

## General Agencies

FOR THE WEEK ENDING

Combined Health/Life

July 23, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$72,121	27
Lemar, Mike	Sunshine State Agency	\$50,203	22
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$21,395	7
Ahlbum, Tim	Health Coverage Solutions	\$20,820	4
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$20,480	6
Hatton, Catherine E.	Long Island Insurance Solutions	\$19,374	12
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$18,034	6
Concklin, Ron	Rosenberg-Concklin, Inc.	\$17,908	5
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$17,663	3
Clark, John W.	Senior Solutions Insurance Agency	\$15,407	2
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$15,288	1
Borosak, William J. Jr.	Secure Financial Group, LLC	\$12,106	6
Maisonet, Joseph	Maisonet Insurance Agency	\$12,054	3
Mednick, Scott E.	Professional Insurance Systems of Florida	\$11,711	9
AmeriLife		\$11,616	10
Wroblewski, Robert M.	Palm Cove Insurance Solutions	\$11,555	6
Shackelford, Edward L.	The Assurance Group, Inc.	\$11,099	3
Centurion Agency, Ltd.		\$11,068	2
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Barta, Devin M.	Barta Insurance Agency	\$9,384	3
ERIN Marketing, Inc.		\$8,952	3
Abbatiello, Vincent	Mainstay Retirement Solutions	\$8,376	3
Savage, Gina	Savage Insurance Agency	\$8,375	2
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$7,973	5
Ulayyet, Fred M.	Ulayyet Insurance Agency	\$7,871	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$7,835	3
Valery, Albert L.	Valery Insurance Agency	\$7,500	2
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$7,259	4
Rapini, Duane M.	Rapini Insurance Agency	\$7,044	2
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$7,032	1
James M. Gray, Inc.		\$6,528	2
Senior Insurance Marketing, Inc.		\$6,528	2
KAFL, Inc.		\$6,480	1
Elite Insurance Partners, LLC		\$6,456	2
Richard, Paul	Richard Insurance Agency	\$6,119	1
American Eagle Consultants, Inc.		\$5,651	3

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July 23, 2017

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

Benefit Plans of America, Inc.		\$4,916	6
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$4,836	1
Rosati, Lisa	Rosati Insurance Agency	\$4,559	2
Daley, Michael A.	Daley Insurance Agency	\$4,464	1
Reilly, Frank A.J.	Reilly Insurance Agency	\$4,395	2
Aronoff, Thomas H.	Aronoff Insurance Agency	\$4,328	1
Birchard, Natalie K.	Birchard Insurance Agency	\$4,140	2
Adelson, Andy G.	Adelson Insurance Agency	\$4,104	1
Maisto, Stephen	Senior Health Solutions	\$3,840	2
Mulder, Christopher	Mulder Insurance Agency	\$3,768	1
Banville, Richard	Banville Insurance Agency	\$3,756	1
Duryea, Don B.	Duryea Insurance Agency	\$3,756	1
Moss, Stuart E.	Moss Insurance Agency	\$3,708	1
Moraski, Matthew B.	Moraski Insurance Agency	\$3,684	1
Bonaventure, Michel	Bonaventure Insurance Agency	\$3,647	1
Chacon, Cesar	The Insurance Hub	\$3,600	3
Alan, Stuart	Senior Care Insurance Center	\$3,564	1
Hoyek, Pete N.	Hoyek Insurance Agency	\$3,482	1
Carreras, Thomas B.	Carreras Insurance Agency	\$3,480	1
Olguin, Loren A.	Olguin Insurance Agency	\$3,335	1
Straus, Arnold M.	Straus Insurance Agency	\$3,292	1
Green, Laurie A.	Green Insurance Agency	\$3,276	1
Rutstein, Michael W.	Rutstein Insurance Agency	\$3,276	1
Wilgus, Allison M.	Wilgus Insurance Agency	\$3,276	1
Ahmed, Nur N.	Ahmed Insurance Agency	\$3,140	3
Employers Benefit Services		\$3,108	1
Johnston, Charles W.	Johnston Insurance Agency	\$3,096	1
Schwartz, Scott J.	Insurance Protection Services	\$3,096	1
Kerker, Raymond J. Sr.	Kerker Insurance Agency	\$3,084	1
McClerkin, Charles	McClerkin Insurance Agency	\$3,084	1
Collins, Robert D.	Collins Insurance Agency	\$2,952	1
Powell, Derrick E.	Powell Insurance Agency, Inc.	\$2,940	1
Rosen, David S.	Rosen Insurance Agency	\$2,928	1
Fatseas, Stefan J.	Fatseas Insurance Agency	\$2,844	1
Forthman, Elaine T.	R & E Marketing Assoc., Inc.	\$2,844	1
Lobdell, Deborah H.	Lobdell Insurance Agency	\$2,844	1
Mann, Harvey S.	Mann Insurance Agency	\$2,844	1
Zimny, Robert S.	Zimny Insurance Agency	\$2,844	1
EPC Associates, Inc.		\$2,688	1
Moita, Goncalo M.	Moita Insurance Agency	\$2,688	1
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$2,676	1
Cabble, James J.	Cabble Insurance Agency	\$2,676	1
Fey, Robert	Fey Insurance Agency	\$2,675	1
Holmquist, James A.	Holmquist Insurance Agency	\$2,637	1
Stevens, Ronald W.	Stevens Insurance Agency	\$2,628	1

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

July 23, 2017

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

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

Sheldon, Paul, CLU, ChFC \$15,288

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

Stevens, Ray \$12,501 Gilbert, Brian \$10,188

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

Closter, Lisa	\$9,672	Kelsey, Steven D.	\$6,119
Graham, Christopher N., CLU	\$9,167	Murphy, Stacy	\$5,903
Kempler, Gary S.	\$7,872	Haass, David	\$5,868
Ulayyet, Fred M.	\$7,871	Hirsch, Susan J.	\$5,735
Gruber, Arthur K.	\$7,760	Kitay, Laura A.	\$5,688
Wiedersum, Bryan F.	\$7,032	Abbatiello, Vincent	\$5,532
Westfall, Edward B.	\$6,960	Taylor, David A.	\$5,519
Edwards, Jackson IV	\$6,600	Ahlbum, Tim	\$5,460
Shantz, H. D. Jr.	\$6,480	Furlow, Deborah M.	\$5,172
Spagnuolo, Francesco	\$6,328	Payant, Thomas A.	\$5,004
Seideman, Phillip	\$6,204		

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

Caravousanos, George J. Jr.	\$4,836	Rosati, Lisa	\$3,743
Concklin, Todd C.	\$4,740	Maynard, Cain J.	\$3,732
Savage, Gina	\$4,728	Moss, Stuart E.	\$3,708
Daley, Michael A.	\$4,464	Daenzer, Christopher	\$3,684
Drew, Erica A.	\$4,343	Sachs, Kerry	\$3,672
Aronoff, Thomas H.	\$4,328	Bonaventure, Michel	\$3,647
Jennings, Christopher G.	\$4,200	Lemaire, Daniel S.	\$3,647
Cohen, Philip A.	\$4,104	Alan, Stuart	\$3,564
Ottovegio, Xiomara	\$4,104	Franco, Salvador	\$3,564
Dewalt, Geri B.	\$3,936	Gauldin, Brian K.	\$3,564
Bahlkow, Valerie J.	\$3,924	Valdes, Jorge A.	\$3,564
Gordon, Ian	\$3,900	Hoyek, Pete N.	\$3,482
Chard, Dani L.	\$3,887	Aarons, Neill	\$3,480
Hatton, Catherine E.	\$3,880	Amrom, Michele	\$3,480
Wagner, Eric D.	\$3,880	Bieber, Christina	\$3,480
Kaufman, Bryan J.	\$3,768	Zum Tobel, Marc	\$3,359
Rapini, Duane M.	\$3,768	Olguin, Loren A.	\$3,335
Douglas, Bonnie R.	\$3,758	Straus, Arnold M.	\$3,292
Halperin, Murray A.	\$3,756	Bechtold, Edward H. III	\$3,276

## Writing Agents

### Combined Health/Life

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**July 23, 2017**

Gratzon, Peter	\$3,276	Powell, Derrick E.	\$2,940
Green, Laurie A.	\$3,276	Rosen, David S.	\$2,928
Oblaczynski, William J.	\$3,276	Dibisceglie, Darrin J.	\$2,844
Pala, John P.	\$3,276	Forthman, Elaine T.	\$2,844
Rutstein, Michael W.	\$3,276	Haft, Gary S.	\$2,844
Wilgus, Allison M.	\$3,276	Haidacher, Ildiko	\$2,844
Ziadeh, Abedel N.	\$3,276	Hanes, Darlene M.	\$2,844
Ahlbum, Jon	\$3,108	Simon, Julie	\$2,844
Brown, Matthew	\$3,108	Zarr, Laurie G.	\$2,844
Freire, Joe	\$3,108	Olson, Landon	\$2,796
Johnston, Charles W.	\$3,096	Marcus, Sondra	\$2,688
Schwartz, Scott J.	\$3,096	Atwood, Susan E.	\$2,676
Halstead, Donald E.	\$3,084	Laughlin, James A.	\$2,676
Hardaway, Bobby J.	\$3,084	Rhode, Deanne	\$2,676
Kerker, Deborah A.	\$3,084	Fey, Robert	\$2,675
Primack, Neil E.	\$3,024	Holmquist, James A.	\$2,637
Mankamyer, Mary	\$2,964	Walters, Kenneth W.	\$2,628
McElroy, Douglas H.	\$2,952		