

General Agencies

FOR THE WEEK ENDING

Combined Health/Life

April 9, 2017

| Diamond Producers (\$50,000 & Above) | Agency Name | Net Issue | Producer Count |
|---|---|-----------|----------------|
| Ahlbum, Jon | The Ahlbum Insurance Group, Inc. | \$97,326 | 42 |
| Platinum Producers (\$30,000 - \$50,000) | | | |
| Lemar, Mike | Sunshine State Agency | \$47,472 | 22 |
| Ahlbum, Tim | Health Coverage Solutions | \$38,521 | 6 |
| Sachs, Kerry | Secure Retirement Solutions, Inc. | \$36,288 | 5 |
| Ahlbum, Donna M. | The Ahlbum Insurance Group, Inc. | \$31,082 | 10 |
| Gold Producers (\$10,000 - \$30,000) | | | |
| Borosak, William J. Jr. | Secure Financial Group, LLC | \$28,188 | 8 |
| Stevens, Ray | Stevens & Associates Insurance Agency, Inc. | \$27,391 | 6 |
| Clark, John W. | Senior Solutions Insurance Agency | \$23,828 | 11 |
| Hatton, Catherine E. | Long Island Insurance Solutions | \$21,242 | 29 |
| Sheldon, Paul, CLU, ChFC | Paul Sheldon Insurance & Benefits Planning | \$20,568 | 1 |
| Concklin, Ron | Rosenberg-Concklin, Inc. | \$20,336 | 13 |
| Shackelford, Edward L. | The Assurance Group, Inc. | \$17,628 | 4 |
| Wroblewski, Robert M. | SOS Insurance Group | \$17,623 | 6 |
| AmeriLife | | \$14,780 | 19 |
| Mednick, Scott E. | Professional Insurance Systems of Florida | \$11,251 | 9 |
| Rosati, Lisa | Rosati Insurance Agency | \$11,067 | 3 |
| Silver Producers (\$5,000 - \$10,000) | | | |
| Iwill Advisors, Inc. | | \$9,778 | 4 |
| Barta, Devin M. | Barta Insurance Agency | \$9,408 | 5 |
| Valery, Albert L. | Valery Insurance Agency | \$9,072 | 3 |
| Savage, Gina | Savage Insurance Agency | \$8,123 | 2 |
| Sweeney, Paul | Quality First Insurance Agency, Inc. | \$6,536 | 3 |
| Olguin, Loren A. | Olguin Insurance Agency | \$6,384 | 1 |
| Woodmen Insurance Agency, Inc. | | \$5,952 | 2 |
| Benefit Plans of America, Inc. | | \$5,898 | 4 |
| Shaw, Tim | Shaw Insurance Agency | \$5,412 | 1 |
| Sweeney, James A. | American Senior Benefits | \$5,412 | 1 |
| Daniels, David K. | David K. Daniels & Associates | \$5,196 | 1 |
| Easterling, Horace W. | Easterling Insurance Agency | \$5,184 | 1 |
| Schuler, James F. | Consumer Group Services, Inc. | \$5,172 | 2 |
| Cancio, Maria | Cancio Insurance Agency | \$5,039 | 1 |
| Agent Pipeline, Inc. | | \$5,012 | 4 |

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

| | | | |
|---|------------------------------------|---------|---|
| Schroeder, Shawn | Jack Schroeder & Associates, Inc. | \$4,931 | 4 |
| Alterman, Glenn | Alterman Insurance Agency | \$4,874 | 1 |
| Wardell, Phillip M. | Wardell Insurance Agency | \$4,723 | 1 |
| Albano, Jerry R. | Albano Insurance Agency | \$4,439 | 2 |
| Elite Insurance Partners, LLC | | \$4,380 | 1 |
| Moita, Goncalo M. | Moita Insurance Agency | \$4,104 | 1 |
| Haft, Gary S. | JMH Advisors, Inc. | \$4,032 | 2 |
| First Insurance Enterprises, Inc. | | \$3,923 | 1 |
| Benet, Andrew | Benet Insurance Agency | \$3,888 | 1 |
| Rodriguez, Carmen A. | Landers-Stein & Associates | \$3,787 | 1 |
| Rutstein, Michael W. | Rutstein Insurance Agency | \$3,744 | 1 |
| Gelbwaks, Peter S. | Gelbwaks Executive Marketing Corp. | \$3,672 | 2 |
| Senior Insurance Marketing, Inc. | | \$3,636 | 2 |
| Graham, Christopher N., CLU | Graham Financial Group, Inc. | \$3,588 | 2 |
| Klibowitz, Larry T. | Klibowitz Insurance Agency | \$3,587 | 1 |
| Fraser, Daniel | Fraser Insurance Agency | \$3,574 | 2 |
| Forthman, Elaine T. | R & E Marketing Assoc., Inc. | \$3,564 | 1 |
| Brooks, Dee D. | Brooks Insurance Agency | \$3,528 | 1 |
| Adelson, Andy G. | Adelson Insurance Agency | \$3,396 | 1 |
| Moore, Joseph P. | Moore Insurance Agency | \$3,359 | 1 |
| Broedell, Joseph F. | Broedell Insurance Agency | \$3,276 | 1 |
| Holeve, Bernard B. | Holeve Insurance Agency | \$3,276 | 1 |
| Cheek, Steven J. | Cheek Insurance Agency | \$3,228 | 1 |
| Centerstone Insurance & Financial Svcs. | | \$3,095 | 2 |
| Long Island Health Plans, Inc. | | \$3,072 | 2 |
| Maisto, Stephen | Senior Health Solutions | \$3,072 | 2 |
| Senior Services of North America, Inc. | | \$3,072 | 2 |
| Mangini, Nicholas L. | Mangini Insurance Agency | \$2,964 | 1 |
| James M. Gray, Inc. | | \$2,940 | 1 |
| Stevens, Mike | Farm & Ranch Healthcare, Inc. | \$2,935 | 4 |
| GMP Retirement Strategies, Inc. | | \$2,928 | 1 |
| Miller, Michele M. | Miller Insurance Agency | \$2,844 | 1 |
| Morgan, Christian | Morgan Insurance Agency | \$2,844 | 1 |
| Schwartz, Scott J. | Insurance Protection Services | \$2,844 | 1 |
| Zion, Joseph S. | Zion Insurance Agency | \$2,844 | 1 |
| American Eagle Consultants, Inc. | | \$2,807 | 1 |
| Catron, Edward A. | Catron Insurance Agency | \$2,785 | 2 |
| Wiedersum, Bryan F. | Wiedersum Insurance Agency | \$2,723 | 1 |
| Abadjian, Pierre | Abadjian Insurance Group | \$2,676 | 1 |
| Priebe, Arthur F. | Priebe Insurance Agency | \$2,676 | 1 |
| Cleveland, Keith E. | Cleveland Insurance Agency | \$2,576 | 1 |
| Finken, Mark E. | Merit Insurance Services, Inc. | \$2,534 | 3 |

Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

April 9, 2017

Diamond Producers (\$20,000 & Above)

| | |
|--------------------------|----------|
| Sheldon, Paul, CLU, ChFC | \$20,568 |
|--------------------------|----------|

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

| | |
|--------------|----------|
| Sachs, Kerry | \$18,228 |
|--------------|----------|

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

| | | | |
|------------------|----------|-------------|----------|
| Kempler, Gary S. | \$13,296 | Ahlbum, Tim | \$12,995 |
|------------------|----------|-------------|----------|

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

| | | | |
|--------------------|---------|----------------------|---------|
| Stevens, Ray | \$9,825 | Greenstein, Bruce | \$5,412 |
| Gumora, Helene | \$9,144 | Keiper, Gregory D. | \$5,412 |
| Gilbert, Brian | \$8,843 | Johnson, Barbara L. | \$5,352 |
| Stevens, Jason | \$8,771 | Weinfeld, Shia | \$5,208 |
| Zarins, Ivars | \$7,488 | Rosati, Lisa | \$5,199 |
| Hargis, Mark D. | \$6,384 | Blackburn, Kaila | \$5,196 |
| Badessa, Joseph J. | \$5,976 | Iuso, Tamahra C. | \$5,184 |
| Ranney, Eugene | \$5,868 | Claassen, Matthew J. | \$5,084 |
| Gratzon, Peter | \$5,771 | Benaïm, Eduardo | \$5,039 |
| Gauldin, Brian K. | \$5,508 | Ripoll, Glenn A. | \$5,004 |

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

| | | | |
|----------------------|---------|-------------------------|---------|
| Linebarger, Jerry L. | \$4,874 | Forthman, Elaine T. | \$3,564 |
| Abbatiello, Vincent | \$4,812 | Quintero, Ana L. | \$3,564 |
| Wardell, Phillip M. | \$4,723 | Terminiello, Christine | \$3,563 |
| Sanders, Barbara L. | \$4,656 | Brooks, Dee D. | \$3,528 |
| Haass, David | \$4,380 | Ahlbum, Jon | \$3,468 |
| Steinfeld, Ely | \$4,348 | Adelson, Andy G. | \$3,396 |
| Aarons, Neill | \$4,296 | Goldberg, Frank | \$3,372 |
| Hooker, Thad N. | \$4,260 | Moore, Joseph P. | \$3,359 |
| Feltingoff, Eleanor | \$4,104 | Sam, Catherine M. | \$3,359 |
| Mullen, Joseph F. | \$4,104 | Broedell, Joseph F. | \$3,276 |
| Moss, Nina R. | \$3,936 | Burke, April L. | \$3,276 |
| Clawson, Janet K. | \$3,923 | Clatsoff, Deborah A. | \$3,276 |
| Brown, Matthew | \$3,899 | Haft, Gary S. | \$3,276 |
| Benet, Andrew | \$3,888 | Holve, Bernard B. | \$3,276 |
| Holzman, Robert | \$3,888 | Oblaczynski, William J. | \$3,276 |
| Preuss, Diane J. | \$3,787 | Wheat, Douglas P. | \$3,276 |
| Rutstein, Michael W. | \$3,744 | Hunt, Marilee | \$3,228 |
| Tantillo, Robert V. | \$3,718 | Heaslip, Christopher | \$3,164 |
| Ottovogio, Xiomara | \$3,672 | Davis, Karen L. | \$3,131 |
| Klibowitz, David R. | \$3,587 | Edwards, Jackson IV | \$3,108 |

Writing Agents

FOR THE WEEK ENDING

Combined Health/Life

April 9, 2017

| | | | |
|-----------------------|---------|----------------------|---------|
| Rabin, Bruce D. | \$3,108 | Hall, James T. | \$2,844 |
| Wacks, Edward A. | \$3,108 | Krams, Sydney D. | \$2,844 |
| Weinstein, Sanford E. | \$3,108 | Lagamma, Vincent J. | \$2,844 |
| Geld, James | \$3,104 | Nickel, Roger T. | \$2,844 |
| Lemaire, Daniel S. | \$3,084 | Rash, Richard S. | \$2,844 |
| Kraus, Bratone T. | \$3,048 | Schwartz, Scott J. | \$2,844 |
| Blake, Karla | \$3,024 | Selinger, William S. | \$2,844 |
| Gold, Matthew | \$3,024 | Shotwell, Mary P. | \$2,844 |
| Schroeder, Zac | \$2,964 | Zion, Joseph S. | \$2,844 |
| Grzywa, Brandon | \$2,940 | Wiedersum, Bryan F. | \$2,723 |
| Preacher, George H. | \$2,928 | Brady, Matthew | \$2,688 |
| Mankamyer, Mary | \$2,868 | Dye, Lauretta A. | \$2,676 |
| Biederman, Julie | \$2,856 | Palmer, Casey V. | \$2,676 |
| Saylor, Dexter R. | \$2,846 | Priebe, Arthur F. | \$2,676 |
| Albano, Jerry R. | \$2,844 | Taylor, David A. | \$2,675 |
| Campana, Diana M. | \$2,844 | Schwartz, Matthew | \$2,628 |
| Dega, Brigett L. | \$2,844 | Neese, Alan P. | \$2,592 |
| Gorden, Renee G. | \$2,844 | Valery, Douglas M. | \$2,592 |
| Gordon, Aaron | \$2,844 | Cleveland, Keith E. | \$2,576 |
| Gordon, Ian | \$2,844 | Applebaum, Jason | \$2,571 |