

## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

January 15, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$101,856	42
Borosak, William J. Jr.	Secure Financial Group, LLC	\$65,192	14
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Ahlbum, Tim	Health Coverage Solutions	\$39,324	7
Lemar, Mike	Sunshine State Agency	\$32,752	21
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$28,536	8
Mednick, Scott E.	Professional Insurance Systems of Florida	\$21,936	12
Hatton, Catherine E.	Long Island Insurance Solutions	\$21,274	21
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$18,344	5
Centerstone Insurance & Financial Svcs.		\$18,323	8
Shackelford, Edward L.	The Assurance Group, Inc.	\$17,566	10
Wroblewski, Robert M.	SOS Insurance Group	\$16,842	8
AmeriLife		\$15,912	21
Clark, John W.	Senior Solutions Insurance Agency	\$14,822	7
Senior Insurance Marketing, Inc.		\$14,268	4
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$13,764	6
James M. Gray, Inc.		\$13,560	3
Concklin, Ron	Rosenberg-Concklin, Inc.	\$13,512	13
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$12,336	1
Barta, Devin M.	Barta Insurance Agency	\$11,772	6
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Hoyek, Pete N.	Hoyek Insurance Agency	\$9,311	1
Rosati, Lisa	Rosati Insurance Agency	\$9,085	3
Professional Group Plans, Inc.		\$8,988	2
Rosen, Ricky E.	Rosen Insurance Agency	\$8,304	1
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$8,088	1
Kelsey, Steven D.	Kelsey Insurance Agency	\$8,025	2
Richard, Paul	Richard Insurance Agency	\$8,025	2
Ahmed, Nur N.	Ahmed Insurance Agency	\$7,120	3
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$6,947	2
Jones, Stephen G.	Jones Insurance Agency	\$6,696	1
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$6,493	7
Chacon, Cesar	The Insurance Hub	\$6,468	3
Webster, Larry L.	Webster & Associates, Ltd.	\$6,360	1
Schwartz, Scott J.	Insurance Protection Services	\$6,324	1
Frankenberry, Barth	Frankenberry Insurance Agency	\$5,964	2
Moraski, Matthew B.	Moraski Insurance Agency	\$5,592	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$5,592	1
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$5,507	2
Olguin, Loren A.	Olguin Insurance Agency	\$5,327	2
Dworkin, Earl D.	Dworkin Insurance Agency	\$5,147	1

## General Agencies

FOR THE WEEK ENDING

Combined Health/Life

January 15, 2017

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

Birchard, Natalie K.	Birchard Insurance Agency	\$4,992	2
Hirsch, Susan J.	Hirsch Insurance Agency	\$4,835	3
American Eagle Consultants, Inc.		\$4,616	4
Savage, Gina	Savage Insurance Agency	\$4,308	1
Edwards, Jackson IV	Edwards Insurance Agency	\$4,284	2
Alan, Stuart	Senior Care Insurance Center	\$4,176	1
Retirement Strategies, LLC		\$3,921	1
Reardon, John J.	Senior Healthcare Benefits Group, Inc.	\$3,888	1
Rosen, Paul J.	Paul J. Rosen Financial Services, Inc.	\$3,888	1
Statkewicz, Thomas G.	Sylvan-James Associates, Inc.	\$3,874	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$3,768	1
Kuhtz, Steven	Kuhtz Insurance Agency	\$3,755	1
Fraser, Daniel	Fraser Insurance Agency	\$3,672	2
Iwill Advisors, Inc.		\$3,672	2
Resource Benefits, Inc.		\$3,564	1
Premier Senior Marketing, Inc.		\$3,372	2
Schuler, James F.	Consumer Group Services, Inc.	\$3,359	1
Hale, Darwin	Hale Insurance Agency	\$3,276	1
Mangini, Nicholas L.	Mangini Insurance Agency	\$3,276	1
Abbatiello, Vincent	Mainstay Retirement Solutions	\$3,264	1
Reilly, Frank A.J.	Reilly Insurance Agency	\$3,204	2
Futurity First Insurance Group, Inc.		\$3,084	2
Tong, James G.	Tong Insurance Agency	\$2,927	1
Stamps, Dolores A.	Stamps Insurance Agency	\$2,904	1
Cohen, Sheila G.	Cohen Insurance Agency	\$2,844	1
Leznevech, Gregory A.	Leznevech Insurance Agency	\$2,844	1
Valery, Albert L.	Valery Insurance Agency	\$2,844	1
Wright, Keith A.	Wright Insurance Agency	\$2,784	1
Stiffler, Harold	Stiffler Insurance Agency	\$2,760	2
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$2,676	1
McKnight, Robert J.	McKnight Insurance Agency	\$2,658	2
General Agency Ins. Development Svc.		\$2,604	1
Coulter, Jeffrey E.	Coulter Insurance Services	\$2,592	1
Lipset, Francine R.	Lipset Associates	\$2,580	1
Lobdell, Deborah H.	Lobdell Insurance Agency	\$2,556	1
Care Value, Inc.		\$2,544	3
Burke, April L.	Burke Insurance Agency	\$2,520	2

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

January 15, 2017

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

Ahlbum, Tim	\$22,128
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#### Platinum Producers (\$15,000 - \$20,000)

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

Primack, Neil E.	\$14,172	Gordon, Aaron	\$10,920
Sheldon, Paul, CLU, ChFC	\$12,336		

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

Hoyek, Pete N.	\$9,311	Malooley, Michele A.	\$6,719
Stevens, Jason	\$9,060	Jones, Stephen G.	\$6,696
Haft, Gary S.	\$8,640	Cortes, Julio C.	\$6,528
Solodkin, Jason M.	\$8,304	Sprague, James A. Sr.	\$6,360
Lawrence, Kevin	\$8,228	Schwartz, Scott J.	\$6,324
Wiedersum, Bryan F.	\$8,088	Lembcke, Julia	\$6,287
Dibisceglie, Darrin J.	\$7,524	Larocca, Joseph A.	\$6,119
Ahlbum, Jon	\$7,176	Sachs, Kerry	\$6,036
Rosati, Lisa	\$7,081	Daenzer, Christopher	\$5,592
Gumora, Helene	\$6,960	Colpitts, Walter W.	\$5,148
Holzman, Robert	\$6,755	Dworkin, Earl D.	\$5,147
Ratliff, Dale III	\$6,720	Laughlin, James A.	\$5,004

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

Ahlbum, Donna M.	\$4,932	Shaw, Martin L. III	\$3,647
Morgan, Sonya J.	\$4,740	Palmer, Casey V.	\$3,588
Cancio, Maria	\$4,308	Devlin, Monica D.	\$3,564
Sauer, Robert R.	\$4,260	Perdew, John M.	\$3,564
Alan, Stuart	\$4,176	Wyzkoski, Joseph F. Jr.	\$3,552
Claassen, Matthew J.	\$4,139	Hargis, Mark D.	\$3,516
Costanzo, Nicholas P.	\$4,043	Gray, John H.	\$3,420
Pollart, Stephen C.	\$4,041	Grzywa, Brandon	\$3,420
Kelsey, Steven D.	\$3,983	Lovelace, David P.	\$3,396
Terminiello, Christine	\$3,983	Edwards, Jackson IV	\$3,372
Black, Jonathan T.	\$3,921	Bono, Peter F.	\$3,359
Reardon, John J.	\$3,888	Rosenberg, Nathan	\$3,359
Rosen, Paul J.	\$3,888	Saylor, Dexter R.	\$3,276
Siddique, Nayeem	\$3,888	Schroeder, Zac	\$3,276
Merrell, Randy A.	\$3,874	Stern, Mindy S.	\$3,276
Dean, James	\$3,804	Zeller, Margaret	\$3,276
Sakharoff, Richard D.	\$3,768	Berkowitz, Barnett	\$3,272
Marcos, Mona	\$3,755	Jennings, Mark	\$3,264
Gintel, Jay R.	\$3,720	Reynolds, Paul E.	\$3,096
Phillips, Glenn	\$3,696	Pearson, Lisha	\$3,084
Hermes, Phillip J.	\$3,684	Kahn, Peter S.	\$3,060
Ottovegio, Xiomara	\$3,672	Taylor, David A.	\$3,059

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

**January 15, 2017**

Cooper, Bradley D.	\$3,024	Sanders, Barbara L.	\$2,784
Miller, Errohl	\$3,024	Saville, Gregory L.	\$2,784
Dillow, David S.	\$2,927	Muni, Joseph P. Jr.	\$2,759
Tong, James G.	\$2,927	Ferance, Russell	\$2,700
Stamps, Dolores A.	\$2,904	Buchman, Jeffrey	\$2,698
Antoine, Marie-Madeleine	\$2,892	Atwood, Susan E.	\$2,676
Klein, Russell	\$2,868	Greer, Michael	\$2,676
Ayala, Rebecca R.	\$2,844	Ripoll, Glenn A.	\$2,676
Borosak, William J. Jr.	\$2,844	Hirsch, Susan J.	\$2,675
Cohen, Sheila G.	\$2,844	Modarres, Saiid	\$2,622
Delia, Brian	\$2,844	Futterman, Glen J.	\$2,604
Dewalt, Geri B.	\$2,844	Coulter, Jeffrey E.	\$2,592
Ow, Kimberly D.	\$2,844	Lipset, Francine R.	\$2,580
Pekala, David C.	\$2,844	Barta, Francine	\$2,568
Smith, Arlene	\$2,844	Simon, Julie	\$2,556
Johnson, Devin P.	\$2,784	Steiner, Marcia K.	\$2,505
McClure, Michael L.	\$2,784		