



## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

November 27, 2016

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$146,259	48
Borosak, William J. Jr.	Secure Financial Group, LLC	\$68,914	13
Hatton, Catherine E.	Long Island Insurance Solutions	\$65,668	31
Lemar, Mike	Sunshine State Agency	\$51,809	26
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Barta, Devin M.	Barta Insurance Agency	\$41,270	11
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$36,152	6
AmeriLife		\$33,507	29
Ahlbum, Tim	Health Coverage Solutions	\$32,543	5
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$32,341	10
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$25,799	10
Shackelford, Edward L.	The Assurance Group, Inc.	\$24,539	9
Mednick, Scott E.	Professional Insurance Systems of Florida	\$23,115	16
Clark, John W.	Senior Solutions Insurance Agency	\$19,937	13
Wroblewski, Robert M.	SOS Insurance Group	\$18,261	6
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$18,144	1
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$15,235	6
Savage, Gina	Savage Insurance Agency	\$13,760	3
Abbatiello, Vincent	Mainstay Retirement Solutions	\$13,476	3
Concklin, Ron	Rosenberg-Concklin, Inc.	\$12,832	10
Senior Insurance Marketing, Inc.		\$12,660	3
Bahlkow, Valerie J.	Bahlkow Insurance Agency	\$12,100	3
James M. Gray, Inc.		\$11,676	2
Maisonet, Joseph	Maisonet Insurance Agency	\$10,980	3
Olguin, Loren A.	Olguin Insurance Agency	\$10,464	4
Schwartz, Scott J.	Insurance Protection Services	\$10,200	1
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Maisto, Stephen	Senior Health Solutions	\$9,984	4
Vickers, Jordan	Vickers Insurance Agency	\$9,264	1
Rosati, Lisa	Rosati Insurance Agency	\$9,258	3
McDowell, Jason P.	McDowell Insurance Agency	\$6,984	3
Long Island Health Plans, Inc.		\$6,912	4
Reardon, John J.	Senior Healthcare Benefits Group, Inc.	\$6,912	4
Mergaman, Allen L.	Mergaman Insurance Agency	\$6,671	1
Sweeney, James A.	American Senior Benefits	\$6,671	3
Edwards, Jackson IV	Edwards Insurance Agency	\$6,300	2
Chacon, Cesar	The Insurance Hub	\$6,087	6
Fekete, Eli	Fekete Insurance Agency	\$6,060	1
Skolnick, Hal S.	Skolnick Insurance Agency	\$6,048	1
Centerstone Insurance & Financial Svcs.		\$6,032	3
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$5,886	7
Heller, Mark	Heller Insurance Agency	\$5,604	1
Alan, Stuart	Senior Care Insurance Center	\$5,376	1
Schwartz, Richard S.	Insurance Center of S. Florida	\$5,244	3
Richard, Paul	Richard Insurance Agency	\$5,207	2
Vice, Spencer	Vice Insurance Agency	\$5,100	2



## General Agencies

FOR THE WEEK ENDING

Combined Health/Life

November 27, 2016

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

Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$4,992	1
Finkelstein, Sara	Finkelstein Insurance Agency	\$4,668	1
Senior Services of North America, Inc.		\$4,600	4
Klein, Herman	Klein Insurance Agency	\$4,356	1
Jetter, Art	Art Jetter & Company, Inc.	\$4,272	2
Agent Pipeline, Inc.		\$4,236	3
Ahmed, Nur N.	Ahmed Insurance Agency	\$4,224	2
Priester, John L. Jr.	Priester Insurance Agency	\$4,212	2
Aronoff, Thomas H.	Aronoff Insurance Agency	\$3,948	1
American Eagle Consultants, Inc.		\$3,943	3
AMAC Senior Resources Network		\$3,888	1
Luss, Kevin A.	Luss Insurance Agency	\$3,888	1
Rodriguez, Carmen A.	Landers-Stein & Associates	\$3,887	1
Nelson, Donald G.	Nelson Insurance Agency	\$3,852	1
Marrujo, Rosamaria	Marrujo Insurance Agency	\$3,840	2
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$3,768	4
Ulayyet, Fred M.	Ulayyet Insurance Agency	\$3,659	1
Schuler, James F.	Consumer Group Services, Inc.	\$3,647	1
Birchard, Natalie K.	Birchard Insurance Agency	\$3,515	1
Finken, Mark E.	Merit Insurance Services, Inc.	\$3,480	1
Loebig, George J.	Loebig Insurance Agency	\$3,479	1
Nelson, Clinton R.	MA Plan Services	\$3,276	1
Gillard-Martin, Mary G.	Gillard-Martin Insurance Agency	\$3,256	2
Freeman, William P.	Freeman Insurance Agency	\$3,228	1
Kuhtz, Steven	Kuhtz Insurance Agency	\$3,108	2
Palmieri & Associates, LLC		\$3,107	1
Edward Martin & Co.		\$3,096	1
Reilly, Frank A.J.	Reilly Insurance Agency	\$3,092	1
Safe Path Benefits, Inc.		\$3,056	2
Professional Group Plans, Inc.		\$3,048	1
Newman, Michelle	Newman Insurance Agency	\$3,024	1
Merritt, Dee	Merritt Insurance Agency	\$3,023	2
Abadjian, Pierre	Abadjian Insurance Group	\$3,012	2
Bowes, Rick	Bowes Insurance Agency	\$2,976	1
McGuigan, Shirley A.	McGuigan Insurance Agency	\$2,964	1
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	\$2,952	1
Coburn, Edward	Coburn Insurance Agency	\$2,940	1
Henry, Keith M.	Bateman, Gordon & Sands, Inc.	\$2,927	1
Jacobson, Sandy A.	Jacobson Insurance Agency	\$2,927	1
Broedell, Joseph F.	Broedell Insurance Agency	\$2,844	1
Darden, Yota R.	Darden Insurance Agency	\$2,844	1
Iwill Advisors, Inc.		\$2,844	1
Valery, Albert L.	Valery Insurance Agency	\$2,844	1
Stamper, John W.	Choice Plus Benefits	\$2,735	1
Futurity First Insurance Group, Inc.		\$2,688	1
Monarch Insurance Brokerage, Inc.		\$2,688	1
Hutton, Edward F. Jr.	Hutton Insurance Marketing	\$2,676	1
Whitt, Troy C.	Whitt Insurance Agency	\$2,640	2



# Weekly Leader Board



## Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

November 27, 2016

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

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

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Sheldon, Paul, CLU, ChFC \$18,144

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

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Lembcke, Julia	\$14,950	Malooley, Michele A.	\$11,079
Sachs, Kerry	\$13,331	Savage, Gina	\$10,748
Kempler, Gary S.	\$12,864	Gratzon, Peter	\$10,528
Kingsley, Beverly J.	\$12,022	Badessa, Joseph J.	\$10,332
Ottovegio, Xiomara	\$11,112	Schwartz, Scott J.	\$10,200

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

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Ahlbum, Tim	\$9,384	Hollinger, Cynthia A.	\$5,976
Robayo, Juan D.	\$9,264	Gilbert, Brian	\$5,975
Abbatiello, Vincent	\$8,304	Kloppe, Jerry	\$5,903
Spink, Chad D.	\$8,088	Gordon, Aaron	\$5,615
Gewanter, Kenneth	\$7,704	Heller, Mark	\$5,604
Hargis, Mark D.	\$7,680	Ranney, Eugene	\$5,568
Holzman, Robert	\$7,667	Feil, Jeffery N.	\$5,460
Stevens, Jason	\$7,391	Alan, Stuart	\$5,376
Jaffe, Joseph A.	\$7,176	Stanco, Alfredo	\$5,376
Lucas, Richard	\$7,176	Palmer, Casey V.	\$5,260
Valdes, Jorge A.	\$6,912	Bahlkow, Valerie J.	\$5,188
Mangini, Rosemary	\$6,768	Payant, Thomas A.	\$5,160
Mergaman, Allen L.	\$6,671	Barta, Devin M.	\$5,126
Rosati, Lisa	\$6,180	Mankamy, Mary	\$5,123
Fekete, Eli	\$6,060	Ripoll, Glenn A.	\$5,112
Kornbluh, Gary N.	\$6,048	Holdren, Theone	\$5,003
Skolnick, Hal S.	\$6,048		

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

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Caravousanos, George J. Jr.	\$4,992	Finkelstein, Sara	\$4,668
Hatton, Catherine E.	\$4,956	Kirby, Joseph S.	\$4,608
Pearce, Douglas E.	\$4,902	Balogh, Christian J.	\$4,536
Edwards, Jackson IV	\$4,860	Rush, Francine	\$4,524
Santo, Andrew J. Jr.	\$4,812	Shaw, Martin L. III	\$4,391



# Weekly Leader Board



## Writing Agents

FOR THE WEEK ENDING

### Combined Health/Life

November 27, 2016

Klein, Herman	\$4,356	Lawrence, Kevin	\$3,048
Aronoff, Thomas H.	\$3,948	Newman, Michelle	\$3,024
Flynn, Jennifer	\$3,888	Wetzstein, Shanna	\$3,024
Lambert, Gary	\$3,888	Cortes, Viviana J.	\$3,012
Luss, Kevin A.	\$3,888	Henderson, Mary L.	\$3,000
Celorio, Silvia M.	\$3,887	Bowes, Rick	\$2,976
Nelson, Donald G.	\$3,852	Catron, Edward A.	\$2,976
Muni, Joseph P. Jr.	\$3,850	Mahoney, Carolyn	\$2,976
Mairano, Alexander E.	\$3,816	Keaveny, Patrick	\$2,964
Ulayyet, Fred M.	\$3,659	Bullard, Janet C.	\$2,952
Hackmeier, Jeff D.	\$3,647	Fruehbis, Petra	\$2,940
Moss, Nina R.	\$3,647	Henry, Keith M.	\$2,927
Walter, Daniel	\$3,612	Jacobson, Sandy	\$2,927
Zemsky, Joshua P.	\$3,612	Moita, Goncalo M.	\$2,927
Kathrein, Joseph L.	\$3,588	Muamba, John	\$2,867
Brennan, Diane L.	\$3,564	Broedell, Joseph F.	\$2,844
Friedman, Paul	\$3,564	Darden, Yota R.	\$2,844
Page, Vincent	\$3,515	Delia, Brian	\$2,844
Borjas, Israel	\$3,480	Graham, Christopher C.	\$2,844
Coughlin, Thomas J.	\$3,480	Jennings, Mark	\$2,844
Felitto, Richard J.	\$3,480	Lagamma, Vincent J.	\$2,844
Khan, Shameeza	\$3,479	Lauer, Deborah	\$2,844
Kelsey, Steven D.	\$3,383	Schell, John J.	\$2,844
Flynn, Erin	\$3,360	Scott, James R.	\$2,844
Holdren, Charles E.	\$3,348	Stark, Richard N.	\$2,844
Reynolds, Paul E.	\$3,276	Valery, Albert L.	\$2,844
Rubenstein, Mark J.	\$3,276	Cochran, John T.	\$2,784
Weinstein, Sanford E.	\$3,272	Chard, Dani L.	\$2,760
Freeman, William P.	\$3,228	Gillard-Martin, Mary G.	\$2,760
McGlaughlin, Larry	\$3,216	Otero, Vilma I.	\$2,759
Brown, Matthew	\$3,108	Young, Joseph J.	\$2,759
Gold, Matthew	\$3,108	Cortes, Julio C.	\$2,736
Santiago, Paul	\$3,108	Stamper, John W.	\$2,735
Palmieri, Nicholas P.	\$3,107	Ahmed, Nur N.	\$2,688
Lebowitz, Harry B.	\$3,096	Concklin, Todd C.	\$2,688
Deross, William P.	\$3,092	Elfrink, Priscilla	\$2,688
Correa-Garcia, Alma	\$3,072	Monarch Insurance Brokerage, Inc	\$2,688
Fertig, Robert G.	\$3,072	Hutton, Edward F. Jr.	\$2,676
Gaska, Nancy	\$3,072	Welsh, Traci A.	\$2,568
Kehoe, Thomas F.	\$3,072	Schauermann, Joshua	\$2,532