis, Ann	\$3,300	Roper, Charles W.	\$2,639
Bechtold, Edward H. III	\$3,276	McElroy, Douglas H.	\$2,628
Borosak, William J. Jr.	\$3,276	Conway, Marie	\$2,616
Broedell, Joseph F.	\$3,276	Gerlitz, Jay Z.	\$2,616
Jaffe, Joseph A.	\$3,276	Brady, Matthew	\$2,608
Towson, Carole A.	\$3,228	Muccioli, Carolyn	\$2,592
Bushko, Heidi	\$3,192	Kohn, William B.	\$2,532
Laughlin, James A.	\$3,192	Krull, Kevin D.	\$2,508