



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

November 6, 2016

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$151,649	57
Lemar, Mike	Sunshine State Agency	\$88,444	33
Hatton, Catherine E.	Long Island Insurance Solutions	\$55,003	45
Barta, Devin M.	Barta Insurance Agency	\$52,512	15
Platinum Producers (\$30,000 - \$50,000)			
Ahlbum, Tim	Health Coverage Solutions	\$46,740	6
Shackelford, Edward L.	The Assurance Group, Inc.	\$45,625	14
AmeriLife		\$39,732	37
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$39,647	12
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$39,261	6
Borosak, William J. Jr.	Secure Financial Group, LLC	\$37,708	14
Maisonet, Joseph	Maisonet Insurance Agency	\$32,952	1
Abbateiello, Vincent	Mainstay Retirement Solutions	\$32,292	4
Gold Producers (\$10,000 - \$30,000)			
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$27,779	9
Clark, John W.	Senior Solutions Insurance Agency	\$23,588	11
Mednick, Scott E.	Professional Insurance Systems of Florida	\$23,277	16
Smith, Robert J.	New World Associates, Inc.	\$20,208	1
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$19,487	8
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$19,100	1
Rapini, Duane M.	Rapini Insurance Agency	\$17,620	3
Rosati, Lisa	Rosati Insurance Agency	\$16,836	3
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$16,140	1
ERIN Marketing, Inc.		\$15,671	6
Senior Insurance Marketing, Inc.		\$14,124	4
Edwards, Jackson IV	Edwards Insurance Agency	\$14,016	4
Concklin, Ron	Rosenberg-Concklin, Inc.	\$13,892	10
Iwill Advisors, Inc.		\$13,610	5
Mangini, Nicholas L.	Mangini Insurance Agency	\$13,368	2
Alan, Stuart	Senior Care Insurance Center	\$13,356	2
James M. Gray, Inc.		\$12,024	3
American Eagle Consultants, Inc.		\$11,580	8
Chacon, Cesar	The Insurance Hub	\$10,956	5
Schwartz, Richard S.	Insurance Center of S. Florida	\$10,715	5
Long Island Health Plans, Inc.		\$10,712	4
Duryea, Don B.	Duryea Insurance Agency	\$10,140	3
Silver Producers (\$5,000 - \$10,000)			
Maisto, Stephen	Senior Health Solutions	\$9,684	3
Ehrlich, Carl F.	Ehrlich Insurance Agency	\$8,653	1
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$7,394	9
McGregor, Iyan L.	McGregor Insurance Agency	\$7,332	3
Centerstone Insurance & Financial Svcs.		\$7,040	5
Cholak, Paul M.	Cholak Insurance Agency	\$6,875	1
Finken, Mark E.	Merit Insurance Services, Inc.	\$6,863	5
Moore, Joseph P.	Moore Insurance Agency	\$6,838	1
Savage, Gina	Savage Insurance Agency	\$6,647	3
Vickers, Jordan	Vickers Insurance Agency	\$6,624	2
Schwartz, Scott J.	Insurance Protection Services	\$6,324	1
Lobdell, Deborah H.	Lobdell Insurance Agency	\$6,168	2
Banville, Richard	Banville Insurance Agency	\$6,072	1
Santo, Bergino J.	Santo Insurance Agency	\$6,048	1
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$6,013	3
Schuler, James F.	Consumer Group Services, Inc.	\$5,447	2
Pollier, Robert L. Jr.	Senior Management Services	\$5,288	2
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$5,172	1
Daley, Michael A.	Daley Insurance Agency	\$5,146	1
MP Health Plans, LLC		\$5,100	1
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$5,076	3



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

Joiner, Clifton T.	Joiner Insurance Agency	\$4,956	1
Esch, Jagger W.	Esch Insurance Agency	\$4,656	1
Professional Group Plans, Inc.		\$4,592	3
Hirsch, Susan J.	Hirsch Insurance Agency	\$4,403	2
Heller, Mark	Heller Insurance Agency	\$4,379	1
Blizman, Donna J.	Blizman Insurance Agency	\$4,328	2
Skolnick, Hal S.	Skolnick Insurance Agency	\$4,092	1
Carran, John S.	Carran Insurance Agency	\$3,983	1
Stamper, John W.	Choice Plus Benefits	\$3,959	1
Master Insurance Services, Inc.		\$3,936	1
Duque, Isabella	Duque Insurance Agency	\$3,900	1
Iglesias, Rafael A.	Iglesias Insurance Agency	\$3,900	1
Kuiphoff, Karen R.	Kuiphoff Insurance Agency	\$3,880	1
Moraski, Matthew B.	Moraski Insurance Agency	\$3,852	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$3,852	1
Senior Services of North America, Inc.		\$3,848	5
Ahmed, Nur N.	Ahmed Insurance Agency	\$3,824	3
Reardon, John J.	Senior Healthcare Benefits Group, Inc.	\$3,824	4
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	\$3,804	1
Martinez, Bett L.	Martinez Insurance Agency	\$3,611	1
Buck, James L.	Buck Insurance Agency	\$3,564	1
Reynolds, Robert D.	Reynolds Insurance Agency	\$3,564	1
Wilgus, Allison M.	Wilgus Insurance Agency	\$3,480	1
Glanzer, Jack	The Granite Insurance Brokerage, LLC	\$3,406	1
Hoyek, Tony N.	Hoyek Insurance Agency	\$3,372	1
Woodmen Insurance Agency, Inc.		\$3,360	6
Finkelstein, Sara	Finkelstein Insurance Agency	\$3,276	1
Lerner, Stanford J.	Lerner Insurance Agency	\$3,120	3
Medsupps Solutions, LLC		\$3,096	1
Your Health Insurance Agency, Inc.		\$3,064	3
Crespo, Ruben	Crespo Insurance Agency	\$3,024	1
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$3,024	1
Longo, Wendy L.	Longo Insurance Agency	\$3,024	1
Peters, Dave L.	Peters Insurance Agency	\$3,024	1
Iannelli, Joseph A.	Iannelli Insurance Agency	\$2,962	3
Forthman, Elaine T.	R & E Marketing Assoc., Inc.	\$2,927	1
Norgard, Chad M.	Norgard Insurance Group	\$2,916	1
Belhomme, Stefan	Belhomme Insurance Agency	\$2,892	1
Cheek, Steven J.	Cheek Insurance Agency	\$2,736	1
Gress, Ronald	United Specialty Associates Corp.	\$2,712	1
AMAC Senior Resources Network		\$2,688	1
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$2,688	1
Judah, Charles G.	MSIS, Inc.	\$2,687	3
Serra, Mark	Serra Insurance Agency	\$2,676	1
Baacke, Brian W.	Baacke Insurance Agency	\$2,640	3
Benefit Plans of America, Inc.		\$2,640	1
Blue Water Insurance Advisors, LLC		\$2,640	1
Whitt, Troy C.	Whitt Insurance Agency	\$2,604	1
Mellendorf, George A.	Mellendorf Insurance Agency	\$2,580	1
Birchard, Natalie K.	Birchard Insurance Agency	\$2,544	2



Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

November 6, 2016

Diamond Producers (\$20,000 & Above)

Payant, Thomas A.	\$32,952	Smith, Robert J.	\$20,208
Sachs, Kerry	\$24,202		

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

Sakharoff, Richard D.	\$19,100	Rosati, Lisa	\$16,032
Sheldon, Paul, CLU, ChFC	\$16,140	Abbatiello, Vincent	\$15,372

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

Ahlbum, Tim	\$14,976	Aarons, Neill	\$11,952
Gilbert, Brian	\$14,328	Alan, Stuart	\$11,832
Kempler, Gary S.	\$13,920	Jennings, Mark	\$11,652
Graham, Christopher N., CLU	\$13,258		

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

Gordon, Aaron	\$9,168	Shaw, Martin L. III	\$6,383
Ehrlich, Carl F.	\$8,653	Schwartz, Scott J.	\$6,324
Brown, Christopher	\$8,364	Concklin, Todd C.	\$6,128
Pearson, Joseph F.	\$7,702	Mayer, Bruce P.	\$6,104
Chard, Dani L.	\$7,128	Verrier, Scott R.	\$6,084
Cafone, Louis	\$7,114	Halperin, Murray A.	\$6,072
Gillard-Martin, Mary G.	\$7,008	Santo, Bergino J.	\$6,048
Mangini, Nicholas L.	\$6,924	Kitay, Laura A.	\$6,024
Cholak, Paul M.	\$6,875	Primack, Neil E.	\$5,712
Moore, Joseph P.	\$6,838	Ratliff, Dale III	\$5,676
Edwards, Jackson IV	\$6,684	Weiland, David	\$5,628
Weingarden, Estelle	\$6,672	Atwood, Susan E.	\$5,172
Rapini, Duane M.	\$6,588	Daley, Michael A.	\$5,146
Stevens, Jason	\$6,504	Badessa, Joseph J.	\$5,112
Lange, Douglas M.	\$6,496	Davis, Michael M.	\$5,100
Becker, Gary S.	\$6,467	Ottovogio, Xiomara	\$5,064
Schroeder, Zac	\$6,444	Balogh, Christian J.	\$5,026
Gorden, Renee G.	\$6,420		



Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

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

Savage, Gina	\$4,992	Maisto, Stephen	\$3,456
Clatsoff, Deborah A.	\$4,967	Glanzer, Jack E.	\$3,406
Joiner, Clifton T.	\$4,956	Jennings, Christopher G.	\$3,396
Davis, Karen L.	\$4,883	Kreisberg, Kenneth	\$3,396
Ahlbum, Jon	\$4,872	Lemar, Mike	\$3,396
Barta, Devin M.	\$4,800	Quintero, Ana L.	\$3,383
Keil, Russell	\$4,692	Hoyek, Tony N.	\$3,372
Haass, David	\$4,656	Fink, Christopher	\$3,359
Simon, Julie	\$4,644	Kingsley, Beverly J.	\$3,359
Hackmeier, Jeff D.	\$4,619	Finkelstein, Sara	\$3,276
Mangini, Rosemary	\$4,608	Jaffe, Joseph A.	\$3,276
Ripoll, Glenn A.	\$4,608	Robertson, Zachariah G.	\$3,264
Stevens, Ray	\$4,584	Spink, Chad D.	\$3,252
Peltz, Arnold	\$4,560	Feil, Jeffery N.	\$3,228
Pala, John P.	\$4,536	Muccioli, Carolyn	\$3,228
Heller, Mark	\$4,379	Lovelace, Susan	\$3,108
Borosak, William J. Jr.	\$4,368	Grzywa, Brandon	\$3,096
Simpkins, Mark A.	\$4,193	Post, Joshua	\$3,096
Westfall, Edward B.	\$4,104	Moss, Nina R.	\$3,060
Skolnick, Hal S.	\$4,092	Crespo, Ruben	\$3,024
Parker, Thomas W.	\$4,080	Genduso, Adam J.	\$3,024
Barganier, Brian K.	\$4,056	Michaelson, Robert P.	\$3,024
Winer, Martin A.	\$3,983	Peters, Dave L.	\$3,024
Stamper, John W.	\$3,959	Forhman, Elaine T.	\$2,927
Baghaeimehr, Sofia	\$3,936	Lange, Stephen R.	\$2,927
Cortes, Julio C.	\$3,924	Muni, Joseph P. Jr.	\$2,927
Dean, James	\$3,904	Laughlin, James A.	\$2,916
Duque, Isabella	\$3,900	Norgard, Chad M.	\$2,916
Iglesias, Rafael A.	\$3,900	Belhomme, Stefan	\$2,892
Miller, Phyllis D.	\$3,900	Colpitts, Walter W.	\$2,844
Taddei, Theodore R. Jr.	\$3,900	Robayo, Juan D.	\$2,844
Kuiphoff, Karen R.	\$3,880	Cochran, John T.	\$2,784
Daenzer, Christopher	\$3,852	Potts, Krista L.	\$2,784
Bullard, Janet C.	\$3,804	Cabble, James J.	\$2,759
Horan-Luce, Gracemarie	\$3,800	Dimsdale, William T.	\$2,759
Vickers, Jordan	\$3,780	Vertich, Mark	\$2,759
Omid, Robert	\$3,768	Hunt, Marilee	\$2,736
Kornbluh, Gary N.	\$3,708	Kovarsky, Nathan S.	\$2,712
Sanders, Barbara L.	\$3,707	Golden, Michael N.	\$2,688
McGregor, Iyan L.	\$3,636	Jordan, Diana L.	\$2,688
Martinez, Bett L.	\$3,611	Wiedersum, Bryan F.	\$2,688
Buck, James L.	\$3,564	Riddle, David O.	\$2,676
Reynolds, Robert D.	\$3,564	Serra, Mark	\$2,676
Mankiewicz, Joshua	\$3,563	Carozza, Albert B.	\$2,640
Cornett, Joshua	\$3,504	Gilligan, Collin T.	\$2,604
Delia, Brian	\$3,480	Merker, David T.	\$2,580
Wilgus, Allison M.	\$3,480	Campbell, Stuart W.	\$2,532
Caravousanos, George J. Jr.	\$3,456		