



## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

October 23, 2016

| Diamond Producers (\$50,000 & Above)            | Agency Name                                 | Net Issue | Producer Count |
|---|---|-----------|----------------|
| Ahlbum, Jon                                     | The Ahlbum Insurance Group, Inc.            | \$203,118 | 49             |
| Barta, Devin M.                                 | Barta Insurance Agency                      | \$84,034  | 11             |
| Borosak, William J. Jr.                         | Secure Financial Group, LLC                 | \$66,035  | 11             |
| Lemar, Mike                                     | Sunshine State Agency                       | \$57,159  | 27             |
| <b>Platinum Producers (\$30,000 - \$50,000)</b> |   |           |                |
| AmeriLife                                       |   | \$48,016  | 38             |
| Sachs, Kerry                                    | Secure Retirement Solutions, Inc.           | \$46,642  | 6              |
| Ahlbum, Donna M.                                | The Ahlbum Insurance Group, Inc.            | \$46,028  | 11             |
| Ahlbum, Tim                                     | Health Coverage Solutions                   | \$32,940  | 5              |
| Mangini, Nicholas L.                            | Mangini Insurance Agency                    | \$32,160  | 2              |
| Shackelford, Edward L.                          | The Assurance Group, Inc.                   | \$32,074  | 8              |
| <b>Gold Producers (\$10,000 - \$30,000)</b>     |   |           |                |
| Hatton, Catherine E.                            | Long Island Insurance Solutions             | \$28,571  | 22             |
| Clark, John W.                                  | Senior Solutions Insurance Agency           | \$27,610  | 12             |
| Mednick, Scott E.                               | Professional Insurance Systems of Florida   | \$27,419  | 21             |
| Stevens, Ray                                    | Stevens & Associates Insurance Agency, Inc. | \$26,987  | 4              |
| Maisonet, Joseph                                | Maisonet Insurance Agency                   | \$26,303  | 3              |
| Rosati, Lisa                                    | Rosati Insurance Agency                     | \$23,184  | 4              |
| Wroblewski, Robert M.                           | SOS Insurance Group                         | \$22,771  | 9              |
| Sheldon, Paul, CLU, ChFC                        | Paul Sheldon Insurance & Benefits Planning  | \$18,324  | 1              |
| Chacon, Cesar                                   | The Insurance Hub                           | \$17,520  | 7              |
| Graham, Christopher N., CLU                     | Graham Financial Group, Inc.                | \$14,722  | 7              |
| Senior Insurance Marketing, Inc.                |   | \$13,776  | 3              |
| Schwartz, Richard S.                            | Insurance Center of S. Florida              | \$12,731  | 4              |
| Schwartz, Scott J.                              | Insurance Protection Services               | \$11,988  | 1              |
| Maisto, Stephen                                 | Senior Health Solutions                     | \$11,520  | 3              |
| Sakharoff, Richard D.                           | Security Benefits Group, Inc.               | \$11,112  | 2              |
| Concklin, Ron                                   | Rosenberg-Concklin, Inc.                    | \$11,064  | 8              |
| James M. Gray, Inc.                             |   | \$10,764  | 2              |
| Wiedersum, Bryan F.                             | Wiedersum Insurance Agency                  | \$10,332  | 1              |
| Burke, April L.                                 | Burke Insurance Agency                      | \$10,008  | 2              |
| <b>Silver Producers (\$5,000 - \$10,000)</b>    |   |           |                |
| Schroeder, Shawn                                | Jack Schroeder & Associates, Inc.           | \$8,999   | 5              |
| Savage, Gina                                    | Savage Insurance Agency                     | \$8,972   | 2              |
| Crevello, Paul F.                               | Crevello Insurance Agency                   | \$8,770   | 1              |
| Alan, Stuart                                    | Senior Care Insurance Center                | \$8,640   | 2              |
| Abbatiello, Vincent                             | Mainstay Retirement Solutions               | \$8,448   | 1              |
| Gelbwaks, Peter S.                              | Gelbwaks Executive Marketing Corp.          | \$8,271   | 3              |
| Iwill Advisors, Inc.                            |   | \$8,148   | 4              |
| Stevens, Mike                                   | Farm & Ranch Healthcare, Inc.               | \$8,093   | 4              |
| Contemporary Employee Plans, Inc.               |   | \$7,968   | 2              |
| Ulayyet, Fred M.                                | Ulayyet Insurance Agency                    | \$7,679   | 1              |
| Abadjian, Pierre                                | Abadjian Insurance Group                    | \$7,164   | 3              |
| Senn, Scott E.                                  | Senn Insurance Agency                       | \$7,020   | 1              |
| Forhman, Elaine T.                              | R & E Marketing Assoc., Inc.                | \$6,718   | 1              |
| Lobdell, Deborah H.                             | Lobdell Insurance Agency                    | \$6,396   | 2              |
| Vickers, Jordan                                 | Vickers Insurance Agency                    | \$6,324   | 2              |
| Ortez, Philip B. Jr.                            | Phil & Kathy Ortez Insurance Agency, Inc.   | \$6,192   | 1              |
| Finkelstein, Sara                               | Finkelstein Insurance Agency                | \$6,120   | 1              |
| Katlin, Andrew                                  | Katlin Insurance Agency                     | \$6,035   | 1              |
| Coggins, Barbara E.                             | Coggins Insurance Agency                    | \$5,924   | 1              |
| Hirsch, Susan J.                                | Hirsch Insurance Agency                     | \$5,784   | 3              |
| Black, Ana M.                                   | Black Insurance Agency                      | \$5,724   | 2              |
| Ahmed, Nur N.                                   | Ahmed Insurance Agency                      | \$5,688   | 2              |
| Platinum Choice Healthcare                      |   | \$5,556   | 1              |



## General Agencies

Combined Health/Life

FOR THE WEEK ENDING

October 23, 2016

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

|  |                                      |         |   |
|--|--------------------------------------|---------|---|
| Agent Pipeline, Inc.                   |                                      | \$4,859 | 2 |
| Dworkin, Earl D.                       | Dworkin Insurance Agency             | \$4,679 | 1 |
| Long Island Health Plans, Inc.         |                                      | \$4,600 | 4 |
| Gately, Charles                        | Gately Insurance Agency              | \$4,332 | 1 |
| Waxman, Andrew B.                      | Waxman Insurance Agency              | \$4,308 | 1 |
| Schuler, James F.                      | Consumer Group Services, Inc.        | \$4,259 | 2 |
| Shaw, Tim                              | Shaw Insurance Agency                | \$4,212 | 1 |
| Rodriguez, Adriana                     | Rodriguez Insurance Agency           | \$4,187 | 1 |
| Sweeney, Paul                          | Quality First Insurance Agency, Inc. | \$4,163 | 2 |
| Woodmen Insurance Agency, Inc.         |                                      | \$3,975 | 6 |
| GMP Retirement Strategies, Inc.        |                                      | \$3,888 | 1 |
| Klibowitz, Larry T.                    | Klibowitz Insurance Agency           | \$3,802 | 1 |
| Esch, Jagger W.                        | Esch Insurance Agency                | \$3,780 | 2 |
| Nordstrom, Timothy W.                  | Nordstrom Insurance Agency           | \$3,708 | 1 |
| McGuigan, Shirley A.                   | McGuigan Insurance Agency            | \$3,660 | 1 |
| Haug, John H.                          | Haug Insurance Agency                | \$3,647 | 2 |
| Goldberg, Isaac D.                     | Goldberg Insurance Agency            | \$3,612 | 1 |
| Taranto, John H.                       | Taranto Insurance Agency             | \$3,592 | 1 |
| Hoyek, Pete N.                         | Hoyek Insurance Agency               | \$3,563 | 1 |
| Bahlkow, Valerie J.                    | Bahlkow Insurance Agency             | \$3,552 | 2 |
| Safanov, Valery                        | Safanov Insurance Agency             | \$3,396 | 1 |
| Baacke, Brian W.                       | Baacke Insurance Agency              | \$3,384 | 2 |
| General Agency Ins. Development Svc.   |                                      | \$3,383 | 1 |
| Snow, Audrey                           | Snow Insurance Agency                | \$3,359 | 1 |
| Reimann, Amy E.                        | Reimann Insurance Agency             | \$3,315 | 1 |
| Palmieri & Associates, LLC             |                                      | \$3,276 | 1 |
| Weiner, Herbert A.                     | Weisbrot Insurance Agency            | \$3,276 | 1 |
| Averill, Steven B.                     | Averill Insurance Agency             | \$3,240 | 1 |
| Sainz De La Maza, Federico             | Sainz De La Maza Insurance Agency    | \$3,191 | 1 |
| Senior Services of North America, Inc. |                                      | \$3,148 | 3 |
| Rushing, Robbie D.                     | Rushing Insurance Agency             | \$3,108 | 1 |
| Daley, Sheila G.                       | Daley Insurance Agency               | \$3,000 | 1 |
| Zum Tobel, Marc G.                     | Consolidated Insurance Group, Inc.   | \$2,927 | 1 |
| Blevins, Jonithan L.                   | Blevins Insurance Agency             | \$2,879 | 1 |
| Cherry & Associates                    |                                      | \$2,844 | 1 |
| Graham, Carter                         | Shoreline Financial                  | \$2,844 | 1 |
| Valery, Albert L.                      | Valery Insurance Agency              | \$2,844 | 1 |
| Wardell, Ronald P.                     | Wardell Insurance Agency             | \$2,844 | 1 |
| Hall, Andrei                           | Hall Insurance Agency                | \$2,736 | 1 |
| Medsupps Solutions, LLC                |                                      | \$2,688 | 1 |
| Cheek, Steven J.                       | Cheek Insurance Agency               | \$2,676 | 1 |
| American Eagle Consultants, Inc.       |                                      | \$2,592 | 1 |



## Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

October 23, 2016

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

|                      |          |             |          |
|----------------------|----------|-------------|----------|
| Mangini, Nicholas L. | \$31,572 | Ahlbum, Tim | \$21,252 |
| Payant, Thomas A.    | \$26,495 |             |          |

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

|                          |          |              |          |
|--------------------------|----------|--------------|----------|
| Barta, Devin M.          | \$19,776 | Stevens, Ray | \$15,696 |
| Sheldon, Paul, CLU, ChFC | \$18,324 | Sachs, Kerry | \$15,563 |
| Holzman, Robert          | \$17,242 |              |          |

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

|                    |          |                     |          |
|--------------------|----------|---------------------|----------|
| Gordon, Aaron      | \$12,969 | Rosati, Lisa        | \$11,676 |
| Schwartz, Scott J. | \$11,988 | Wiedersum, Bryan F. | \$10,332 |
| Primack, Neil E.   | \$11,952 |                     |          |

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

|                       |         |                         |         |
|-----------------------|---------|-------------------------|---------|
| Richard, Paul         | \$9,719 | Savage, Gina            | \$6,548 |
| Lembcke, Julia        | \$9,418 | Lucas, Richard          | \$6,420 |
| Sakharoff, Richard D. | \$9,036 | Ranney, Eugene          | \$6,420 |
| Sanders, Barbara L.   | \$9,010 | Minervini, Debra A.     | \$6,240 |
| Crevello, Paul F.     | \$8,770 | Ortez, Philip B. Jr.    | \$6,192 |
| Abbatiello, Vincent   | \$8,448 | Dega, Brigett L.        | \$6,120 |
| Himmelstein, Paul R.  | \$7,848 | Finkelstein, Sara       | \$6,120 |
| Ulayyet, Fred M.      | \$7,679 | Burke, April L.         | \$6,060 |
| Lauer, Deborah        | \$7,572 | Glickman, Abraham       | \$6,035 |
| Kingsley, Beverly J.  | \$7,247 | Cochran, Ronnie L.      | \$6,012 |
| Rashkin, Todd         | \$7,224 | Coggins, Barbara E.     | \$5,924 |
| Greenberg, Richard A. | \$7,020 | Miller, Errohl          | \$5,772 |
| Becker, Gary S.       | \$6,923 | Kempler, Gary S.        | \$5,688 |
| Grzywa, Brandon       | \$6,840 | Bock, Frederick         | \$5,556 |
| Edwards, Jackson IV   | \$6,792 | Gillard-Martin, Mary G. | \$5,400 |
| Forthman, Elaine T.   | \$6,718 | Keil, Russell           | \$5,376 |
| Dimsdale, William T.  | \$6,707 | Maisto, Stephen         | \$5,376 |
| Gilbert, Brian        | \$6,576 | Ahlbum, Jon             | \$5,100 |



## Writing Agents

FOR THE WEEK ENDING

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October 23, 2016

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

|                          |         |                             |         |
|--------------------------|---------|-----------------------------|---------|
| Carrasquillo, Angelic A. | \$4,979 | Gately, Charles             | \$4,332 |
| Mairano, Alexander E.    | \$4,967 | Waxman, Andrew B.           | \$4,308 |
| Stevens, Jason           | \$4,956 | Abadjian, Pierre            | \$4,248 |
| Ahmed, Nur N.            | \$4,920 | Graham, Christopher N., CLU | \$4,247 |
| Jaffe, Joseph A.         | \$4,843 | Brown, Matthew              | \$4,224 |
| Frankenberry, Barth      | \$4,728 | Greenstein, Bruce           | \$4,212 |
| Dworkin, Earl D.         | \$4,679 | Rodriguez, Adriana          | \$4,187 |
| Hall, Tiffany            | \$4,476 | Larocca, Joseph A.          | \$4,167 |
| Weinfeld, Shia           | \$4,356 | Bryant, Larry W.            | \$4,104 |
| Muni, Joseph P. Jr.      | \$4,343 | Saylor, Dexter R.           | \$4,104 |
| Chard, Dani L.           | \$4,020 | Russo, Evan V.              | \$3,240 |
| Ahlbum, Donna M.         | \$4,008 | Brannigan, Kenneth J.       | \$3,228 |
| Gintel, Jay R.           | \$3,948 | Cruz, Ramon E. Jr.          | \$3,191 |
| Wiser, Karen A.          | \$3,948 | Hackmeier, Jeff D.          | \$3,191 |
| Ratliff, Dale III        | \$3,924 | Quigg, Thomas L.            | \$3,167 |
| Rush, Francine           | \$3,900 | Rushing, Robbie D.          | \$3,108 |
| Wainsztein, Jeremy M.    | \$3,900 | Mankamy, Mary               | \$3,107 |
| Preacher, George H.      | \$3,888 | Borosak, William J. Jr.     | \$3,048 |
| Cortes, Julio C.         | \$3,875 | Lobdell, Deborah H.         | \$3,024 |
| Hall, James T.           | \$3,816 | Patterson, Adam D.          | \$3,024 |
| Lange, Stephen R.        | \$3,816 | Haass, David                | \$3,012 |
| Klibowitz, David R.      | \$3,802 | Spire, Brian W.             | \$3,012 |
| Nordstrom, Timothy W.    | \$3,708 | Daley, Sheila L.            | \$3,000 |
| Rapini, Duane M.         | \$3,682 | Lackey, Robert C.           | \$2,928 |
| Keaveny, Patrick         | \$3,660 | Zum Tobel, Marc             | \$2,927 |
| Goldberg, Isaac D.       | \$3,612 | Blevins, Jonithan L.        | \$2,879 |
| Taranto, John H.         | \$3,592 | Cherry, Pamela K.           | \$2,844 |
| Vickers, Jordan          | \$3,588 | Dewalt, Geri B.             | \$2,844 |
| Barta, Francine          | \$3,576 | Goldstein, Lawrence         | \$2,844 |
| Rowland, Teresa J.       | \$3,564 | Gratzon, Peter              | \$2,844 |
| Hoyek, Pete N.           | \$3,563 | Verpaele, Dawn A.           | \$2,844 |
| Aarons, Neill            | \$3,480 | Cochran, John T.            | \$2,784 |
| Gruby, Danny             | \$3,480 | Felix, Joao L.              | \$2,784 |
| Borjas, Israel           | \$3,444 | Flynn, Erin                 | \$2,784 |
| Mangini, Rosemary        | \$3,396 | Gerner, Karen C.            | \$2,784 |
| Safanov, Valery          | \$3,396 | Maisonet, Joseph            | \$2,784 |
| Scott, James R.          | \$3,396 | Slutsky, Frederick M.       | \$2,759 |
| Chester, Lee J.          | \$3,383 | Hall, Andrei                | \$2,736 |
| Graham, Christopher C.   | \$3,383 | Robayo, Juan D.             | \$2,736 |
| Simon, Julie             | \$3,372 | Post, Joshua                | \$2,688 |
| Bono, Peter F.           | \$3,359 | Dixon, Carol A.             | \$2,676 |
| Snow, Audrey             | \$3,359 | Hunt, Marilee               | \$2,676 |
| Reimann, Amy E.          | \$3,315 | Laughlin, James A.          | \$2,676 |
| Palmieri, Nicholas P.    | \$3,276 | Vorse, Lanny J.             | \$2,676 |
| Selinger, William S.     | \$3,276 | Ottovogio, Xiomara          | \$2,616 |
| Strulowitz, Larry        | \$3,276 | Clay, Samantha L.           | \$2,592 |
| Weiland, David           | \$3,276 | Claassen, Matthew J.        | \$2,530 |
| Weiner, Herbert A.       | \$3,276 | Fuller, Bret A.             | \$2,508 |
| Averill, Steven B.       | \$3,240 |                             |         |