

## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

January 29, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$111,892	48
Lemar, Mike	Sunshine State Agency	\$54,572	24
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Hatton, Catherine E.	Long Island Insurance Solutions	\$41,615	38
Borosak, William J. Jr.	Secure Financial Group, LLC	\$35,828	10
Ahlbum, Tim	Health Coverage Solutions	\$31,335	7
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$29,556	10
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$28,219	4
Barta, Devin M.	Barta Insurance Agency	\$24,372	7
James M. Gray, Inc.		\$20,244	4
Senior Insurance Marketing, Inc.		\$20,244	4
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$18,432	1
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$17,375	7
Concklin, Ron	Rosenberg-Concklin, Inc.	\$17,248	10
AmeriLife		\$16,339	17
Wroblewski, Robert M.	SOS Insurance Group	\$16,204	4
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$15,271	6
Rosati, Lisa	Rosati Insurance Agency	\$13,816	4
Shackelford, Edward L.	The Assurance Group, Inc.	\$13,666	6
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$13,079	4
Mednick, Scott E.	Professional Insurance Systems of Florida	\$12,061	12
Cancio, Maria	Cancio Insurance Agency	\$10,172	3
Savage, Gina	Savage Insurance Agency	\$10,172	3
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Bowes, Rick	Bowes Insurance Agency	\$8,664	1
Woods, Judith L.	Woods Insurance Agency	\$8,471	1
Abbatiello, Vincent	Mainstay Retirement Solutions	\$7,572	2
Long Island Health Plans, Inc.		\$7,372	4
Contemporary Employee Plans, Inc.		\$7,224	1
Iwill Advisors, Inc.		\$7,115	2
Centerstone Insurance & Financial Svcs.		\$7,103	3
Mangini, Nicholas L.	Mangini Insurance Agency	\$6,972	2
Benaim, Eduardo	Benaim Insurance Agency	\$6,813	2
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$6,491	2
Maisonet, Joseph	Maisonet Insurance Agency	\$6,086	2
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$5,724	5
Schwartz, Scott J.	Insurance Protection Services	\$5,688	1
Chacon, Cesar	The Insurance Hub	\$5,665	5
Clark, John W.	Senior Solutions Insurance Agency	\$5,499	6
Carran, John S.	Carran Insurance Agency	\$5,086	2
Schuler, James F.	Consumer Group Services, Inc.	\$5,051	2
Professional Group Plans, Inc.		\$5,040	2

## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

January 29, 2017

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

Schwartz, Richard S.	Insurance Center of S. Florida	\$4,899	3
Finken, Mark E.	Merit Insurance Services, Inc.	\$4,690	5
Hansen, Keith M.	Hansen Insurance Agency	\$4,668	2
Nelson, Clinton R.	MA Plan Services	\$4,668	2
Copeland Group USA, Inc.		\$4,558	2
Sweeney, James A.	American Senior Benefits	\$4,452	3
Agent Pipeline, Inc.		\$4,271	4
Haug, John H.	Haug Insurance Agency	\$3,983	1
Benefit Plans of America, Inc.		\$3,936	2
Muchnick, Stuart C.	Muchnick Insurance Agency	\$3,888	1
Rodriguez, Carmen A.	Landers-Stein & Associates	\$3,882	1
Washwick, Karl	The Washwick Agency, Inc.	\$3,816	1
Olsen, Steve J.	Olsen Insurance Agency	\$3,552	1
Graham, Carter	Shoreline Financial	\$3,480	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$3,480	1
Paul Berger Insurance Agency, Inc.		\$3,427	1
Marrow, Elizabeth	Marrow Insurance Agency	\$3,396	1
American Eagle Consultants, Inc.		\$3,313	1
Aronoff, Thomas H.	Aronoff Insurance Agency	\$3,276	1
Freeman, William P.	Freeman Insurance Agency	\$3,240	1
Kauffman Insurance Group, LLC		\$3,108	1
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$3,084	1
Valery, Albert L.	Valery Insurance Agency	\$2,988	1
United Insurance Group Agency, Inc.		\$2,956	2
Borenstein, Jadzia	Borenstein Insurance Agency	\$2,927	1
Palmer, Diana	Palmer Insurance Agency	\$2,892	1
Allen, Richard T.	Allen Insurance Agency	\$2,845	1
Morris, Alan	Morris Insurance Agency	\$2,844	1
Cheek, Steven J.	Cheek Insurance Agency	\$2,784	1
Puente, Efraim A.	Puente Insurance Agency	\$2,759	2
Esch, Jagger W.	Esch Insurance Agency	\$2,712	1
Ahmed, Nur N.	Ahmed Insurance Agency	\$2,688	1
Hutton, Edward F. Jr.	Hutton Insurance Marketing	\$2,676	1
Stoll, Kimberly A.	Stoll Insurance Agency	\$2,676	1
Wareheim, James E.	Wareheim Insurance Agency	\$2,676	1
Hilf, Michael S.	Hilf Insurance Agency	\$2,652	1
McDowell, Sheena M.	McDowell Insurance Agency	\$2,652	1
Johnson, Jamie S.	Johnson Insurance Agency	\$2,598	2
Neuschlos, Herman	Neuschlos Insurance Agency	\$2,556	1
Care Insurance Services, Inc.		\$2,544	1
Daniels, David K.	David K. Daniels & Associates	\$2,520	1

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

January 29, 2017

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

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

Sheldon, Paul, CLU, ChFC	\$18,432	Kempner, Gary S.	\$16,524
Ahlbum, Tim	\$17,256		

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

Spink, Chad D.	\$10,908	Holzman, Robert	\$10,163
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#### Silver Producers (\$5,000 - \$10,000)

Rosati, Lisa	\$9,446	Primack, Neil E.	\$6,468
Graham, Christopher N., CLU	\$8,916	Bartley, David M.	\$6,455
Bowes, Rick	\$8,664	Ratliff, Dale III	\$6,348
Woods, Judith L.	\$8,471	Clatsoff, Deborah A.	\$6,203
Goldenberg, Karen S.	\$8,004	Kingsley, Beverly J.	\$6,120
Sheehan, Timothy A.	\$7,892	McClure, Michael L.	\$6,060
Ahlbum, Jon	\$7,716	Barta, Devin M.	\$5,964
Sachs, Kerry	\$7,699	Konz, Douglas J.	\$5,868
Rashkin, James A.	\$7,224	Schwartz, Scott J.	\$5,688
Abbatiello, Vincent	\$6,888	Hatton, Catherine E.	\$5,292
Balogh, Christian J.	\$6,598	Brown, Christopher	\$5,171

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

Cochran, John T.	\$4,968	Mairano, Alexander E.	\$3,780
Stevens, Jason	\$4,776	Mangini, Nicholas L.	\$3,756
Stevens, Ray	\$4,704	Payant, Thomas A.	\$3,756
Patel, Kiran N.	\$4,548	Szarf, Rosa	\$3,708
Gordon, Ian	\$4,536	Benedeti, Juan C.	\$3,647
Lauer, Deborah	\$4,524	Vickers, Jordan	\$3,588
Gillard-Martin, Mary G.	\$4,380	Verrier, Scott R.	\$3,564
Graham, Christopher C.	\$4,356	Olsen, Steve J.	\$3,552
Gratzon, Peter	\$4,328	Louro, Stephen M.	\$3,520
Osborn, Jarrett	\$4,308	Goldstein, Lawrence	\$3,480
Mayer, Bruce P.	\$4,216	Haft, Gary S.	\$3,480
Ottovogio, Xiomara	\$4,020	Sakharoff, Richard D.	\$3,480
Nastanovich, Christopher R.	\$3,983	Ewing, Deborah L.	\$3,479
Hansen, Keith M.	\$3,912	Sanders, Barbara L.	\$3,443
Fenton, Paula B.	\$3,888	Berger, Paul	\$3,427
Muchnick, Stuart C.	\$3,888	Marrow, Elizabeth	\$3,396
Barcelo, Jorge L.	\$3,882	Edwards, Jackson IV	\$3,384
Bono, Peter F.	\$3,851	Dillow, David S.	\$3,359
Washwick, Karl	\$3,816	Montero, Roque A.	\$3,359
Smith, Constance A.	\$3,814	Gibbs, Boyd C.	\$3,313
Hackmeier, Jeff D.	\$3,791	Aarons, Neill	\$3,276

## Writing Agents

FOR THE WEEK ENDING

### Combined Health/Life

January 29, 2017

Aronoff, Thomas H.	\$3,276	Palmer, Diana	\$2,892
Gilbert, Brian	\$3,276	Allen, Richard T.	\$2,845
Howard, Michael	\$3,276	Bowling, Mindie N.	\$2,844
Richard, Paul	\$3,276	Capiersheho, Daniel E.	\$2,844
Scoggins, Edith A.	\$3,272	Freifeld, Mitchell S.	\$2,844
Freeman, William P.	\$3,240	Lagamma, Vincent J.	\$2,844
Woodard, Michael A.	\$3,228	McGlaughlin, Larry	\$2,844
Schroeder, Zac	\$3,216	Ripoll, Glenn A.	\$2,844
Larocca, Joseph A.	\$3,191	Saylor, Dexter R.	\$2,844
Boscardin, Daniel L.	\$3,156	Smith, Erica M.	\$2,844
Kauffman, Shirley	\$3,108	Good, Karen	\$2,832
Pockey, Bruce J.	\$3,108	Cheek, Steven J.	\$2,784
Stark, Richard N.	\$3,108	Dega, Brigett L.	\$2,726
Benaim, Eduardo	\$3,105	Haass, David	\$2,712
Hernandez, Oliver R.	\$3,084	Friedman, Michael D.	\$2,688
Zeis, Richard R.	\$3,084	Hutton, Edward F. Jr.	\$2,676
Bahlkow, Valerie J.	\$3,060	Kaufman, Joseph F.	\$2,676
Silver, Lawrence B.	\$3,024	Stoll, Kimberly A.	\$2,676
Palmer, Casey V.	\$3,023	Wareheim, James E.	\$2,676
Valery, Albert L.	\$2,988	Rapp, Gregory B.	\$2,652
Mankiewicz, Joshua	\$2,927	Kolman, Robert	\$2,556
Rabinowitz, Arnold	\$2,927	Pesses, Harold A.	\$2,544
Scher, Lee D.	\$2,927	Cortes, Julio C.	\$2,532
Spivey, David	\$2,927	Blackburn, Kaila	\$2,520