



# Weekly Leader Board



## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

October 9, 2016

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$92,107	35
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$42,731	1
Lemar, Mike	Sunshine State Agency	\$33,664	22
Barta, Devin M.	Barta Insurance Agency	\$32,423	8
Hatton, Catherine E.	Long Island Insurance Solutions	\$30,739	19
<b>Gold Producers (\$10,000 - \$30,000)</b>			
AmeriLife		\$27,304	26
Ahlbum, Tim	Health Coverage Solutions	\$27,060	6
Borosak, William J. Jr.	Secure Financial Group, LLC	\$26,663	7
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$24,742	8
Clark, John W.	Senior Solutions Insurance Agency	\$13,100	6
Mednick, Scott E.	Professional Insurance Systems of Florida	\$13,014	10
Concklin, Ron	Rosenberg-Concklin, Inc.	\$12,812	9
Abbatiello, Vincent	Mainstay Retirement Solutions	\$12,312	3
Shackelford, Edward L.	The Assurance Group, Inc.	\$11,314	7
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$10,008	4
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Edwards, Jackson IV	Edwards Insurance Agency	\$8,328	2
American Eagle Consultants, Inc.		\$7,991	5
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$7,582	2
Smith, Robert J.	New World Associates, Inc.	\$7,536	1
Long Island Health Plans, Inc.		\$7,488	4
Schwartz, Richard S.	Insurance Center of S. Florida	\$7,443	2
Hoffman, Arthur	Hoffman Insurance Agency	\$6,744	2
Moore, Joseph P.	Moore Insurance Agency	\$6,671	1
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$6,597	3
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$6,516	8
Professional Group Plans, Inc.		\$6,284	1
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$5,835	2
Heller, Mark	Heller Insurance Agency	\$5,447	1
Clark, Otmar A. Jr.	Clark & Associates Life & Health	\$5,340	1
Schuler, James F.	Consumer Group Services, Inc.	\$5,255	2



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

Fekete, Eli	Fekete Insurance Agency	\$4,968	1
Wroblewski, Robert M.	SOS Insurance Group	\$4,064	2
Zenith Marketing Group, Inc.		\$4,056	1
Carran, John S.	Carran Insurance Agency	\$3,987	1
Blalock-McFarland & Associates		\$3,900	1
Waxman, Andrew B.	Waxman Insurance Agency	\$3,900	1
Stanton, David R.	Gateway Insurance, Inc.	\$3,800	1
Centerstone Insurance & Financial Svcs.		\$3,720	2
Nordstrom, Timothy W.	Nordstrom Insurance Agency	\$3,708	1
Rodriguez, Carmen A.	Landers-Stein & Associates	\$3,651	1
Sweeney, Paul	Quality First Insurance Agency, Inc.	\$3,635	1
Midland, Annette	Midland Insurance Agency	\$3,600	1
Abadjian, Pierre	Abadjian Insurance Group	\$3,566	3
Hoyek, Pete N.	Hoyek Insurance Agency	\$3,564	1
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$3,384	2
Hoyek, Tony N.	Hoyek Insurance Agency	\$3,372	1
Holmquist, James A.	Holmquist Insurance Agency	\$3,360	2
Catron, Edward A.	Catron Insurance Agency	\$3,312	2
Alan, Stuart	Senior Care Insurance Center	\$3,276	1
Schwartz, Scott J.	Insurance Protection Services	\$3,276	1
Jacobson, Sandy A.	Jacobson Insurance Agency	\$3,271	2
Jones, John A.	Jones Insurance Agency	\$3,271	2
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$3,264	1
Leyva, Raul V.	Leyva Insurance Agency	\$3,108	1
Werner, Mark E.	Werner Insurance Agency	\$3,060	1
Ehrlich, Carl F.	Ehrlich Insurance Agency	\$2,927	1
Senior Insurance Marketing, Inc.		\$2,892	3
Landis, Mark S.	Metro Insurance & Financial Services	\$2,854	2
Greenberg, Joshua K.	Greenberg Tax & Insurance Services	\$2,844	1
Mellendorf, George A.	Mellendorf Insurance Agency	\$2,844	1
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$2,844	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$2,844	1
Maisonet, Joseph	Maisonet Insurance Agency	\$2,676	1
Moriarity, Robert J.	Moriarity Insurance Agency	\$2,676	1
United Insurance Group Agency, Inc.		\$2,676	3
James M. Gray, Inc.		\$2,628	1
AMAC Senior Resources Network		\$2,616	1
Frey, Randall M.	Vinewood Insurance Agency	\$2,592	1
Healthcompare Insurance Services, Inc.		\$2,544	1
Lobdell, Deborah H.	Lobdell Insurance Agency	\$2,508	1



## Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

October 9, 2016

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

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Sheldon, Paul, CLU, ChFC	\$42,731
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### Platinum Producers (\$15,000 - \$20,000)

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

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Vickers, Jordan	\$10,355
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### Silver Producers (\$5,000 - \$10,000)

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Ahlbum, Tim	\$8,136	Lawrence, Kevin	\$6,284
Gumora, Helene	\$8,100	Weiland, David	\$5,964
Ripoll, Glenn A.	\$7,716	Sachs, Kerry	\$5,955
Abbatiello, Vincent	\$7,656	Haft, Gary S.	\$5,771
Smith, Robert J.	\$7,536	Edwards, Jackson IV	\$5,520
Moore, Joseph P.	\$6,671	Heller, Mark	\$5,447
Graham, Christopher N., CLU	\$6,575	Clark, Otmar A. Jr.	\$5,340
Gorden, Renee G.	\$6,548	Mangini, Rosemary	\$5,208
Stevens, Jason	\$6,516		

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

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Hatton, Catherine E.	\$4,992	Joe, Todd M.	\$3,468
Fekete, Eli	\$4,968	Chacon, Cesar	\$3,432
Stark, Richard N.	\$4,595	Hoyek, Tony N.	\$3,372
Pearson, Joseph F.	\$4,355	Grimaldi, Ashley	\$3,360
Chard, Dani L.	\$4,260	Borosak, William J. Jr.	\$3,276
Barta, Francine	\$4,176	Kasen, Phillip S.	\$3,276
Brown, Matthew	\$4,056	Minervini, Debra A.	\$3,276
Kachmar, George M.	\$4,056	Pekala, David C.	\$3,276
Winer, Martin A.	\$3,987	Schwartz, Scott J.	\$3,276
Stevens, Sandra K.	\$3,960	Sebest, James	\$3,276
Blalock, John	\$3,900	Sakharoff, Richard D.	\$3,264
Waxman, Andrew B.	\$3,900	Gutman, Yehudah L.	\$3,248
Stanton, David	\$3,800	Dixon, Tia V.	\$3,228
Hoover, William C.	\$3,764	Shaw, Martin L. III	\$3,191
Rothman, Paul S.	\$3,764	Williams, Tavaris	\$3,191
Nordstrom, Timothy W.	\$3,708	Castro, Gaudencio Jr.	\$3,108
Preuss, Diane J.	\$3,651	Gordon, Aaron	\$3,108
Delauter, Kenneth R. Jr.	\$3,635	Ottovegio, Xiomara	\$3,108
Cohn, Elisabeth	\$3,600	Davis, Karen L.	\$3,107
Hoyek, Pete N.	\$3,564	Larocca, Joseph A.	\$3,107
Mangini, Nicholas L.	\$3,528	Werner, Mark E.	\$3,060



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## Writing Agents

FOR THE WEEK ENDING

### Combined Health/Life

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Connley, Mel H.	\$2,951	Grundman Beattie, Ross B.	\$2,784
Bono, Peter F.	\$2,927	Gilbert, Brian	\$2,760
Ehrlich, Carl F.	\$2,927	Hatton, John W.	\$2,688
Hackmeier, Jeff D.	\$2,927	Brown, Christopher	\$2,676
Capierscho, Daniel E.	\$2,861	Coogan, Bernard J.	\$2,676
Needleman, Steven M.	\$2,848	Hernandez, Oliver R.	\$2,676
Carvo, Andrew M.	\$2,844	Moriarty, Robert J.	\$2,676
Dillow, David S.	\$2,844	Payant, Thomas A.	\$2,676
Freifeld, Mitchell S.	\$2,844	Catron, Edward A.	\$2,640
Gordon, Ian	\$2,844	Grzywa, Brandon	\$2,628
Greenberg, Joshua K.	\$2,844	Jordan, Diana L.	\$2,616
Hoffman, Arthur	\$2,844	Lepage, Kenneth L. Jr.	\$2,616
Jennings, Christopher G.	\$2,844	Zaccagnino, Andrew J.	\$2,616
Lagamma, Vincent J.	\$2,844	Whiteley, William R.	\$2,615
Malley, Jeffrey K.	\$2,844	Frey, Randall M.	\$2,592
Merker, David T.	\$2,844	Hilgendorf, Sydney M.	\$2,579
Rosati, Lisa	\$2,844	Weiss, Marc H.	\$2,578
Saylor, Dexter R.	\$2,844	Holmquist, James A.	\$2,556
Sommer, Ann	\$2,844	Boyd, Scott	\$2,544
Muhlberg, Neal	\$2,820	Simon, Julie	\$2,508
McGregor, Iyan L.	\$2,808		