



## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

October 22, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$200,280	50
Lemar, Mike	Sunshine State Agency	\$88,516	35
Ahlbum, Tim	Health Coverage Solutions	\$53,208	4
Barta, Devin M.	Barta Insurance Agency	\$50,100	8
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
AmeriLife		\$48,240	22
Borosak, William J. Jr.	Secure Financial Group, LLC	\$43,318	11
Mednick, Scott E.	Professional Insurance Systems of Florida	\$43,172	17
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$40,816	12
Hatton, Catherine E.	Long Island Insurance Solutions	\$37,675	27
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$34,306	11
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$28,206	6
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$27,392	5
Shackelford, Edward L.	The Assurance Group, Inc.	\$25,739	8
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$25,308	1
Abbatiello, Vincent	Mainstay Retirement Solutions	\$24,360	2
Prather, Enoch C. III	Prather Insurance Agency	\$24,264	1
Maisonet, Joseph	Maisonet Insurance Agency	\$19,260	1
Clark, John W.	Senior Solutions Insurance Agency	\$19,259	7
Savage, Gina	Savage Insurance Agency	\$18,743	4
Elite Insurance Partners, LLC		\$18,095	2
Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	\$16,464	4
Chacon, Cesar	The Insurance Hub	\$16,296	3
Agent Pipeline, Inc.		\$15,239	4
Valery, Albert L.	Valery Insurance Agency	\$14,568	2
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$14,052	3
Benefit Plans of America, Inc.		\$13,141	11
Wroblewski, Robert M.	Palm Cove Insurance Solutions	\$12,978	5
Iwill Advisors, Inc.		\$12,972	4
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Schwartz, Scott J.	Insurance Protection Services	\$9,228	1
Warner, Russell G. III	Warner Insurance Agency	\$9,084	1
Senior Insurance Marketing, Inc.		\$7,692	5
Schuler, James F.	Consumer Group Services, Inc.	\$7,394	2
Olguin, Loren A.	Olguin Insurance Agency	\$7,332	2
Hirsch, Susan J.	Hirsch Insurance Agency	\$7,295	2
Hale, Darwin	Hale Insurance Agency	\$7,164	1
Morgan, Christian	Morgan Fidelity Associates, Inc.	\$7,020	3
Edwards, Jackson IV	Edwards Insurance Agency	\$6,780	2
ERIN Marketing, Inc.		\$6,732	4
Judah, Charles G.	MSIS, Inc.	\$6,611	3
Heller, Mark	Heller Insurance Agency	\$6,492	1
Carran, John S.	Carran Insurance Agency	\$6,335	2
Long Island Health Plans, Inc.		\$6,128	5
American Eagle Consultants, Inc.		\$6,107	3
Fraser, Daniel	Fraser Insurance Agency	\$6,096	2
Centerstone Insurance & Financial Svcs.		\$5,987	4
Concklin, Ron	Rosenberg-Concklin, Inc.	\$5,512	7
Rosati, Lisa	Rosati Insurance Agency	\$5,315	3

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

Mankamyer, Mary	Mankamyer Insurance Agency	\$4,930	3
Lewis, Robert W.	Lewis Insurance Agency	\$4,704	1
Maisto, Stephen	Senior Health Solutions	\$4,608	3
Senior Services of North America, Inc.		\$4,608	3
Jsrins, Inc.		\$4,548	2
Lasman, David	Lasman Insurance Agency	\$4,548	2
Reilly, Frank A.J.	Reilly Insurance Agency	\$4,355	2
Hoyek, Pete N.	Hoyek Insurance Agency	\$4,343	1
Murphy, Stacy	Murphy Insurance Agency	\$4,245	2
Skolnick, Hal S.	Skolnick Insurance Agency	\$4,224	1
Pollier, Robert L. Jr.	Senior Management Services	\$4,208	2
Birchard, Natalie K.	Birchard Insurance Agency	\$4,200	3
Clemens, Kenneth M.	Clemens Insurance Agency	\$4,200	3
Zimny, Robert S.	Zimny Insurance Agency	\$4,200	1
James Tong Insurance Consultants		\$4,092	1
James M. Gray, Inc.		\$4,068	2
Salmon, Sandra R.	Salmon Insurance Agency	\$3,888	1
Huberman, Richard	Huberman Insurance Agency	\$3,839	1
Joiner, Clifton T.	Joiner & Joiner, LLC.	\$3,816	1
Moita, Goncalo M.	Moita Insurance Agency	\$3,804	1
Quarantiello, Shaniquea	Quarantiello Insurance Agency	\$3,705	1
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$3,671	4
Rodriguez, Carmen A.	Landers-Stein & Associates	\$3,647	1
Depathy, Robert J.	Depathy Insurance Agency	\$3,612	1
Plowman, Robert J.	Plowman Insurance Agency	\$3,612	1
Klibowitz, Larry T.	Klibowitz Insurance Agency	\$3,606	1
Reynolds, Robert D.	Reynolds Insurance Agency	\$3,564	1
McKnight, Robert J.	McKnight Insurance Agency	\$3,528	2
Duque, Isabella	Duque Insurance Agency	\$3,396	1
Moore, Joseph P.	Moore Insurance Agency	\$3,359	1
Collins, Robert D.	Collins Insurance Agency	\$3,312	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$3,276	1
Vice, Spencer	Vice Insurance Agency	\$3,264	2
Haffenden, Paul	Haffenden Insurance Agency	\$3,252	1
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$3,228	1
Kelsey, Steven D.	Kelsey Insurance Agency	\$3,201	1
Richard, Paul	Richard Insurance Agency	\$3,201	1
Schurr, Samuel M.	Schurr Insurance Agency	\$3,180	1
Kelley, William K.	Kelley Insurance Agency	\$3,167	1
Safe Path Benefits, Inc.		\$3,156	1
Rosenheck, Ted	Rosenheck Insurance Agency	\$3,131	1
Klein, Stuart B.	Klein Insurance Agency	\$3,108	1
Stein, David B.	Stein Insurance Agency	\$3,096	1
Burke, April L.	Burke Insurance Agency	\$3,024	1
Sageer, Dominick J.	Sageer Insurance Agency	\$2,996	1
Finken, Mark E.	Merit Insurance Services, Inc.	\$2,988	2
McGuigan, Shirley A.	McGuigan Insurance Agency	\$2,988	1
Ortez, Philip B. Jr.	Phil & Kathy Ortez Insurance Agency, Inc.	\$2,904	1
Amsden, Russell T.	Amsden Insurance Agency	\$2,844	1
Graham, Carter	Shoreline Financial	\$2,844	1
Newman, Michelle	Newman Insurance Agency	\$2,748	1
Wilhite, William B.	Wilhite Insurance Agency	\$2,700	1
Wolff, Robin F.	Wolff Insurance Agency	\$2,676	1
Forthman, Elaine T.	R & E Marketing Assoc., Inc.	\$2,580	1
Carroll, David A.	Carroll Insurance Agency	\$2,568	1

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

**October 22, 2017**

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

Sheldon, Paul, CLU, ChFC	\$25,308	Barta, Devin M.	\$21,360
Prather, Enoch C. III	\$24,264	Ahlbum, Tim	\$20,940
Primack, Neil E.	\$22,092		

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

Payant, Thomas A.	\$19,260	Cortes, Julio C.	\$17,880
Sachs, Kerry	\$18,119	Haass, David	\$15,659

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

Zarins, Ivars	\$14,772	Saylor, Dexter R.	\$13,332
Savage, Gina	\$14,735	Stevens, Ray	\$11,313
Abbatiello, Vincent	\$13,908	Jennings, Mark	\$10,452
Mangini, Nicholas L.	\$13,368		

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

Longo, Wendy L.	\$9,696	Jaffe, Joseph A.	\$6,612
Ripoll, Glenn A.	\$9,516	Heller, Mark	\$6,492
Gilbert, Brian	\$9,420	Lucas, Richard	\$6,132
Holzman, Robert	\$9,384	Hirsch, Susan J.	\$6,131
Schwartz, Scott J.	\$9,228	Edwards, Jackson IV	\$6,096
Warner, Russell G. III	\$9,084	Monds, Lynne C.	\$6,023
Dewalt, Geri B.	\$8,976	Palmer, Casey V.	\$5,881
Liedtke, Sabra K.	\$8,832	Graham, Christopher C.	\$5,736
Terminiello, Christine	\$8,028	Rudd, Henry	\$5,616
Graham, Christopher N., CLU	\$7,751	Gauldin, Brian K.	\$5,592
Brown, Matthew	\$7,548	Roberts, Horace A. III	\$5,351
Zeller, Margaret	\$7,164	Delia, Brian	\$5,304
Klein, Sylvia	\$6,851	Gallo, Darren M.	\$5,172
Hackmeier, Jeff D.	\$6,672	Puels-Riccardi, Frances C.	\$5,052
Gordon, Aaron	\$6,635		

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

Handal, Charles J.	\$4,956	Buchman, Jeffrey	\$4,534
Mankamy, Mary	\$4,920	Fingeret, Benjamin W.	\$4,356
Capierseho, Daniel E.	\$4,823	Hoyek, Pete N.	\$4,343
Denson, Lea	\$4,704	Sauer, Robert R.	\$4,332
Westfall, Edward B.	\$4,668	Skolnick, Hal S.	\$4,224
Brown, Christopher	\$4,656	Richardson, John S.	\$4,200
Stevens, Jason	\$4,595	Zarr, Laurie G.	\$4,200
Rheingold, Marc	\$4,574	Gerner, Karen C.	\$4,188
Olguin, Loren A.	\$4,548	Tong, James G.	\$4,092

## Writing Agents

FOR THE WEEK ENDING

### Combined Health/Life

**October 22, 2017**

Quant, Demarco	\$4,091	Dellecese, Eileen M.	\$3,192
Gold, Matthew	\$4,080	Schurr, Samuel M.	\$3,180
Campbell, Stuart W.	\$3,948	Kelley, William K.	\$3,167
Rush, Francine	\$3,948	Helfman, Irwin	\$3,156
Simon, Steven D.	\$3,948	Miller, David	\$3,131
Fuhrman, Harold	\$3,900	Eppy, Joseph	\$3,108
Salmon, Sandra	\$3,888	Klein, Stuart B.	\$3,108
Siddique, Nayeem M.	\$3,888	Knight, Janet M.	\$3,108
Laurin, Michael R.	\$3,864	Warren, Gary A.	\$3,108
Carran, John S.	\$3,851	Webb, Carlyle	\$3,108
Huberman, Richard	\$3,839	Jones, Sharon W.	\$3,096
Joiner, Clifton T.	\$3,816	Lasman, Mark J.	\$3,096
Marcus, Sondra	\$3,804	Felix, Joao L.	\$3,084
Klein, Russell	\$3,792	Mahr, William M.	\$3,072
Ahlbum, Jon	\$3,768	Aarons, Neill	\$3,024
Rosati, Lisa	\$3,732	Black, Ana M.	\$3,024
Aufrecht, Dennis J.	\$3,708	Raaf, Kevin R.	\$3,024
Kennedy, Stacey	\$3,708	Sageer, Dominick J.	\$2,996
Quarantiello, Shaniquea	\$3,705	Keaveny, Patrick	\$2,988
Dyess, William R.	\$3,647	Schauermaun, Joshua	\$2,976
Lissarague, Vidal	\$3,647	Costanzo, Nicholas P.	\$2,927
Depathy, Robert J.	\$3,612	Major, Victoria A.	\$2,927
Plowman, Robert J.	\$3,612	Muni, Joseph P. Jr.	\$2,927
Klibowitz, David R.	\$3,606	Ortez, Philip B. Jr.	\$2,904
Gorden, Renee	\$3,576	Amsden, Russell T.	\$2,844
Lobdell, Deborah H.	\$3,564	Goldstein, Lawrence	\$2,844
Reynolds, Robert D.	\$3,564	Halstead, Cynthia A.	\$2,844
Deross, William P.	\$3,563	Lemar, Fred W. Jr.	\$2,844
Hall, James T.	\$3,480	McKnight, Robert J.	\$2,844
Smith, Brian E.	\$3,480	Patterson, Adam D.	\$2,844
Duque, Isabella	\$3,396	Reyer, Jerome H.	\$2,844
Murphy, Stacy	\$3,396	Lapriola, Frank C.	\$2,820
Moore, Joseph P.	\$3,359	Barta, Francine	\$2,808
McElroy, Douglas H.	\$3,312	Hargis, Mark D.	\$2,784
Malooley, Michele A.	\$3,276	Woodard, Michael A.	\$2,784
Rosenkrantz, Howard	\$3,276	Doty, Gary	\$2,760
Sakharoff, Richard D.	\$3,276	Newman, Michelle	\$2,748
Shayne, Ronald J.	\$3,276	Lembcke, Julia	\$2,711
Palisin, Edward J.	\$3,252	Wilhite, William B.	\$2,700
Atwood, Susan E.	\$3,228	Pollier, Robert L. Jr.	\$2,688
Beier, Allen L.	\$3,228	Santo, Andrew J. Jr.	\$2,676
Cancio, Maria	\$3,228	Wolff, Robin F.	\$2,676
Gordon, Daniel	\$3,228	Cochran, Ronnie L.	\$2,580
Johnson, Bonnie J.	\$3,228	Forthman, Elaine T.	\$2,580
Pearson, Lisha	\$3,228	Carroll, David A.	\$2,568
Pollart, Stephen C.	\$3,201		