



Weekly Leader Board



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

August 7, 2016

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$78,151	27
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$60,672	1
Lemar, Mike	Sunshine State Agency	\$56,587	23

Platinum Producers (\$30,000 - \$50,000)

Hatton, Catherine E.	Long Island Insurance Solutions	\$31,313	19
Borosak, William J. Jr.	Secure Financial Group, LLC	\$30,854	7
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$30,719	5

Gold Producers (\$10,000 - \$30,000)

Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$28,031	7
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$27,128	6
Ahlbum, Tim	Health Coverage Solutions	\$22,309	6
Barta, Devin M.	Barta Insurance Agency	\$17,496	6
Concklin, Ron	Rosenberg-Concklin, Inc.	\$15,612	11
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$11,699	3
Clark, John W.	Senior Solutions Insurance Agency	\$11,071	9
Rosati, Lisa	Rosati Insurance Agency	\$10,716	2
Mangini, Nicholas L.	Mangini Insurance Agency	\$10,284	2
Hoyek, Pete N.	Hoyek Insurance Agency	\$10,031	1

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

American Eagle Consultants, Inc.		\$9,791	6
Olguin, Loren A.	Olguin Insurance Agency	\$9,180	2
Schwartz, Scott J.	Insurance Protection Services	\$9,180	1
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$8,601	4
Shackelford, Edward L.	The Assurance Group, Inc.	\$8,580	4
Abadjian, Pierre	Abadjian Insurance Group	\$8,483	3
Centerstone Insurance & Financial Svcs.		\$8,336	5
Broker Connection, Inc.		\$8,276	2
James M. Gray, Inc.		\$7,548	2
Senior Insurance Marketing, Inc.		\$7,548	2
AMAC Senior Resources Network		\$7,536	1
ERIN Marketing, Inc.		\$7,416	4
Jetter, Art	Art Jetter & Company, Inc.	\$7,392	2
Lobdell, Deborah H.	Lobdell Insurance Agency	\$7,284	1
Maisto, Stephen	Senior Health Solutions	\$7,080	2
Wroblewski, Robert M.	SOS Insurance Group	\$6,308	4
Abbatiello, Vincent	Mainstay Retirement Solutions	\$5,172	1
Maisonet, Joseph	Maisonet Insurance Agency	\$5,004	2



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

Norgard, Chad M.	Norgard Insurance Group	\$4,823	1
Claiborne, William T. Jr.	Claiborne Insurance Agency	\$4,716	1
Kuhtz, Steven	Kuhtz Insurance Agency	\$4,523	1
Jacobson, Sandy A.	Jacobson Insurance Agency	\$4,307	3
Scoggins, Edith A.	Scoggins Insurance Agency	\$4,141	1
AmeriLife		\$3,917	21
Fekete, Eli	Fekete Insurance Agency	\$3,768	1
Juergens, John	Juergens Insurance Agency	\$3,768	1
Rosen, Paul J.	Paul J. Rosen Financial Services, Inc.	\$3,768	1
Salters, Arthur G.	Salters Insurance Agency	\$3,768	1
Gress, Ronald	United Specialty Associates Corp.	\$3,704	1
Birchard, Natalie K.	Birchard Insurance Agency	\$3,684	1
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	\$3,564	1
Mednick, Scott E.	Professional Insurance Systems of Florida	\$3,474	3
Shaw, Martin L. III	Shaw Insurance Agency	\$3,455	1
Easterling, Horace W.	Easterling Insurance Agency	\$3,431	2
Gately, Charles	Gately Insurance Agency	\$3,276	1
Trenary, Richard W. Jr.	Trenary Insurance Agency	\$3,276	1
Muni, Joseph P. Jr.	Muni Financial, Inc.	\$3,272	1
Martinez, Bett L.	Martinez Insurance Agency	\$3,240	1
Cleveland, Keith E.	Cleveland Insurance Agency	\$3,154	1
Marrujo, Rosamaria	Marrujo Insurance Agency	\$3,120	3
Hoefer, Francis E.	Hoefer Insurance Agency	\$3,084	1
Capital Financial Group, Inc.		\$3,080	1
Ortez, Philip B. Jr.	Phil & Kathy Ortez Insurance Agency, Inc.	\$3,060	1
First Insurance Enterprises, Inc.		\$3,048	1
Priester, John L. Jr.	Priester Insurance Agency	\$2,988	2
Sweeney, James A.	American Senior Benefits	\$2,928	1
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$2,844	1
Mansmann, John T.	Mansmann Insurance Agency	\$2,844	1
Richard, Paul	Richard Insurance Agency	\$2,844	1
Daley, Michael A.	Daley Insurance Agency	\$2,784	1
Stamper, John W.	Choice Plus Benefits	\$2,723	1
Cushard, Edgar	Cushard Insurance Agency	\$2,680	1
Shaw, Tim	Shaw Insurance Agency	\$2,676	1
Schafer, Dean R.	Schafer Insurance Agency	\$2,670	1



Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

August 7, 2016

Diamond Producers (\$20,000 & Above)

Sheldon, Paul, CLU, ChFC	\$60,672
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Platinum Producers (\$15,000 - \$20,000)

Sachs, Kerry	\$16,583
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Gold Producers (\$10,000 - \$15,000)

Gumora, Helene	\$13,668	Aarons, Neill	\$10,428
Stevens, Jason	\$11,856	Graham, Christopher N., CLU	\$10,127
Hatton, Catherine E.	\$11,304	Hoyek, Pete N.	\$10,031

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

Ahlbum, Tim	\$9,804	Altner, Robert M.	\$6,672
Schwartz, Scott J.	\$9,180	Kingsley, Beverly J.	\$6,671
Hargis, Mark D.	\$8,760	Kempler, Gary S.	\$6,660
Mangini, Nicholas L.	\$7,608	Maisto, Stephen	\$5,592
Solmosy, Donna	\$7,536	Abbatiello, Vincent	\$5,172
Jedlicka, George T.	\$7,532	Schauermann, Joshua	\$5,160
Simon, Julie	\$7,284	Stevens, Sandra K.	\$5,148
Dega, Brigett L.	\$7,148	McKnight, Robert J.	\$5,087
Bono, Peter F.	\$6,915		

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

Escalett, Abdiel	\$4,932	Johnston, Larry W.	\$3,704
Norgard, Chad M.	\$4,823	Gladen, Paul M.	\$3,696
Claiborne, William T. Jr.	\$4,716	Ibarra, Carla I.	\$3,684
Catron, Edward A.	\$4,584	Kathrein, Joseph L.	\$3,624
Marcos, Mona	\$4,523	Concklin, Todd C.	\$3,612
Caravousanos, George J. Jr.	\$4,512	Bullard, Janet C.	\$3,564
Ottovogio, Xiomara	\$4,392	Schwartz, Matthew	\$3,564
Rosati, Lisa	\$4,308	Shaw, Martin L. IV	\$3,455
Scoggins, Edith A.	\$4,141	Verrier, Scott R.	\$3,396
Savage, Gina	\$3,996	Vickers, Jordan	\$3,348
Spink, Chad D.	\$3,924	Smith, Constance A.	\$3,311
Fekete, Eli	\$3,768	Albano, Jerry R.	\$3,276
Juergens, John	\$3,768	Bechtold, Edward H. III	\$3,276
Kraus, Bratone T.	\$3,768	Colpitts, Walter W.	\$3,276
Rosen, Paul J.	\$3,768	Gately, Charles	\$3,276
Salters, Arthur G.	\$3,768	Osborn, Jarrett	\$3,276
Walter, Daniel	\$3,768	Trenary, Richard W. Jr.	\$3,276
Muni, Joseph P. Jr.	\$3,272	Clay, Samantha L.	\$2,844
Martinez, Bett L.	\$3,240	Kelsey, Steven D.	\$2,844
Greer, Michael	\$3,192	Mansmann, John T.	\$2,844
Juzwa, Michael	\$3,192	Saylor, Dexter R.	\$2,844
Ripoll, Glenn A.	\$3,180	Selinger, William S.	\$2,844
Cleveland, Keith E.	\$3,154	Sloan, Barbara	\$2,844
Gold, Matthew	\$3,108	Daley, Michael A.	\$2,784
Ciola, Claude M.	\$3,105	Stamper, John W.	\$2,723
Hoefler, Francis E.	\$3,084	Cushard, Edgar	\$2,680
Lemar, Fred W. Jr.	\$3,084	Gallo, Darren M.	\$2,676
Palyo, Denise S.	\$3,080	Greenstein, Bruce	\$2,676
Ortez, Philip B. Jr.	\$3,060	Lembcke, Julia	\$2,676
Strehlke, James A.	\$3,048	Morales, Edwin Jr.	\$2,676
Caraballo, Marielsa	\$3,024	Payant, Thomas A.	\$2,676
Branch, Beth	\$2,963	Schafer, Dean R.	\$2,670
Starkey, Yvonne	\$2,928	Priester, John L. Jr.	\$2,640
Stolack, Mitchell	\$2,928	Lepage, Kenneth L. Jr.	\$2,608
Malooley, Michele A.	\$2,848	Iuso, Tamahra C.	\$2,592