

General Agencies

FOR THE WEEK ENDING

Combined Health/Life

January 1, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$74,700	31
Platinum Producers (\$30,000 - \$50,000)			
Lemar, Mike	Sunshine State Agency	\$37,121	17
Hatton, Catherine E.	Long Island Insurance Solutions	\$35,043	23
Concklin, Ron	Rosenberg-Concklin, Inc.	\$30,133	16
Gold Producers (\$10,000 - \$30,000)			
Barta, Devin M.	Barta Insurance Agency	\$25,380	5
Borosak, William J. Jr.	Secure Financial Group, LLC	\$21,687	11
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$20,973	4
Schwartz, Scott J.	Insurance Protection Services	\$20,400	1
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$20,016	5
AmeriLife		\$19,159	21
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$17,072	8
Wroblewski, Robert M.	SOS Insurance Group	\$15,679	7
Clark, John W.	Senior Solutions Insurance Agency	\$15,130	7
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$14,724	1
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$13,270	8
Mednick, Scott E.	Professional Insurance Systems of Florida	\$13,024	13
Maisonet, Joseph	Maisonet Insurance Agency	\$12,708	4
Agent Pipeline, Inc.		\$10,151	5
Richard, Paul	Richard Insurance Agency	\$10,065	3
Silver Producers (\$5,000 - \$10,000)			
Maisto, Stephen	Senior Health Solutions	\$9,660	5
Sweeney, Paul	Quality First Insurance Agency, Inc.	\$9,407	4
Valery, Albert L.	Valery Insurance Agency	\$9,252	2
Shackelford, Edward L.	The Assurance Group, Inc.	\$8,831	7
Ahmed, Nur N.	Ahmed Insurance Agency	\$8,576	2
Senior Services of North America, Inc.		\$8,360	5
Edwards, Jackson IV	Edwards Insurance Agency	\$7,872	2
Olguin, Loren A.	Olguin Insurance Agency	\$7,857	4
Savage, Gina	Savage Insurance Agency	\$7,784	3
Friedman, Michael D.	Friedman Insurance Agency	\$7,776	1
Futurity First Insurance Group, Inc.		\$7,739	3
Heller, Mark	Heller Insurance Agency	\$7,367	1
Schwartz, Richard S.	Insurance Center of S. Florida	\$7,080	2
Your Health Insurance Agency, Inc.		\$6,904	3
Ahlbum, Tim	Health Coverage Solutions	\$6,864	4
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$6,444	1
Bahlkow, Valerie	Bahlkow Insurance Agency	\$6,432	2
Kelsey, Steven D.	Kelsey Insurance Agency	\$6,213	2
Medsupps Solutions, LLC		\$5,796	1
Victorson, Gary L.	Victorson Insurance Agency	\$5,376	1
RJC Independent Ins Brokerage, Inc.		\$5,368	1
Birchard, Natalie K.	Birchard Insurance Agency	\$5,160	2
Shank, Brand L.	Shank Insurance Agency	\$5,112	1

General Agencies

FOR THE WEEK ENDING

Combined Health/Life

January 1, 2017

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

Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$4,856	3
Rosen, Paul J.	Paul J. Rosen Financial Services, Inc.	\$4,656	1
Phillips, Michael H.	Union Benefit Corp.	\$4,607	1
Carreras, Thomas B.	Carreras Insurance Agency	\$4,472	2
Forthman, Elaine T.	R & E Marketing Assoc., Inc.	\$4,391	1
Alan, Stuart	Senior Care Insurance Center	\$4,260	1
McGeoy, Jacob M.	Secure Benefits Alliance	\$4,092	2
Jacobson, Sandy A.	Jacobson Insurance Agency	\$4,007	2
DHP Insurance Brokerage, Inc.		\$3,888	1
Scott Financial Services, Inc.		\$3,888	1
Webster, Larry L.	Webster & Associates, Ltd.	\$3,808	2
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$3,720	4
Holmquist, James A.	Holmquist Insurance Agency	\$3,708	1
Henry, Keith M.	Bateman, Gordon & Sands, Inc.	\$3,651	1
Huberman, Richard	Huberman Insurance Agency	\$3,611	1
Hoyek, Pete N.	Hoyek Insurance Agency	\$3,563	1
Esch, Jagger W.	Esch Insurance Agency	\$3,408	1
Greenberg, Joshua K.	Greenberg Tax & Insurance Services	\$3,359	1
Graham, Carter	Shoreline Financial	\$3,276	1
Lyman, Judith D.	Lyman Insurance Agency	\$3,276	1
Norgard, Chad M.	Norgard Insurance Group	\$3,275	1
Care Value, Inc.		\$3,240	1
Iannelli, Joseph A.	Iannelli Insurance Agency	\$3,240	1
Upstate Special Risk Services, Inc.		\$3,240	1
Professional Group Plans, Inc.		\$3,156	2
Daley, Michael A.	Daley Insurance Agency	\$3,120	1
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$3,108	1
World Wide Coverage Corp.		\$3,056	2
Jetter, Art	Art Jetter & Company, Inc.	\$3,024	1
Sklar, Susan T.	Sklar Insurance Agency	\$3,024	1
Stellpflug, John G.	Stellpflug Insurance Agency	\$2,880	1
Burke, April L.	Burke Insurance Agency	\$2,844	1
Patterson, Adam D.	Patterson Insurance Agency	\$2,844	1
Centerstone Insurance & Financial Svcs.		\$2,795	4
Cummings Insurance, Inc.		\$2,784	1
Nordstrom, Timothy W.	Nordstrom Insurance Agency	\$2,771	1
Moita, Goncalo M.	Moita Insurance Agency	\$2,760	1
National Contracting, Inc.		\$2,688	1
Tretola, Joseph J.	Tretola Insurance Agency	\$2,688	1
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$2,676	1
Moraski, Matthew B.	Moraski Insurance Agency	\$2,676	1
Shaw, Tim	Shaw Insurance Agency	\$2,676	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$2,676	1
Zalay, Benjie A.	Zalay Insurance Agency	\$2,664	1
Abbatiello, Vincent	Mainstay Retirement Solutions	\$2,652	1
Assurecor, Inc.		\$2,651	1
Buck, James L.	Buck Insurance Agency	\$2,592	1
Clemens, Kenneth M.	Clemens Insurance Agency	\$2,533	1
Jsrins, Inc.		\$2,533	1

Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

January 1, 2017

Diamond Producers (\$20,000 & Above)

Schwartz, Scott J.	\$20,400
--------------------	----------

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

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

Sheldon, Paul, CLU, ChFC	\$14,724	Stevens, Ray	\$10,644
Sachs, Kerry	\$10,907		

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

Barta, Devin M.	\$9,552	Pekala, David C.	\$6,324
Aarons, Neill	\$9,432	Aboul-Hosn, Haitham M.	\$6,323
Ottovegio, Xiomara	\$8,496	Stevens, Sandra K.	\$6,156
Feuer, Eli	\$7,776	Payant, Thomas A.	\$5,868
Bono, Peter F.	\$7,523	Post, Joshua	\$5,796
Haft, Gary S.	\$7,368	Hargis, Mark D.	\$5,736
Heller, Mark	\$7,367	Bahlkow, Valerie	\$5,664
McGregor, Iyan L.	\$7,080	Zuckerman, Eric A.	\$5,376
Walter, Daniel	\$6,851	Catanese, Robert J.	\$5,368
Sam, Catherine M.	\$6,779	Valery, Albert L.	\$5,328
Wiedersum, Bryan F.	\$6,444	Shank, Brand L.	\$5,112

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

Cancio, Maria	\$4,956	Delauter, Kenneth R. Jr.	\$3,612
Kirby, Joseph S.	\$4,860	Lagrange, George W.	\$3,612
Gutcheon, Jason	\$4,712	Huberman, Richard	\$3,611
Kornbluh, Gary N.	\$4,680	Borenstein, Jadzia	\$3,564
Rosen, Paul J.	\$4,656	Handal, Charles J.	\$3,564
Gerber, Lawrence A.	\$4,607	Rheingold, Marc	\$3,564
Lemar, Mike	\$4,536	Hoyek, Pete N.	\$3,563
Schwartz, Richard S.	\$4,464	Jacobson, Sandy	\$3,563
Gold, Matthew	\$4,418	Gilbert, Brian	\$3,480
Forthman, Elaine T.	\$4,391	Ruppen, Frank	\$3,480
Weinstock, Sidney J.	\$4,356	Taylor, Craig	\$3,468
Concklin, Todd C.	\$4,308	Russo, Paul	\$3,456
Alan, Stuart	\$4,260	Anthony, Anne M.	\$3,448
Cooper, Bradley D.	\$4,080	Lemar, Fred W. Jr.	\$3,431
Dewalt, Geri B.	\$3,924	Haass, David	\$3,408
Kamel, Makram E.	\$3,900	Kraus, Bernard	\$3,408
Scott, William R.	\$3,888	Catron, Edward A.	\$3,384
Sekur, Stephen	\$3,888	Claassen, Matthew J.	\$3,370
Richard, Paul	\$3,852	Mollica, Rosanna	\$3,359
Geld, James	\$3,804	Pollart, Stephen C.	\$3,286
Holmquist, James A.	\$3,708	Lyman, Judith D.	\$3,276
Kavanaugh, Elyse M.	\$3,708	Mangini, Nicholas L.	\$3,276
Henry, Keith M.	\$3,651	Puro, Miko M.	\$3,276

Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

January 1, 2017

Welch, Barbara A.	\$3,276	Brazzi, Patricia E.	\$2,784
Norgard, Chad M.	\$3,275	Cummings Insurance, Inc.	\$2,784
Amrom, Michele	\$3,272	Nordstrom, Timothy W.	\$2,771
Chevrier, Alain G.	\$3,272	Mullen, Joseph F.	\$2,760
Gaczewski, Richard A. Jr.	\$3,240	Gumora, Helene	\$2,688
Graham, Andrea	\$3,240	Jackson, Amy W.	\$2,688
Sanders, Barbara L.	\$3,192	McCandless, Joseph	\$2,688
Daley, Michael A.	\$3,120	Rush, Francine	\$2,688
Selinger, William S.	\$3,108	Tretola, Joseph J.	\$2,688
Ziadeh, Abedel N.	\$3,108	Atwood, Susan E.	\$2,676
Page, Vincent	\$3,024	Branch, Beth	\$2,676
Polanco, Robyn R.	\$3,024	Daenzer, Christopher	\$2,676
Sklar, Susan T.	\$3,024	Greenstein, Bruce	\$2,676
Henning, Sonny A.	\$2,975	Maisonet, Joseph	\$2,676
Kelsey, Steven D.	\$2,927	Young, Joseph J.	\$2,676
Taylor, David A.	\$2,927	Zalay, Benjie A.	\$2,664
Stellpflug, John G.	\$2,880	Abbatiello, Vincent	\$2,652
Boylan, Peter W.	\$2,844	McDougle, Tony D.	\$2,651
Gintel, Jay R.	\$2,844	Tantillo, Robert V.	\$2,639
Gorden, Renee G.	\$2,844	Schlossberg, Michael J.	\$2,616
Guilarte, Pedro	\$2,844	Grattan, Michael J.	\$2,592
Kasabov, David	\$2,844	Richardson, John S.	\$2,533
Ripoll, Glenn A.	\$2,844	Rothman, Paul S.	\$2,509
Wetzstein, Shanna	\$2,820		