



# **General Agencies**

#### FOR THE WEEK ENDING

Combined Health/Life

October 22, 2017

Lemax Mile	Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Tim Health Coverage Solutions \$52,208 4 8 Barta Insurance Agency \$50,100 8 8 Barta (Devin M. Barta Insurance Agency \$50,100 8 8 Barta (Devin M. Barta Insurance Agency \$50,100 8 8 Barta (Devin M. Barta Insurance Agency \$50,100 8 8 Barta (Devin M. Barta Insurance Agency \$50,100 8 8 Barta (Devin M. Barta Insurance Agency \$50,100 8 8 Barta (Devin M. Barta Insurance Agency \$50,100 8 8 Barta (Devin M. Barta Insurance Agency Inc. \$40,318 11 11 11 11 11 11 11 11 11 11 11 11 1	Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$200,280	50
Barta, Devin M.   Barta Insurance Agency   \$50,100   Bertain Producers (\$30,000 - \$50,000)	Lemar, Mike	Sunshine State Agency	\$88,516	35
Platinum Producers (\$30,000 - \$50,000)	Ahlbum, Tim	Health Coverage Solutions	\$53,208	4
AmeriLife Borosak, William J. Jr. Borosak, Cott E. Professional Insurance Systems of Florida \$43,312 21 Graham, Christopher N., CLU Graham Financial Group, Inc. \$40,816 31 41 41000, Catherine 1. Long Island Insurance Solutions \$37,675 27 Ahlbum, Donna M. The Ahlbum Insurance Group, Inc. \$34,306 31  Stevens, Ray Stevens & Associates Insurance Agency, Inc. \$28,206 66 67 Stevens, Ray Stevens & Associates Insurance Agency, Inc. \$27,392 58 Stacksford, Edward L. The Assurance Group, Inc. \$27,392 58 Shacksford, Edward L. The Assurance Group, Inc. \$27,392 58 Shacksford, Edward L. The Assurance Group, Inc. \$27,392 58 Shacksford, Edward L. The Assurance Group, Inc. \$24,260 22 Partitler, Enoch C. III Prather Insurance Agency \$24,264 31 Maisonet, Joseph Maisonet Insurance Agency \$24,264 31 Maisonet, Joseph Maisonet Insurance Agency \$19,260 31 Maisonet, Joseph Maisonet Insurance Agency \$11,374 4 316 Maisonet, Joseph Maisonet Insurance Agency \$11,374 4 316 Maisonet, Joseph Maisonet Insurance Agency \$11,260 31,260 31 Maisonet, Joseph Maisonet Insurance Agency \$11,260 31,260 31 Maisonet, Joseph Maisonet Insurance Agency \$11,278 31,434 4 34 4 34 4 34 4 34 4 34 4 34 4	Barta, Devin M.	Barta Insurance Agency	\$50,100	8
Borosek, William J. Jr.   Secure Financial Group, LLC   \$43,318   11	Platinum Producers (\$30,000 - \$50,000)			
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           Gold Producers (\$10,000 - \$30,000)         Stevens, Ray         Stevens Ray Sociates Insurance Agency, Inc.         \$28,206         6           Scevens, Ray         Secure Retirement Solutions, Inc.         \$27,392         5           Scheld, Paul, CLU, ChPC         Paul Sheldon, Inc.         \$25,308         1           Sheldon, Paul, CLU, ChPC         Paul Sheldon Insurance & Benefits Planning         \$25,308         1           Abbatiello, Vincent         Mainstay Retirement Solutions         \$24,360         2           Petther, Eroch C. III         Prather Insurance Agency         \$19,260         1           Maisonet, Joseph         Maisonet Insurance Agency         \$19,260         1           Maisonet, Joseph         Maisonet Insurance Agency         \$19,259         7           Jaffe, Joseph         Maisonet Insurance Agency         \$19,259         7           Savage, Binsurance & Sentine Selection Selection	AmeriLife		\$48,240	22
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  Gold Producers (\$10,000 - \$30,000)  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, ChPC Paul Sheldon Insurance & Benefits Planning \$25,309 1 Sheldon, Paul, CLU, ChPC Paul Sheldon Insurance & Benefits Planning \$25,308 1 Sheldon, Paul, CLU, ChPC Paul Sheldon Insurance & Benefits Planning \$25,308 1 Sheldon, Paul, CLU, ChPC Paul Sheldon Insurance & Benefits Planning \$25,308 1 Maisonet, Loseph Maisonet, Loseph Maisonet, Loseph Maisonet, Insurance Agency \$24,264 1 Prather Insurance Agency \$19,260 1 Clark, John W. Senior Solutions Insurance Agency \$19,260 1 Clark, John W. Savage Insurance Agency \$19,260 1 Savage, Gina Savage Insurance Agency \$18,743 4 Elite Insurance Partners, LLC  \$15,260 1 Jaffe, Joseph A. Jaffe Insurance Concepts, Inc. \$16,464 4 Jaffe, Joseph A. Jaffe Insurance Concepts, Inc. \$16,464 4 Jaffe, Joseph A. Jaffe Insurance Agency \$15,299 3 Jaffe, Joseph A. Jaffe Insurance Agency \$15,299 3 Jaffe, Joseph A. Jaffe Insurance Agency \$15,290 3 Jaffe, Joseph A. Jaffe Insurance Agency \$15,290 3 Jaffe, Joseph A. Jaffe Insurance Agency \$14,568 2 Jaffe, Joseph A. Jaffe Insurance Agency \$14,052 3 Jaffe, Joseph A. Jaffe Insurance Agency \$14,052 3 Jaffe, Joseph A. Jaffe Insurance Agency \$14,052 3 Jaffe, Joseph A. Jaffe Insurance Agency \$1,2978 5 Jaffe, Joseph A. Jaffe Insurance Agency \$1,2978 5 Jaffe, Joseph A. Jaffe Insurance Agency \$1,2978 5 Jaffe, Joseph A. Jaffe Insurance Agency \$1,2972 5 Jaffe, Joseph A. Jaffe Insurance Agency \$1,2972 5 Jaffe, Joseph A. Jaffe Insurance Agency \$1,2972 5 Jaffe, Joseph	Borosak, William J. Jr.	Secure Financial Group, LLC	\$43,318	11
Hatton, Catherine E.   Long Island Insurance Solutions   \$37,675   27   Ahlbum, Donna M.   The Ahlbum Insurance Group, Inc.   \$34,306   11   11   11   11   11   11   11	Mednick, Scott E.	Professional Insurance Systems of Florida	\$43,172	17
Ahlbum, Donna M.  Gold Producers (\$10,000 - \$30,000)  Stevens, Ray Stevens & Associates Insurance Agency, Inc. \$28,206 66 53achs, Kerry Secure Retirement Solutions, Inc. \$27,392 55 Sheklon, Paul, CLU, ChFC Paul Sheldon Insurance & Benefits Planning \$25,308 1 Ababtello, Vincent Mainstay Retirement Solutions \$24,360 2 Prather, Enoch C. III Prather Insurance Agency \$24,264 1 Maisonet, Joseph Maiso	Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$40,816	12
Stevens (\$10,000 - \$30,000)	Hatton, Catherine E.	Long Island Insurance Solutions	\$37,675	27
Stevens, Ray   Stevens & Associates Insurance Agency, Inc.   \$28,206   6	Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$34,306	11
Sachs, Kerry         Secure Retirement Solutions, Inc.         \$27,392         5           Shackelford, Edward L.         The Assurance Group, Inc.         \$23,739         8           Sheldon, Paul, CLU, ChPC         Paul Sheldon Insurance & Benefits Planning         \$25,308         1           Abbatello, 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         \$19,259         7           Jaffe, Joseph A.         Jaffe Insurance Concepts, Inc.         \$16,464         4           Agent Pipeline, Inc.         \$16,296         3         4           Agent Pipeline, Inc.         Valery Insurance Agency         \$14,568         2           Valery, Albert L.         Valery Insurance Agency         \$14,568         2           Benefit Plans of America, Inc.         Fingeret Insurance Agency         \$14,568         2           Senjamin W.         Fingeret Insurance Agency         \$12,978         5           Wroblewski, Robert M. </td <td>Gold Producers (\$10,000 - \$30,000)</td> <td></td> <td></td> <td></td>	Gold Producers (\$10,000 - \$30,000)			
Sheckelford, Edward L.	Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$28,206	6
Sheldon, Paul, CLU, ChFC	Sachs, Kerry	Secure Retirement Solutions, Inc.	\$27,392	5
Abbatiello, Vincent Mainstay Retirement Solutions \$24,360 2 Prather, Enoch C. III Prather Insurance Agency \$24,264 1 Maisonet, Iosceph Maisonet Insurance Agency \$19,260 1 Clark, John W. Senior Solutions Insurance Agency \$19,259 7 Savage, Gina Savage Insurance Agency \$19,259 7 Savage, Gina Savage Insurance Agency \$18,743 4 Elite Insurance Partners, LLC 5 Jaffe, Joseph A. Jaffe Insurance Concepts, Inc. \$16,464 4 Chacon, Cesar The Insurance Partners, 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 \$14,568 2 Fingeret, Benjamin W. Fingeret Insurance Agency \$14,568 2 Fingeret, Benjamin W. Falm Cove Insurance Solutions \$12,978 5 Iwill Advisors, Inc. \$13,141 11 Wroblewski, Robert M. Palm Cove Insurance Solutions \$12,978 5 Iwill Advisors, Inc. \$12,978 5 Silver Producers (\$5,000 - \$10,000)  Schwartz, Scott J. Insurance Protection Services \$9,228 1 Warner, Russell G. III Warner, Russell G. III Warner, Russell G. III Warner, Russell G. III Warner Insurance Agency \$9,084 1 Senior Insurance Marketing, Inc. \$7,692 5 Schuler, James F. Oonsumer Group Services, Inc. \$7,394 9 Diguin, Loren A. Olguin Insurance Agency \$7,332 2 Hirsch, Susan J. Hirsch Insurance Agency \$7,332 2 Hirsch, Susan J. Hirsch Insurance Agency \$7,332 2 Hirsch, Susan J. Hirsch Insurance Agency \$7,332 3 Hale, Darwin Hale Insurance Agency \$7,364 11 3 Horgan, Charles G. Morgan Fidelity Associates, Inc. \$6,611 3 Heller, Mark Heller Insurance Agency \$6,780 2 Long Island Health Plans, Inc. Finaer Insurance Agency \$6,492 1 Long Island Health Plans, Inc. Fraser, Daniel Fraser Insurance Agency \$6,696 2 Carren, John S. Carran Insurance Agency \$6,696 2 Carterstone Insurance & Financial Svcs.	Shackelford, Edward L.	The Assurance Group, Inc.	\$25,739	8
Prather, Enoch C. III         Prather İnsurance Agency         \$19,260         1           Maisonet, Joseph         Maisonet Insurance Agency         \$19,260         1           Clark, John W.         Senior Solutions Insurance Agency         \$19,260         1           Savage, Gina         Savage Insurance Agency         \$18,743         4           Elite Insurance Partners, LLC         \$16,064         4           Jaffe, Joseph A.         Jaffe Insurance Concepts, Inc.         \$16,696         3           Agent Ppeline, Inc.         \$16,296         3           Agent Ppeline, Inc.         Valery Insurance Agency         \$14,568         2           Valery, Albert L.         Valery Insurance Agency         \$14,658         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           Ivill Advisors, Inc.         \$12,972         4           Silver Producers (\$5,000 - \$10,000)         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000	Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$25,308	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.         Fingeret Insurance Agency         \$14,4052         3           Benefit Plans of America, Inc.         Fingeret Insurance Agency         \$13,141         11           Wroblewski, Robert M.         Palm Cove Insurance Solutions         \$12,978         5           Silver Producers (\$5,000 - \$10,000)         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000         \$10,000 <t< td=""><td>Abbatiello, Vincent</td><td>Mainstay Retirement Solutions</td><td>\$24,360</td><td>2</td></t<>	Abbatiello, Vincent	Mainstay Retirement Solutions	\$24,360	2
Clark, John W.   Senior Solutions Insurance Agency   \$19,259   77	Prather, Enoch C. III	Prather Insurance Agency	\$24,264	1
Savage, Gina         Savage Insurance Agency         \$18,743         4           Ellte Insurance Partners, LLC         \$16,095         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.         \$12,978         5         1           Silver Producers (\$5,000 - \$10,000)           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         2           Olguin, Loren A.         Olguin Insurance Agency         \$7,33	Maisonet, Joseph	Maisonet Insurance Agency	\$19,260	1
Elite Insurance Partners, LLC	Clark, John W.	Senior Solutions Insurance Agency	\$19,259	7
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         Silver Producers (\$5,000 - \$10,000)         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.       Hirsch, 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, I	Savage, Gina	Savage Insurance Agency	\$18,743	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           Silver Producers (\$5,000 • \$10,000)           Schwartz, Scott J.           Warner, Russell G. III         Warner Insurance Agency         \$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.         Hirsch Insurance Agency         \$7,322         2           Hale, Darwin         Hale Insurance Agency         \$7,295         2           Hale, Darwin         Hale Insurance Agency         \$6,780         2           ERIN Marketing, Inc.         \$6,73	Elite Insurance Partners, LLC		\$18,095	2
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           Silver Producers (\$5,000 - \$10,000)           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         \$6,7	Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	\$16,464	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         \$12,972         4           Iwill Advisors, Inc.         \$12,972         4           Silver Producers (\$5,000 - \$10,000)           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         \$7,394         2           Olguin, Loren A.         Hirsch, Insurance Agency         \$7,295         2           Hirsch, Susan J.         Hirsch Insurance Agency         \$7,295         2           Hirsch, Susan J.         Hale Insurance Agency         \$7,164         1           Morgan, Christian         Morgan Fidelity Associates, Inc.         \$7,020         3           Edwards, Jackson IV         Edward	Chacon, Cesar	The Insurance Hub	\$16,296	3
Fingeret, Benjamin W.         Fingeret Insurance Agency         \$14,052         3           Benefit Plans of America, Inc.         \$13,141         11           Wroblewski, Robert M.         Palm Cove Insurance Solutions         \$12,972         4           Slivel Robert M.         \$12,972         4           Silver Producers (\$5,000 - \$10,000)           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           Hirsch, Susan J.         Hale Insurance Agency         \$7,295         2           Horgan, Christian         Morgan Fidelity Associates, Inc.         \$7,020         3           Edwards, Jackson IV         Edwards Insurance Agency         \$6,780         2           ERIN Marketing, Inc.         \$6,611         3           Heller, Mark         Heller Insurance Agency         \$6,335	Agent Pipeline, Inc.		\$15,239	4
Benefit Plans of America, Inc.   \$13,141   11	Valery, Albert L.	Valery Insurance Agency	\$14,568	2
Wroblewski, Robert M.       Palm Cove Insurance Solutions       \$12,978       5         Iwill Advisors, Inc.       \$12,972       4         Silver Producers (\$5,000 - \$10,000)         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       \$7,295       2         Hale, Darwin       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.       \$	Fingeret, Benjamin W.	Fingeret Insurance Agency	\$14,052	3
Silver Producers (\$5,000 - \$10,000)	Benefit Plans of America, Inc.		\$13,141	11
Silver Producers (\$5,000 - \$10,000)	Wroblewski, Robert M.	Palm Cove Insurance Solutions	\$12,978	5
Schwartz, Scott J.   Insurance Protection Services   \$9,228   1	Iwill Advisors, Inc.		\$12,972	4
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	Silver Producers (\$5,000 - \$10,000)			
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	Schwartz, Scott J.	Insurance Protection Services	\$9,228	1
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	Warner, Russell G. III	Warner Insurance Agency	\$9,084	1
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	Senior Insurance Marketing, Inc.		\$7,692	5
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	Schuler, James F.	Consumer Group Services, Inc.	\$7,394	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	Olguin, Loren A.	Olguin Insurance Agency	\$7,332	2
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	Hirsch, Susan J.	Hirsch Insurance Agency	\$7,295	2
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	Hale, Darwin	Hale Insurance Agency	\$7,164	1
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	Morgan, Christian	Morgan Fidelity Associates, Inc.	\$7,020	3
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	Edwards, Jackson IV	Edwards Insurance Agency	\$6,780	2
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	ERIN Marketing, Inc.		\$6,732	4
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	Judah, Charles G.	MSIS, Inc.	\$6,611	3
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	Heller, Mark	Heller Insurance Agency	\$6,492	1
American Eagle Consultants, Inc.\$6,1073Fraser, DanielFraser Insurance Agency\$6,0962Centerstone Insurance & Financial Svcs.\$5,9874Concklin, RonRosenberg-Concklin, Inc.\$5,5127	Carran, John S.	Carran Insurance Agency	\$6,335	2
Fraser, DanielFraser Insurance Agency\$6,0962Centerstone Insurance & Financial Svcs.\$5,9874Concklin, RonRosenberg-Concklin, Inc.\$5,5127	Long Island Health Plans, Inc.		\$6,128	5
Centerstone Insurance & Financial Svcs. \$5,987 4 Concklin, Ron Rosenberg-Concklin, Inc. \$5,512 7	American Eagle Consultants, Inc.		\$6,107	3
Concklin, Ron Rosenberg-Concklin, Inc. \$5,512	Fraser, Daniel	Fraser Insurance Agency	\$6,096	2
	Centerstone Insurance & Financial Svcs.		\$5,987	4
Rosati, Lisa Rosati Insurance Agency \$5,315 3	Concklin, Ron	Rosenberg-Concklin, Inc.	\$5,512	7
	Rosati, Lisa	Rosati Insurance Agency	\$5,315	3





## **General Agencies**

Combined Health/Life

FOR THE WEEK ENDING

October 22, 2017

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

BIOII20 1 10000010 (42,000 40,000)			
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.	, meanance (game)	\$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 Wolff Insurance Agency	\$2,700	1
Forhman, Elaine T.	R & E Marketing Assoc., Inc.	\$2,580	1
Carroll, David A.	Carroll Insurance Agency	\$2,568	1
Carron, David A.	Carroll Insurance Agency	φ <b>2,</b> 300	т.







\$4,092

#### **Writing Agents** FOR THE WEEK ENDING Combined Health/Life 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) Cortes, Julio C. Payant, Thomas A. \$19,260 \$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 \$14,735 \$11,313 Savage, Gina Stevens, Ray Abbatiello, Vincent \$13,908 Jennings, Mark \$10,452 Mangini, Nicholas L. \$13,368 Silver Producers (\$5,000 - \$10,000) \$9.696 Jaffe, Joseph A. \$6.612 Longo, Wendy L. Ripoll, Glenn A. \$9,516 Heller, Mark \$6,492 Gilbert, Brian \$6,132 \$9.420 Lucas, Richard \$9,384 Hirsch, Susan J. \$6,131 Holzman, Robert 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 \$7,164 Delia, Brian \$5.304 Zeller, Margaret Klein, Sylvia \$6,851 Gallo, Darren M. \$5,172 Hackmeier, Jeff D. \$6.672 Puels-Riccardi, Frances C. \$5,052 \$6,635 Gordon, Aaron Bronze Producers (\$2,500 - \$5,000) \$4,956 \$4,534 Handal, Charles J. Buchman, Jeffrey \$4,920 \$4,356 Mankamyer, Mary Fingeret, Benjamin W. 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

\$4,548

Tong, James G.

Olguin, Loren A.







# **Writing Agents**

Johnson, Bonnie J.

Pollart, Stephen C.

Pearson, Lisha

FOR THE WEEK ENDING

\$2,580

\$2,568

Willing Agents			TON 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	Schauermann, 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

\$3,228

\$3,228

\$3,201

Forhman, Elaine T.

Carroll, David A.