



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

November 13, 2016

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$158,538	60
Lemar, Mike	Sunshine State Agency	\$90,124	39
Hatton, Catherine E.	Long Island Insurance Solutions	\$64,350	44
Borosak, William J. Jr.	Secure Financial Group, LLC	\$54,451	14
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$54,322	11
Platinum Producers (\$30,000 - \$50,000)			
AmeriLife		\$47,192	40
Ahlbum, Tim	Health Coverage Solutions	\$44,688	6
Barta, Devin M.	Barta Insurance Agency	\$41,964	12
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$40,318	10
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$38,147	12
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$33,646	7
Gold Producers (\$10,000 - \$30,000)			
Mednick, Scott E.	Professional Insurance Systems of Florida	\$27,359	16
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$22,475	1
Clark, John W.	Senior Solutions Insurance Agency	\$20,555	12
Maisonet, Joseph	Maisonet Insurance Agency	\$18,311	2
Savage, Gina	Savage Insurance Agency	\$17,099	4
Senior Insurance Marketing, Inc.		\$16,492	7
Rapini, Duane M.	Rapini Insurance Agency	\$15,863	2
Concklin, Ron	Rosenberg-Concklin, Inc.	\$14,672	14
Shackelford, Edward L.	The Assurance Group, Inc.	\$13,476	8
Centerstone Insurance & Financial Svcs.		\$13,366	4
Schwartz, Scott J.	Insurance Protection Services	\$13,236	1
Catron, Edward A.	Catron Insurance Agency	\$12,919	4
Cheek, Steven J.	Cheek Insurance Agency	\$11,484	2
Palmer, Casey V.	Palmer Insurance Agency	\$11,244	2
Haug, John H.	Haug Insurance Agency	\$11,242	3
Kuhtz, Steven	Kuhtz Insurance Agency	\$11,062	3
Abadjian, Pierre	Abadjian Insurance Group	\$10,224	2
Wroblewski, Robert M.	SOS Insurance Group	\$10,167	5
Maisto, Stephen	Senior Health Solutions	\$10,152	6
Chacon, Cesar	The Insurance Hub	\$10,099	5
Silver Producers (\$5,000 - \$10,000)			
Haft, Gary S.	JMH Advisors, Inc.	\$9,896	2
James M. Gray, Inc.		\$9,732	3
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$9,658	9
Ahmed, Nur N.	Ahmed Insurance Agency	\$8,964	3
Benaïm, Eduardo	Benaïm Insurance Agency	\$8,664	2
Cancio, Maria	Cancio Insurance Agency	\$8,664	2
Landis, Mark S.	Metro Insurance & Financial Services	\$8,445	6
Long Island Health Plans, Inc.		\$8,432	5
Adelson, Andy G.	Adelson Insurance Agency	\$8,130	2
Peltz, Arnold	Peltz Insurance Agency	\$8,100	3
Sweeney, Paul	Quality First Insurance Agency, Inc.	\$8,052	2
Rosati, Lisa	Rosati Insurance Agency	\$7,656	2
ERIN Marketing, Inc.		\$7,068	5
Abbatiello, Vincent	Mainstay Retirement Solutions	\$6,972	4
Mangini, Nicholas L.	Mangini Insurance Agency	\$6,960	2
Edwards, Jackson IV	Edwards Insurance Agency	\$6,924	3
Watson, Craig	Watson Insurance Agency	\$6,624	1
Senior Services of North America, Inc.		\$6,144	3
Bowes, Rick	Bowes Insurance Agency	\$6,000	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$5,940	1
Zion, Joseph S.	Zion Insurance Agency	\$5,460	1
Rutstein, Binyomin	Rutstein Insurance Agency	\$5,363	1
Professional Group Plans, Inc.		\$5,344	2
Financial Grade		\$5,184	1
Lewis, Zach S.	Lewis Insurance Agency	\$5,184	1
Alan, Stuart	Senior Care Insurance Center	\$5,172	1
Olguin, Loren A.	Olguin Insurance Agency	\$5,148	2



General Agencies

FOR THE WEEK ENDING

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

McGregor, Iyan L.	McGregor Insurance Agency	\$4,728	2
Brazzi, Patricia E.	Brazzi Insurance Agency	\$4,512	2
Dworkin, Earl D.	Dworkin Insurance Agency	\$4,439	1
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$4,332	1
Vickers, Jordan	Vickers Insurance Agency	\$4,308	2
Graham, Carter	Shoreline Financial	\$4,296	2
Lobdell, Deborah H.	Lobdell Insurance Agency	\$4,296	1
Schwartz, Richard S.	Insurance Center of S. Florida	\$4,271	2
Bahlkow, Valerie J.	Bahlkow Insurance Agency	\$4,224	2
Skolnick, Hal S.	Skolnick Insurance Agency	\$4,224	1
Birchard, Natalie K.	Birchard Insurance Agency	\$4,031	2
Posner, Glenn F.	Posner Insurance Agency	\$4,007	1
Zimny, Robert S.	Zimny Insurance Agency	\$3,948	1
Fage Marketing Sales, Inc.		\$3,888	1
Smith, Robert J.	New World Associates, Inc.	\$3,888	1
Washwick, Karl	The Washwick Agency, Inc.	\$3,888	1
Fortunato, Alvin	Fortunato Insurance Agency	\$3,816	1
Hirsch, Susan J.	Hirsch Insurance Agency	\$3,732	2
Nelson, Clinton R.	MA Plan Services	\$3,720	2
American Eagle Consultants, Inc.		\$3,624	2
Contemporary Employee Plans, Inc.		\$3,612	1
Blizman, Donna J.	Blizman Insurance Agency	\$3,563	3
Wardell, Ronald P.	Wardell Insurance Agency	\$3,552	1
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$3,535	2
Finken, Mark E.	Merit Insurance Services, Inc.	\$3,480	3
McDowell, Jason P.	McDowell Insurance Agency	\$3,372	1
Gress, Ronald	United Specialty Associates Corp.	\$3,312	1
Ottovegio, Xiomara	Ottovegio Insurance Agency	\$3,300	2
Levine, Steven N.	Levine Insurance Agency	\$3,276	1
Wilgus, Allison M.	Wilgus Insurance Agency	\$3,276	1
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$3,216	1
Waxman, Andrew B.	Waxman Insurance Agency	\$3,108	1
United Insurance Group Agency, Inc.		\$3,100	4
Shoreline Direct, Inc.		\$3,096	1
Weir, Maurice L.	Weir Insurance Agency	\$3,096	1
Marrujo, Rosamaria	Marrujo Insurance Agency	\$3,072	1
Roy H. Reeve Agency, Inc.		\$3,072	1
Savoy, Donald C. Jr.	Savoy Insurance Agency	\$3,072	1
Buck, James L.	Buck Insurance Agency	\$3,024	1
Ehrlich, Carl F.	Ehrlich Insurance Agency	\$3,022	1
Iwill Advisors, Inc.		\$2,951	3
Heller, Mark	Heller Insurance Agency	\$2,940	1
Rutstein, Michael W.	Rutstein Insurance Agency	\$2,904	1
OOM Insurance Agency, inc.		\$2,880	1
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	\$2,844	1
Borenstein, Jadzia	Borsenstein Insurance Agency	\$2,844	1
Cherry & Associates		\$2,844	1
Clark, Otmar A. Jr.	Clark & Associates Life & Health	\$2,844	1
Duryea, Don B.	Duryea Insurance Agency	\$2,844	1
Santo, Bergino J.	Santo Insurance Agency	\$2,844	1
Esch, Jagger W.	Esch Insurance Agency	\$2,808	1
Higgins, Suzanne M.	Atlantic Financial Group, LLC	\$2,784	1
Marra, Jason A.	First Family Insurance Company	\$2,760	1
Xiques, Dennis J.	Xiques Insurance Agency	\$2,760	1
Friends With Benefits, LLC		\$2,724	1
Malpigli & Associates Insurance Agency, Inc.		\$2,688	1
Reneau, John B. III	Reneau Insurance Agency	\$2,672	1
Wyllie, Charles W.	Wyllie Insurance Agency	\$2,652	1
Peak Financial Corp.		\$2,592	1
Vice, Spencer	Vice Insurance Agency	\$2,584	3
Cowen, Stewart	Cowen Insurance Agency	\$2,580	1



Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

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Diamond Producers (\$20,000 & Above)

Sheldon, Paul, CLU, ChFC	\$22,475
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Platinum Producers (\$15,000 - \$20,000)

Sachs, Kerry	\$18,443	Payant, Thomas A.	\$15,335
Ahlbum, Tim	\$16,812		

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

Schwartz, Scott J.	\$13,236	Holzman, Robert	\$11,914
Graham, Christopher N., CLU	\$12,442	Kempler, Gary S.	\$11,424
Stevens, Jason	\$12,156	Mangini, Rosemary	\$11,400
Ripoll, Glenn A.	\$12,060	Stevens, Ray	\$10,476

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

Marcos, Mona	\$9,994	Borosak, William J. Jr.	\$6,203
Rapini, Duane M.	\$9,191	White, Cheri L.	\$6,168
Palmer, Casey V.	\$8,568	Haft, Gary S.	\$6,128
Gilbert, Brian	\$8,256	Westfall, Edward B.	\$6,060
Savage, Gina	\$8,063	Bowes, Rick	\$6,000
Landis, Mark S.	\$7,921	Sakharoff, Richard D.	\$5,940
Aarons, Neill	\$7,896	Scott, James R.	\$5,879
Chard, Dani L.	\$7,896	Sweeney, Paul W.	\$5,605
Dillow, David S.	\$7,331	Zion, Joseph S.	\$5,460
Cohen, Philip A.	\$7,235	Barta, Devin M.	\$5,376
Hatton, Catherine E.	\$6,844	Radosh, Ralph R.	\$5,363
Purificato, Anthony E.	\$6,672	Compton, Janice M.	\$5,184
Muni, Joseph P. Jr.	\$6,671	Alan, Stuart	\$5,172
Watson, Craig	\$6,624	Ranney, Eugene	\$5,172
Peltz, Arnold	\$6,580	Rosati, Lisa	\$5,124
Abadjian, Pierre	\$6,552	Haug, John H.	\$5,039
Shaw, Martin L. III	\$6,491	Cheek, Steven J.	\$5,004
Hunt, Marilee	\$6,480		



Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

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

Szarf, Rosa	\$4,956	Rashkin, James A.	\$3,612
Hargis, Mark D.	\$4,836	Kitay, Laura A.	\$3,600
Graham, Christopher C.	\$4,667	Mairano, Alexander E.	\$3,576
Lawrence, Kevin	\$4,648	Murphy, Edward G.	\$3,552
Perkins, Jerry L.	\$4,495	Verpaele, Dawn A.	\$3,552
Dworkin, Earl D.	\$4,439	Bushko, Heidi	\$3,528
Mannoni, Audrey	\$4,427	McGregor, Iyan L.	\$3,528
Jennings, Christopher G.	\$4,332	Braschler, Joel R.	\$3,516
Longo, Wendy L.	\$4,332	Mangini, Nicholas L.	\$3,480
Simon, Julie	\$4,296	Pekala, David C.	\$3,480
Riva, Antonio	\$4,272	Robayo, Juan D.	\$3,480
Skolnick, Hal S.	\$4,224	Schroeder, Zac	\$3,480
Posner, Glenn F.	\$4,007	Friedman, Michael D.	\$3,456
Balogh, Christian J.	\$3,960	Gray, John H.	\$3,420
Lowenstein, Dale R.	\$3,948	Franco, Salvador	\$3,396
Zarr, Laurie G.	\$3,948	Murphy, Stacy	\$3,396
Terminiello, Christine	\$3,900	Liedtke, Sabra K.	\$3,395
Ahmed, Nur N.	\$3,888	Billow, Jeri	\$3,372
Smith, Gary S.	\$3,888	Ewing, Deborah L.	\$3,359
Smith, Robert J.	\$3,888	Nastanovich, Christopher R.	\$3,359
Washwick, Karl	\$3,888	Kovarsky, Nathan S.	\$3,312
Thompson, Patty L.	\$3,887	Moffatt, David W.	\$3,292
Heck, Douglas S.	\$3,852	Hall, Tiffany	\$3,276
Lovelace, Susan	\$3,851	Levine, Steven N.	\$3,276
Fortunato, Alvin	\$3,816	Wacks, Edward A.	\$3,276
Watson, Danielle	\$3,768	Wilgus, Allison M.	\$3,276
Reynolds, Paul E.	\$3,720	Gerner, Karen C.	\$3,264
Benaim, Eduardo	\$3,708	McKnight, Robert J.	\$3,264
Catron, Edward A.	\$3,684	Feil, Jeffery N.	\$3,228
Branch, Beth	\$3,672	Atwood, Susan E.	\$3,216
Dibisceglie, Darrin J.	\$3,624	Eby, Linda S.	\$3,192
Boscardin, Daniel L.	\$3,156	Cherry, Pamela K.	\$2,844
Kathrein, Joseph L.	\$3,156	Clark, Otmar A. Jr.	\$2,844
Keil, Russell	\$3,156	Macht, Richard	\$2,844
Maisto, Stephen	\$3,156	Mankamy, Mary	\$2,844
Smith, Constance A.	\$3,119	Riddle, David O.	\$2,844
Claassen, Matthew J.	\$3,118	Rubenstein, Mark J.	\$2,844
Saylor, Dexter R.	\$3,108	Santo, Bergino J.	\$2,844
Waxman, Andrew B.	\$3,108	Scher, Lee D.	\$2,844
Willis, Rochelle	\$3,108	Valovich, Stephen A.	\$2,844
Davis, Karen L.	\$3,107	Haass, David	\$2,808
Fisher, Aline L.	\$3,107	Hagenston, Gregory A.	\$2,796
Consbruck, Bradley M.	\$3,096	Higgins, Suzanne M.	\$2,784
Graham, Carter	\$3,096	Jelaso, Marc P.	\$2,760
Russell, Philip	\$3,096	Xiques, Dennis J.	\$2,760
Gagen, Mark T.	\$3,072	Simpkins, Mark A.	\$2,755
Gaska, Nancy	\$3,072	Schmidt, Geronimo A.	\$2,724
Gewanter, Kenneth	\$3,072	Malpigli, Frank W.	\$2,688
Montreuil, James	\$3,072	Clark, Thomas A.	\$2,676
Mayer, Bruce P.	\$3,056	Laughlin, James A.	\$2,676
Buck, James L.	\$3,024	Potts, Krista L.	\$2,676
Campbell, Blake M.	\$3,024	Staton, Denise A.	\$2,676
Kahn, Peter S.	\$3,024	Reneau, John B. III	\$2,672
Ehrlich, Carl F.	\$3,022	Mednick, Blake A.	\$2,668
Morris, Sandra C.	\$2,976	Wyllie, Charles W.	\$2,652
Galindo, Juan A.	\$2,975	Saffa, Charles S.	\$2,592
Heller, Mark	\$2,940	Cowen, Stewart	\$2,580
Pearson, Lisha	\$2,927	Ottovogio, Xiomara	\$2,580
Rutstein, Michael W.	\$2,904	Dega, Brigett L.	\$2,532
Fredricks, Karen	\$2,880	Zaccardo, Joseph	\$2,520
MacOviak, Robert T.	\$2,846	Holdren, Theone	\$2,508
Bullard, Janet C.	\$2,844		