

## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

February 12, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$106,862	33
Lemar, Mike	Sunshine State Agency	\$61,798	29
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$43,453	10
Ahlbum, Tim	Health Coverage Solutions	\$43,200	7
Borosak, William J. Jr.	Secure Financial Group, LLC	\$32,839	7
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$25,871	5
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$23,834	8
Senior Insurance Marketing, Inc.		\$22,884	6
James M. Gray, Inc.		\$22,476	5
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$19,308	1
Savage, Gina	Savage Insurance Agency	\$19,272	2
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$19,092	6
Hatton, Catherine E.	Long Island Insurance Solutions	\$18,441	16
Mednick, Scott E.	Professional Insurance Systems of Florida	\$17,304	8
AmeriLife		\$17,259	22
Schwartz, Scott J.	Insurance Protection Services	\$16,344	1
Clark, John W.	Senior Solutions Insurance Agency	\$14,699	7
Shackelford, Edward L.	The Assurance Group, Inc.	\$11,027	7
Abbatiello, Vincent	Mainstay Retirement Solutions	\$10,992	2
Ahmed, Nur N.	Ahmed Insurance Agency	\$10,068	2
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$9,216	7
Rosati, Lisa	Rosati Insurance Agency	\$8,712	4
Maisto, Stephen	Senior Health Solutions	\$8,488	4
Rosen, Paul J.	Paul J. Rosen Financial Services, Inc.	\$7,776	1
Wroblewski, Robert M.	SOS Insurance Group	\$7,403	4
Maisonet, Joseph	Maisonet Insurance Agency	\$7,332	1
Concklin, Ron	Rosenberg-Concklin, Inc.	\$7,140	7
Salvati, Paul D.	Salvati Insurance Agency	\$6,912	1
Richard, Paul	Richard Insurance Agency	\$6,671	2
Esch, Jagger W.	Esch Insurance Agency	\$5,759	1
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$5,688	2
Olguin, Loren A.	Olguin Insurance Agency	\$5,183	2

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

Spears, Freddie E.	Spears Insurance Agency	\$4,980	1
Dega, Brigett L.	Dega Insurance Agency	\$4,692	2
Hernandez & Company, Inc.		\$4,436	2
Fiore, Dennis J. Jr.	Fiore Insurance Agency	\$4,296	1
ERIN Marketing, Inc.		\$4,212	3
Waxman, Andrew B.	Waxman Insurance Agency	\$4,104	1
Barta, Devin M.	Barta Insurance Agency	\$4,008	3
Carran, John S.	Carran Insurance Agency	\$3,992	2
Abadjian, Pierre	Abadjian Insurance Group	\$3,948	1
Keil, Russell	Keil Insurance Agency	\$3,888	1
General Agency Ins. Development Svc.		\$3,851	1
Agent Pipeline, Inc.		\$3,731	2
Costanzo, Nicholas P.	Costanzo Insurance Agency	\$3,647	1
Birchard, Natalie K.	Birchard Insurance Agency	\$3,600	1
Schwartz, Richard S.	Insurance Center of S. Florida	\$3,566	2
Alan, Stuart	Senior Care Insurance Center	\$3,564	1
Nordstrom, Timothy W.	Nordstrom Insurance Agency	\$3,551	1
Heller, Mark	Heller Insurance Agency	\$3,540	1
AMAC Senior Resources Network		\$3,456	2
Centerstone Insurance & Financial Svcs.		\$3,432	2
Rapini, Duane M.	Rapini Insurance Agency	\$3,347	2
Finkelstein, Sara	Finkelstein Insurance Agency	\$3,276	1
Thiele, Robert E.	Thiele Insurance Agency	\$3,276	1
Statkewicz, Thomas G.	Sylvan-James Associates, Inc.	\$3,234	1
Kuttler, Mark	Kuttler Insurance Agency	\$3,040	1
Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	\$3,024	1
Wardell, Ronald P.	Wardell Insurance Agency	\$3,024	1
Dworkin, Earl D.	Dworkin Insurance Agency	\$2,879	1
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$2,844	1
Hale, Darwin	Hale Insurance Agency	\$2,844	1
Holeve, Bernard B.	Holeve Insurance Agency	\$2,844	1
Longo, Wendy L.	Longo Insurance Agency	\$2,844	1
Weil, Hannelore F.	Weil Insurance Agency	\$2,844	1
Allen, Richard T.	Allen Insurance Agency	\$2,810	1
Nelson, Donald G.	Nelson Insurance Agency	\$2,772	1
Chacon, Cesar	The Insurance Hub	\$2,676	1
Ensurity Group, Inc.		\$2,616	1
Graham, Carter	Shoreline Financial	\$2,592	1
Hoyek, Pete N.	Hoyek Insurance Agency	\$2,592	1

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

**February 12, 2017**

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

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

Sheldon, Paul, CLU, ChFC	\$19,308	LeMaire, Daniel S.	\$15,564
Schwartz, Scott J.	\$16,344		

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

Badessa, Joseph J.	\$11,796	Ahlbum, Jon	\$10,068
Abbatiello, Vincent	\$10,356		

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

Ratliff, Dale III	\$9,756	Cortes, Julio C.	\$6,912
Haft, Gary S.	\$9,259	Salvati, Paul D.	\$6,912
Kempler, Gary S.	\$9,228	Ahlbum, Donna M.	\$6,482
Sachs, Kerry	\$9,204	Ottovegio, Xiomara	\$6,168
Balogh, Christian J.	\$8,760	Siddique, Nayeem	\$6,144
Gilbert, Brian	\$8,700	Stevens, Sandra K.	\$6,000
Ahlbum, Tim	\$8,448	Biederman, Julie	\$5,832
Rosen, Paul J.	\$7,776	Haass, David	\$5,759
Kingsley, Beverly J.	\$7,560	Lemar, Fred W. Jr.	\$5,676
Payant, Thomas A.	\$7,332	McKnight, Robert J.	\$5,328
Graham, Christopher N., CLU	\$7,211		

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

Spears, Freddie E.	\$4,980	Kelsey, Steven D.	\$3,647
Stevens, Jason	\$4,812	Shaw, Martin L. III	\$3,647
Olguin, Loren A.	\$4,787	Phillips, Glenn	\$3,600
Dibisceglie, Darrin J.	\$4,656	Rush, Francine	\$3,588
Fiore, Dennis J. Jr.	\$4,296	Alan, Stuart	\$3,564
Primack, Neil E.	\$4,284	Louzin, Alan L.	\$3,563
Waxman, Andrew B.	\$4,104	Nordstrom, Timothy W.	\$3,551
Graham, Christopher C.	\$3,971	Heller, Mark	\$3,540
Branch, Beth	\$3,948	Grzywa, Brandon	\$3,396
Friedman, Michael D.	\$3,924	Smith, Constance A.	\$3,335
Lagamma, Vincent J.	\$3,900	Finkelstein, Sara	\$3,276
Keil, Jaime	\$3,888	Hogg, Harvey P.	\$3,276
Chester, Lee J.	\$3,851	Spink, Chad D.	\$3,252
Kaufman, Bryan J.	\$3,768	Merrell, Randy A.	\$3,234
Samuelson, Luann M.	\$3,768	Gage, Jeffrey L.	\$3,216
Savage, Gina	\$3,708	Murphy, Stacy	\$3,179
Forrest, Phillip	\$3,647	Ross, Steven P.	\$3,156

## Writing Agents

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**February 12, 2017**

Pucci, Katya	\$3,096	Kitay, Laura A.	\$2,844
Truax, Christopher D.	\$3,081	Lovelace, Susan	\$2,844
Kuttler, Mark A.	\$3,040	Michaelson, Robert P.	\$2,844
Jaffe, Joseph A.	\$3,024	Saylor, Dexter R.	\$2,844
Richard, Paul	\$3,024	Settle, Robert	\$2,844
Verpaele, Dawn A.	\$3,024	Weil, Hannelore F.	\$2,844
Slutsky, Frederick M.	\$2,927	Zeller, Margaret	\$2,844
Olson, Landon	\$2,916	Allen, Richard T.	\$2,810
Puente, Efraim A.	\$2,903	Arrasmith, Stacie L.	\$2,808
Dworkin, Earl D.	\$2,879	Nelson, Donald G.	\$2,772
Stark, Richard N.	\$2,846	Recchion, Melanie	\$2,688
Atwood, Susan E.	\$2,844	Laughlin, James A.	\$2,676
Borosak, William J. Jr.	\$2,844	Reed, Bertha J.	\$2,616
Dean, James	\$2,844	Hoyek, Pete N.	\$2,592
Fingeret, Benjamin W.	\$2,844	Puro, Miko M.	\$2,592
Holeve, Bernard B.	\$2,844		