



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

December 25, 2016

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$69,721	41
Lemar, Mike	Sunshine State Agency	\$65,379	31
Hatton, Catherine E.	Long Island Insurance Solutions	\$59,373	31
Platinum Producers (\$30,000 - \$50,000)			
Borosak, William J. Jr.	Secure Financial Group, LLC	\$39,024	12
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$33,743	5
AmeriLife		\$33,606	33
Concklin, Ron	Rosenberg-Concklin, Inc.	\$31,260	20
Gold Producers (\$10,000 - \$30,000)			
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$24,060	1
Ahlbum, Tim	Health Coverage Solutions	\$23,388	5
James M. Gray, Inc.		\$22,896	5
Senior Insurance Marketing, Inc.		\$22,896	5
Clark, John W.	Senior Solutions Insurance Agency	\$21,893	11
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$17,663	6
Mednick, Scott E.	Professional Insurance Systems of Florida	\$17,659	12
Shackelford, Edward L.	The Assurance Group, Inc.	\$17,407	8
Wroblewski, Robert M.	SOS Insurance Group	\$13,752	6
Schwartz, Scott J.	Insurance Protection Services	\$13,632	1
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$13,091	7
Birchard, Natalie K.	Birchard Insurance Agency	\$10,475	3
Kelsey, Steven D.	Kelsey Insurance Agency	\$10,283	3
Richard, Paul	Richard Insurance Agency	\$10,283	3
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$10,142	2
Barta, Devin M.	Barta Insurance Agency	\$10,044	8
Silver Producers (\$5,000 - \$10,000)			
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$9,059	8
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$8,365	4
Ulayyet, Fred M.	Ulayyet Insurance Agency	\$8,147	1
Valery, Albert L.	Valery Insurance Agency	\$7,776	2
Marrujo, Rosamaria	Marrujo Insurance Agency	\$7,680	2
American Eagle Consultants, Inc.		\$7,407	6
Schuler, James F.	Consumer Group Services, Inc.	\$6,997	3
Maisto, Stephen	Senior Health Solutions	\$6,912	4
Sweeney, Paul	Quality First Insurance Agency, Inc.	\$6,275	1
Hirsch, Susan J.	Hirsch Insurance Agency	\$6,126	3
Catron, Edward A.	Catron Insurance Agency	\$5,960	2
Premier Senior Marketing, Inc.		\$5,592	3
Sweeney, James A.	American Senior Benefits	\$5,496	3
Maisonet, Joseph	Maisonet Insurance Agency	\$5,340	3
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$5,271	3
Savage, Gina	Savage Insurance Agency	\$5,195	3
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$5,136	2
Rosati, Lisa	Rosati Insurance Agency	\$5,088	3



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

December 25, 2016

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

Cleveland, Keith E.	Cleveland Insurance Agency	\$4,946	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$4,848	1
Benefit Plans of America, Inc.		\$4,696	3
Ahmed, Nur N.	Ahmed Insurance Agency	\$4,592	6
Schwartz, Richard S.	Insurance Center of S. Florida	\$4,560	1
Holmquist, James A.	Holmquist Insurance Agency	\$4,523	1
FNA Insurance Services, Inc.		\$4,476	2
Weir, Maurice L.	Weir Insurance Agency	\$4,152	2
Webster, Larry L.	Webster & Associates, Ltd.	\$4,135	2
Centerstone Insurance & Financial Svcs.		\$4,104	2
Marcus, Lynne	Marcus Insurance Agency	\$3,948	1
Broker Connection, Inc.		\$3,880	1
Daley, Michael A.	Daley Insurance Agency	\$3,876	1
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	\$3,804	1
Roxburgh, Philippa J.	Roxburgh Insurance Agency	\$3,804	1
Finken, Mark E.	Merit Insurance Services, Inc.	\$3,600	3
Waddle, Joyce A.	Waddle Insurance Agency	\$3,600	1
Klibowitz, Larry T.	Klibowitz Insurance Agency	\$3,587	1
Chacon, Cesar	The Insurance Hub	\$3,498	3
Benaim, Eduardo	Benaim Insurance Agency	\$3,480	1
Cancio, Maria	Cancio Insurance Agency	\$3,480	1
Marrow, Elizabeth	Marrow Insurance Agency	\$3,396	1
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$3,276	1
Moriarity, Robert J.	Moriarity Insurance Agency	\$3,228	1
Rutstein, Michael W.	Rutstein Insurance Agency	\$3,216	1
Cummings Insurance, Inc.		\$3,192	1
Stamper, John W.	Choice Plus Benefits	\$3,179	1
Rapini, Duane M.	Rapini Insurance Agency	\$3,167	1
Buck, James L.	Buck Insurance Agency	\$3,108	1
Barrett, Vincent J.	Barrett Insurance Agency	\$3,081	1
Best Choice Agency, Inc.		\$3,072	1
Calicchio, David	Calicchio Insurance Agency	\$3,072	1
The General Agent For Agents, Inc.		\$3,064	3
Jacobson, Sandy A.	Jacobson Insurance Agency	\$3,047	2
Joiner, Clifton T.	Joiner Insurance Agency	\$3,012	1
Bowes, Rick	Bowes Insurance Agency	\$2,976	1
ERIN Marketing, Inc.		\$2,964	3
Rumberg, Ira A.	Rumberg Insurance Agency	\$2,927	1
Norgard, Chad M.	Norgard Insurance Group	\$2,867	1
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$2,856	1
Newman, Michelle	Newman Insurance Agency	\$2,844	1
Judah, Charles G.	MSIS, Inc.	\$2,796	4
Preferred Insurance Services, LLC		\$2,781	1
Cordell, Gary L.	Cordell Insurance Agency	\$2,675	1
Baacke, Brian W.	Baacke Insurance Agency	\$2,580	1
Ritter, Craig J.	Ritter Insurance Agency	\$2,580	3



Weekly Leader Board



Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

December 25, 2016

Diamond Producers (\$20,000 & Above)

Hatton, Catherine E.	\$24,392	Sheldon, Paul, CLU, ChFC	\$24,060
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Platinum Producers (\$15,000 - \$20,000)

Stevens, Ray	\$18,696
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Gold Producers (\$10,000 - \$15,000)

Schwartz, Scott J.	\$13,632
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Silver Producers (\$5,000 - \$10,000)

Lemar, Mike	\$9,659	Sadler, Ian A.	\$6,951
Malooley, Michele A.	\$8,964	Gaska, Nancy	\$6,912
Ahlbum, Tim	\$8,952	Bloom, Michele A.	\$6,840
Spink, Chad D.	\$8,508	Shaw, Martin L. III	\$6,839
Kelsey, Steven D.	\$8,423	Aarons, Neill	\$6,756
Ulayyet, Fred M.	\$8,147	Loebig, George J.	\$6,504
Peysakhov, Ilya	\$7,776	Delauter, Kenneth R. Jr.	\$6,275
Stevens, Jason	\$7,608	Gratzon, Peter	\$6,120
Page, Vincent	\$7,535	Badessa, Joseph J.	\$5,904
Kingsley, Beverly J.	\$7,320	Whiteley, William R.	\$5,615
Dewalt, Geri B.	\$6,996	Colpitts, Walter W.	\$5,604

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

Cleveland, Keith E.	\$4,946	Ross, Steven P.	\$3,624
Stevens, Sandra K.	\$4,908	Waddle, Joyce A.	\$3,600
Sakharoff, Richard D.	\$4,848	Klibowitz, David R.	\$3,587
Hatton, John W.	\$4,656	Ahlbum, Jon	\$3,563
Horan-Luce, Gracemarie	\$4,576	Sachs, Kerry	\$3,540
Schlossberg, Michael J.	\$4,560	McGregor, Iyan L.	\$3,492
Holmquist, James A.	\$4,523	Szarf, Rosa	\$3,480
Birch, Roseann F.	\$4,500	Graham, Christopher C.	\$3,456
Jaffe, Joseph A.	\$4,464	Gray, John H.	\$3,420
Sam, Catherine M.	\$4,187	Ratliff, Dale III	\$3,420
Hirsch, Susan J.	\$3,984	Waldrop, Regina L.	\$3,420
Marcus, Lynne	\$3,948	Payant, Thomas A.	\$3,408
Grzywa, Brandon	\$3,924	Marrow, Elizabeth	\$3,396
Modreck, Anthony J.	\$3,900	Burke, April L.	\$3,372
Altman-Felsher, Helen	\$3,888	Hackmeier, Jeff D.	\$3,359
Jedlicka, George T.	\$3,880	Fingeret, Benjamin W.	\$3,276
Daley, Michael A.	\$3,876	Green, Charles L.	\$3,276
Bullard, Janet C.	\$3,804	Holzman, Robert	\$3,276
Roxburgh, Philippa J.	\$3,804	Miller, Phyllis D.	\$3,276
Perkins, Jerry L.	\$3,708	Welch, Barbara A.	\$3,276
Sprague, James A. Sr.	\$3,636	Hawker, Robert S.	\$3,228



Weekly Leader Board



Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

December 25, 2016

Moriarity, Robert J.	\$3,228	Muni, Joseph P. Jr.	\$2,927
Rutstein, Michael W.	\$3,216	Rumberg, Ira A.	\$2,927
Cummings Insurance, Inc.	\$3,192	Pollak, Alan D.	\$2,916
Zum Tobel, Marc	\$3,191	Weiland, David	\$2,868
Stamper, John W.	\$3,179	Norgard, Chad M.	\$2,867
Lange, Douglas M.	\$3,167	Wiedersum, Bryan F.	\$2,856
Buck, James L.	\$3,108	Chevrier, Alain G.	\$2,846
Fontaine, David	\$3,108	Osborn, Jarrett	\$2,846
Costanzo, Nicholas P.	\$3,107	Barta, Frank	\$2,844
Barrett, Vincent J.	\$3,081	Biederman, Julie	\$2,844
Calicchio, David	\$3,072	Cornett, Joshua	\$2,844
Gordon, Ella	\$3,072	Gallo, Darren M.	\$2,844
Kirby, Joseph S.	\$3,072	Gilbert, Brian	\$2,844
Bennett, Brett M.	\$3,024	Newman, Michelle	\$2,844
Doty, Gary	\$3,024	Pangborn, Theresa M.	\$2,844
Selinger, William S.	\$3,024	Saylor, Dexter R.	\$2,844
Joiner, Clifton T.	\$3,012	Fowler, Terry A.	\$2,784
Bowes, Rick	\$2,976	Gulalo, James	\$2,781
Maviglia, Raymond C.	\$2,976	Wetzstein, Shanna	\$2,736
Feldman, Barry	\$2,940	Cordell, Gary L.	\$2,675
Bono, Peter F.	\$2,927	Fuller, Bret A.	\$2,580