



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

January 3, 2016

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Hatton, Catherine E.	Long Island Insurance Solutions	\$80,831	40
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$73,302	31
Platinum Producers (\$30,000 - \$50,000)			
Bowes, Barbara N.	Bowes Insurance Agency	\$42,072	2
Concklin, Ron	Rosenberg-Concklin, Inc.	\$37,907	17
Lemar, Mike	Sunshine State Agency	\$36,096	17
Ahlbum, Tim	Health Coverage Solutions	\$30,960	6
Gold Producers (\$10,000 - \$30,000)			
Maisto, Stephen	Senior Health Solutions	\$28,256	5
Borosak, William J. Jr.	Secure Financial Group, LLC	\$21,811	6
FNA Insurance Services, Inc.		\$20,136	6
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$17,871	15
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$17,652	1
Amerilife		\$17,257	29
Senior Services of North America, Inc.		\$17,067	10
Coulter, Jeffrey E.	Coulter Insurance Services	\$16,668	1
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$16,474	8
Clark, John W.	Senior Solutions Insurance Agency	\$15,925	14
Reardon, John J.	Senior Healthcare Benefits Group, Inc.	\$14,873	5
Ahlbum, Donna M.	Ahlbum Insurance Agency	\$13,928	7
Barta, Devin M.	Barta Insurance Agency	\$13,440	5
Long Island Health Plans, Inc.		\$13,360	5
Birchard, Natalie K.	Birchard Insurance Agency	\$12,768	3
Mednick, Scott E.	Professional Insurance Systems of Florida	\$12,651	10
Cleveland, Keith E.	Cleveland Insurance Agency	\$12,336	1
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$12,023	5
Wroblewski, Robert M.	SOS Insurance Group	\$11,045	7
Professional Group Plans, Inc.		\$10,392	1
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$10,308	4
Catron, Edward A.	Catron Insurance Agency	\$10,032	2
Silver Producers (\$5,000 - \$10,000)			
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$9,784	4
The General Agent For Agents, Inc.		\$8,890	4
Ahmed, Nur N.	Ahmed Insurance Agency	\$8,224	4
Rosati, Lisa	Rosati Insurance Agency	\$8,192	3
Marrujo, Rosamaria	Marrujo Insurance Agency	\$8,180	3
Gilbert, Brian	Gilbert Insurance Agency	\$7,992	2
Perkins, Jerry L.	Perkins Insurance Agency	\$7,524	1
Preferred Marketing Assoc., Ltd.		\$6,981	2
Greenhill, Richard A.	Greenhill Insurance Agency	\$6,912	1
Loebig, George J.	Loebig Insurance Agency	\$6,491	2
Abbatiello, Vincent	Mainstay Retirement Solutions	\$6,204	2
Shackelford, Edward L.	The Assurance Group, Inc.	\$6,048	6
Harasym, Kenneth J.	Harasym Insurance Agency	\$5,952	1
Safe Path Benefits, Inc.		\$5,940	4
Savoy, Donald C. Jr.	Savoy Insurance Agency	\$5,896	2
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$5,658	2
Roper, Charles W.	Roper Insurance Agency	\$5,591	1
Moraski, Matthew B.	Moraski Insurance Agency	\$5,495	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$5,495	1
Edwards, Jackson IV	Edwards Insurance Agency	\$5,400	2
Roy H Reeve Agency, Inc.		\$5,200	1
Butler, Brian	Butler Insurance Agency	\$5,172	1



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

January 3, 2016

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

Olguin, Loren A.	Olguin Insurance Agency	\$4,847	2
Santo, Bergino J.	Santo Insurance Agency	\$4,788	1
Holmquist, James A.	Holmquist Insurance Agency	\$4,677	1
ERIN Marketing, Inc.		\$4,667	3
Centurion Agency, Ltd.		\$4,469	4
Schuler, James F.	Consumer Group Services, Inc.	\$4,416	2
Peltz, Arnold	Peltz Insurance Agency	\$4,402	3
Adelson, Andy G.	Adelson Insurance Agency	\$4,308	1
Judah, Charles G.	MSIS, Inc.	\$4,088	2
Blackburn, Jerry M.	Blackburn Insurance Agency	\$3,947	2
Matyskiel, Robert E.	Matyskiel Insurance Agency	\$3,924	2
American Eagle Consultants, Inc.		\$3,887	7
Bowes, Richard	Bowes Insurance Agency	\$3,768	1
Marengo, Peter	Marengo Insurance Agency	\$3,768	1
Broker Connection, Inc.		\$3,764	1
Hollans, Mawyer C. III	Hollans Insurance Agency	\$3,688	2
Matloff, Elliot V.	Matloff Insurance Agency	\$3,576	1
Schwartz, Richard S.	Insurance Center of S. Florida	\$3,576	2
Susan Polk Insurance Agency, Inc.		\$3,576	1
Jacobson, Sandy A.	Jacobson Insurance Agency	\$3,575	2
First Insurance Enterprises, Inc.		\$3,563	1
Alan, Stuart	Senior Care Insurance Center	\$3,480	1
Graham, Carter	Shoreline Financial	\$3,480	1
Zion, Joseph S.	Zion Insurance Agency	\$3,396	1
Maisonet, Joseph	Maisonet Insurance Agency	\$3,284	3
Statkewicz, Thomas G.	Sylvan-James Associates, Inc.	\$3,084	1
Rutstein, Binyomin	Rutstein Insurance Agency	\$3,060	2
Martinez, Bett L.	Martinez Insurance Agency	\$2,999	1
Hale, Darwin	Hale Insurance Agency	\$2,976	1
Main Line Agency, Inc.		\$2,976	2
Semryck, Steven I.	Semryck Insurance Agency	\$2,972	2
Washwick, Karl	The Washwick Agency, Inc.	\$2,972	1
Your Health Insurance Agency, Inc.		\$2,968	1
Vice, Spencer	Vice Insurance Agency	\$2,926	2
Legg, Geoffrey A.	Legg Insurance Agency	\$2,832	1
Finken, Mark E.	Merit Insurance Services, Inc.	\$2,784	3
Feinman, Steven E.	Feinman Insurance Agency	\$2,676	1



Weekly Leader Board

FOR THE WEEK ENDING

January 3, 2016

Writing Agents

Combined Health/Life

Diamond Producers (\$20,000 & Above)

Bowes, Barbara N.	\$22,236
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Platinum Producers (\$15,000 - \$20,000)

Towson, Carole A.	\$19,836	Sheldon, Paul CLU, ChFC	\$17,652
Kirby, Joseph S.	\$18,600	Coulter, Jeffrey E.	\$16,668

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

Cleveland, Keith E.	\$12,336	Gilbert, Brian	\$10,836
Zacharias, William P.	\$11,904	Lawrence, Kevin	\$10,392
Ripoll, Glenn A.	\$11,820		

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

Zupnick, Eliezer S.	\$8,304	Rosati, Lisa	\$5,708
Michaels, Christopher	\$7,524	Barta, Devin M.	\$5,604
Maisto, Stephen	\$7,440	Roper, Charles W.	\$5,591
Reardon, John J.	\$7,433	Daenzer, Christopher	\$5,495
Greenhill, Richard A.	\$6,912	Caravousanos, George J. Jr.	\$5,328
Kingsley, Beverly J.	\$6,756	Lemar, Fred W. Jr.	\$5,305
Biede, Duane W.	\$6,548	Gordon, Barry N.	\$5,208
Murata, Jane	\$6,432	Gagen, Mark T.	\$5,200
Harasym, Kenneth J.	\$5,952	Sherland, Dean	\$5,174
Ward-Abdo, Julie	\$5,952	Rose, Vicki A.	\$5,172
Mayer, Bruce P.	\$5,924		



Weekly Leader Board



Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

January 3, 2016

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

Santo, Bergino J.	\$4,788	Jennings, Christopher G.	\$3,276
Evans, Kathryn C.	\$4,704	Reyer, Jerome H.	\$3,276
Holmquist, James A.	\$4,677	Vickers, Jordan	\$3,276
Ahlbum, Tim	\$4,524	Payant, Thomas A.	\$3,252
Deluca, Anthony P.	\$4,512	Merritt, Robert	\$3,192
Friedman, Michael D.	\$4,512	Jacobson, Sandy A.	\$3,191
Jonza, John P.	\$4,464	Moss, Nina R.	\$3,108
Stevens, Jason	\$4,355	Popek, Daniel A.	\$3,084
Adelson, Andy G.	\$4,308	Feduniec, Judith	\$3,024
Bryant, Larry W.	\$3,948	Macht, Richard	\$3,024
Saylor, Dexter R.	\$3,948	Holdren, Charles E.	\$3,011
Dyess, William R.	\$3,883	Martinez, Bett L.	\$2,999
Basso, Marie A.	\$3,768	Zeller, Margaret	\$2,976
Bowes, Richard	\$3,768	Esposito, Vincent	\$2,972
Dessel, William	\$3,768	Washwick, Karl	\$2,972
Marengo, Peter	\$3,768	Sandler, Steven A.	\$2,968
Jedlicka, George T.	\$3,764	Siemer, Gail	\$2,968
Kane, David L.	\$3,764	Colon, Ronald	\$2,964
Larocca, Joseph A.	\$3,727	Major, Victoria A.	\$2,927
Gaska, Nancy	\$3,720	Slutsky, Frederick M.	\$2,927
Sullivan, Stephen	\$3,720	Becker, Gary S.	\$2,856
Ferrara, Lynda	\$3,716	Bechtold, Edward H. III	\$2,844
Schwartz, Matthew	\$3,708	Divine, Vlada	\$2,844
Loebig, George J.	\$3,647	Khan, Shameeza	\$2,844
Graham, Christopher N. CLU	\$3,623	Moss, Richard J.	\$2,844
Chang, Kaili	\$3,576	Legg, Geoffrey A.	\$2,832
Matloff, Elliot V.	\$3,576	Demeis, Natalina	\$2,783
Polk, Susan K.	\$3,576	Dickey, John	\$2,760
Costanzo, Nicholas P.	\$3,563	Vertich, Mark	\$2,759
Stotler, Deborah J.	\$3,563	Hatton, John W.	\$2,712
Chevrier, Alain G.	\$3,484	Gafford, Tommie L.	\$2,677
Graham, William C.	\$3,480	Badessa, Joseph J.	\$2,676
Minervini, Debra A.	\$3,480	Felix, Joao L.	\$2,676
Lembcke, Julia G.	\$3,479	Monds, Lynne C.	\$2,676
Zion, Joseph S.	\$3,396	Murphy, Michael W.	\$2,676
Hargis, Mark D.	\$3,384	Santo, Andrew J. Jr.	\$2,676
Abbatiello, Vincent	\$3,360	Balogh, Christian J.	\$2,628
Almond, John M.	\$3,359	Conover, Reeve M.	\$2,616
McGregor, Iyan L.	\$3,312	Wagner, Eric D.	\$2,606
Lemus, Jaime E.	\$3,300	Esch, Jagger W.	\$2,544
Cooper, Bradley D.	\$3,276	Catron, Edward A.	\$2,508
Cortes, Julio C.	\$3,276		