



General Agencies

FOR THE WEEK ENDING

Combined Health/Life

November 5, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$172,810	46
AmeriLife		\$104,548	41
Lemar, Mike	Sunshine State Agency	\$85,138	35
Hatton, Catherine E.	Long Island Insurance Solutions	\$60,585	41
Ahlbum, Tim	Health Coverage Solutions	\$60,336	6
Platinum Producers (\$30,000 - \$50,000)			
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$49,066	15
Barta, Devin M.	Barta Insurance Agency	\$42,444	11
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$37,815	10
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$36,655	4
Shackelford, Edward L.	The Assurance Group, Inc.	\$35,476	8
Gold Producers (\$10,000 - \$30,000)			
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$29,556	1
Elite Insurance Partners, LLC		\$22,776	1
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$22,546	6
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$22,226	10
Borosak, William J. Jr.	Secure Financial Group, LLC	\$21,995	8
Abbatiello, Vincent	Mainstay Retirement Solutions	\$21,840	2
Prather, Enoch C. III	Prather Insurance Agency	\$20,964	1
Clark, John W.	Senior Solutions Insurance Agency	\$20,519	10
Mednick, Scott E.	Professional Insurance Systems of Florida	\$20,460	12
Stamper, John W.	Choice Plus Benefits	\$19,351	1
Wroblewski, Robert M.	Palm Cove Insurance Solutions	\$15,406	6
Maisonet, Joseph	Maisonet Insurance Agency	\$14,604	2
Valery, Albert L.	Valery Insurance Agency	\$13,608	2
Concklin, Ron	Rosenberg-Concklin, Inc.	\$13,178	13
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$12,995	5
Maisto, Stephen	Senior Health Solutions	\$12,288	3
Agent Pipeline, Inc.		\$12,023	4
ERIN Marketing, Inc.		\$11,577	5
Murphy, Stacy	Murphy Insurance Agency	\$10,248	3
Silver Producers (\$5,000 - \$10,000)			
Savage, Gina	Savage Insurance Agency	\$9,958	4
Miller, Michele M.	Miller Insurance Agency	\$9,803	3
Landis, Mark S.	Metro Insurance & Financial Services	\$9,166	3
Borde, Corrie	Borde Insurance Agency	\$8,928	1
Centerstone Insurance & Financial Svcs.		\$8,891	5
Senior Insurance Marketing, Inc.		\$8,764	7
Joiner, Clifton T.	Joiner & Joiner, LLC.	\$8,664	1
Burke, April L.	Burke Insurance Agency	\$8,520	2
Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	\$8,232	2
Longo, Wendy L.	Longo Insurance Agency	\$8,003	3
Edwards, Jackson IV	Edwards Insurance Agency	\$7,980	2
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$7,889	3
American Eagle Consultants, Inc.		\$7,748	6
Gordon, Sylvia	Gordon Marketing	\$7,220	8
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$7,128	2
Mangini, Nicholas L.	Mangini Insurance Agency	\$7,104	3
Rapini, Duane M.	Rapini Insurance Agency	\$6,924	2
Cortes, Julio C.	Cortes Insurance Agency	\$6,888	2
Nickel, Roger T.	Nickel Insurance Agency	\$6,875	2



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Cancio, Maria	Cancio Insurance Agency	\$6,671	2
James M. Gray, Inc.		\$6,636	4
EPC Associates, Inc.		\$6,576	1
Berkoff, Yima	Berkoff Insurance Agency	\$6,300	1
Loebig, George J.	Loebig Insurance Agency	\$6,203	2
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$6,192	3
Alan, Stuart	Senior Care Insurance Center	\$6,168	2
Centurion Agency, Ltd.		\$6,052	1
Roper, Charles W.	Roper Insurance Agency	\$6,010	1
Elliott, James N.	Elliott Insurance Agency	\$5,964	1
Daniels, David K.	David K. Daniels & Associates	\$5,748	2
Chacon, Cesar	The Insurance Hub	\$5,568	3

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

Matyskiel, Robert E.	Matyskiel Insurance Agency	\$4,824	2
Busby, June	Busby Insurance Agency	\$4,792	2
Aberman, Howard S.	Aberman Insurance Agency	\$4,343	1
Sweeney, Paul	Quality First Insurance Agency, Inc.	\$4,187	1
Luss, Kevin A.	Luss Insurance Agency	\$3,888	1
Senior Services of North America, Inc.		\$3,840	2
Klein, Stuart B.	Klein Insurance Agency	\$3,804	1
Adams, Gene P.	Adams Insurance Agency	\$3,768	1
Mandel, William A.	Mandel Insurance Agency	\$3,768	1
Cohen, Nadine	Cohen Insurance Agency	\$3,744	1
Skolnick, Hal S.	Skolnick Insurance Agency	\$3,744	1
Ahmed, Nur N.	Ahmed Insurance Agency	\$3,708	4
McGeoy, Jacob M.	Secure Benefits Alliance	\$3,682	5
Ireland, Pamela L.	Ireland Insurance Agency	\$3,672	1
Shaw, Martin L. III	Shaw Insurance Agency	\$3,647	1
Roberts, Michael S.	Roberts Insurance Agency	\$3,612	1
Prosper Insurance, LLC		\$3,563	1
Wohl, Gregory	Wohl Insurance Agency	\$3,540	1
Premier Senior Marketing, Inc.		\$3,372	4
Capierseho, Daniel E.	Capierseho Insurance Agency	\$3,347	2
American Health Reform Solutions		\$3,300	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$3,300	1
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$3,243	2
Copeland Group USA, Inc.		\$3,203	2
Holmquist, James A.	Holmquist Insurance Agency	\$3,168	1
Abadjian, Pierre	Abadjian Insurance Group	\$3,120	2
Schwartz, Richard S.	Insurance Center of S. Florida	\$3,108	1
Semryck, Steven I.	Semryck Insurance Agency	\$3,072	2
Olguin, Loren A.	Olguin Insurance Agency	\$3,060	2
Rosenheck, Ted	Rosenheck Insurance Agency	\$3,048	1
Webster, Larry L.	Webster & Associates, Ltd.	\$2,976	1
Mulder, Christopher	Mulder Insurance Agency	\$2,940	1
Daley, Michael A.	Daley Insurance Agency	\$2,920	1
Cholak, Paul M.	Cholak Insurance Agency	\$2,915	1
Cheek, Steven J.	Cheek Insurance Agency	\$2,844	1
Ehrlich, Carl F.	Ehrlich Insurance Agency	\$2,844	1
Sweeney, James A.	American Senior Benefits	\$2,820	3
Gress, Ronald	United Specialty Associates Corp.	\$2,712	1
Coburn, Edward	Coburn Insurance Agency	\$2,707	1
Pollier, Robert L. Jr.	Senior Management Services	\$2,688	1
Carran, John S.	Carran Insurance Agency	\$2,676	1
Jones, John C.	Jones Insurance Agency	\$2,676	1
Fekete, Eli	Fekete Insurance Agency	\$2,556	1
Rosen, Paul J.	Paul J. Rosen Financial Services, Inc.	\$2,544	2
Wang, Teresa	Wang Insurance Agency	\$2,520	1

Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

November 5, 2017

Diamond Producers (\$20,000 & Above)

Sheldon, Paul, CLU, ChFC	\$29,556	Sachs, Kerry	\$21,864
Haass, David	\$22,776	Prather, Enoch C. III	\$20,964

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

Stamper, John W.	\$19,351	Ahlbum, Tim	\$15,480
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Gold Producers (\$10,000 - \$15,000)

Abbatiello, Vincent	\$14,508	Rush, Francine	\$12,168
Payant, Thomas A.	\$14,016	Ahlbum, Jon	\$12,131
Stevens, Ray	\$13,880	Ripoll, Glenn A.	\$11,100
Rosati, Lisa	\$13,368	Dibisceglie, Darrin J.	\$10,872
Warner, Russell G. III	\$12,755	Gauldin, Brian K.	\$10,764
Gilbert, Brian	\$12,624	Pearson, Lisha	\$10,164
Graham, Christopher N., CLU	\$12,455		

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

Marciano, Daniel K.	\$9,876	Kornbluh, Gary N.	\$6,744
Elfrink, Priscilla	\$9,839	Reyer, Jerome H.	\$6,504
Allan, Bret M.	\$9,612	Freifeld, Mitchell S.	\$6,408
Lasman, Mark J.	\$9,024	Edwards, Jackson IV	\$6,396
Borde, Corrie	\$8,928	Berkoff, Yima	\$6,300
Kempler, Gary S.	\$8,796	Mankiewicz, Joshua	\$6,287
Mankamy, Mary	\$8,724	Davis, Karen L.	\$6,250
Joiner, Clifton T.	\$8,664	Roper, Charles W.	\$6,010
Maisto, Stephen	\$7,680	Elliott, James N.	\$5,964
Staton, Denise A.	\$7,644	Saylor, Dexter R.	\$5,952
Serr, Jennifer	\$7,512	Claassen, Matthew J.	\$5,784
Jennings, Mark	\$7,332	Klein, Russell	\$5,664
Landis, Mark S.	\$7,260	Sanders, Barbara L.	\$5,639
Geld, James	\$7,123	Borenstein, Jadzia	\$5,604
Barta, Devin M.	\$6,960	Bahlkow, Valerie J.	\$5,424
Rash, Richard S.	\$6,876	Weiland, David	\$5,124

Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

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

Barganier, Brian K.	\$4,776	Wohl, Gregory	\$3,540
Stevens, Jason	\$4,678	Smith, Brian E.	\$3,516
Johnson, Devin P.	\$4,656	Kennedy, Stacey	\$3,396
Kitay, Laura A.	\$4,656	Hall, James T.	\$3,300
Muni, Joseph P. Jr.	\$4,607	Lebowitz, Harry B.	\$3,300
Goldenberg, Karen S.	\$4,536	Sakharoff, Richard D.	\$3,300
Herndon, William H.	\$4,428	Borosak, William J. Jr.	\$3,276
Fingeret, Benjamin W.	\$4,356	Hall, Tiffany	\$3,276
Aberman, Howard S.	\$4,343	Khan, Shameeza	\$3,276
Biederman, Julie	\$4,308	Murphy, Stacy	\$3,276
Gintel, Jay R.	\$4,308	Spink, Chad D.	\$3,252
Holzman, Robert	\$4,308	Aufrecht, Dennis J.	\$3,228
Burke, April L.	\$4,212	Halstead, Cynthia A.	\$3,228
Delauter, Kenneth R. Jr.	\$4,187	Judd, Stephen H.	\$3,228
Alan, Stuart	\$4,176	Schauer mann, Joshua	\$3,228
Busby, June	\$4,032	Laughlin, James A.	\$3,192
Evans, Dianne E.	\$4,031	Natta, Vanessa O.	\$3,191
Hutchinson, Michael L.	\$3,948	Daniels, David K.	\$3,180
Novak, Frank R.	\$3,948	Holmquist, James A.	\$3,168
Primack, Neil E.	\$3,936	Lemar, Fred W. Jr.	\$3,145
Lucas, Richard	\$3,900	Caravousanos, George J. Jr.	\$3,120
Hatton, Catherine E.	\$3,888	Rodriguez, Javier E.	\$3,108
Kramer, Steven	\$3,888	Stark, Richard N.	\$3,108
Luss, Kevin A.	\$3,888	Cancio, Maria	\$3,107
Kirby, Joseph S.	\$3,840	Gilbert, Matthew C.	\$3,107
Klein, Stuart B.	\$3,804	Michaelson, Robert P.	\$3,107
Welsh, Traci A.	\$3,804	Graham, Christopher C.	\$3,096
Cortes, Julio C.	\$3,780	Grzywa, Brandon	\$3,084
Adams, Gene P.	\$3,768	Kovacs, Michael	\$3,084
Mandel, William A.	\$3,768	Schroeder, Zac	\$3,072
Cohen, Nadine	\$3,744	Miller, David	\$3,048
Skolnick, Hal S.	\$3,744	Lugrand, Michael	\$3,024
Gordon, Daniel	\$3,720	Stevens, Carl R.	\$3,024
Aarons, Neill	\$3,696	Anthony, Anne M.	\$2,976
Ireland, Pamela L.	\$3,672	Rapini, Duane M.	\$2,976
Shaw, Martin L. IV	\$3,647	Kaufman, Bryan J.	\$2,940
Roberts, Michael S.	\$3,612	Trembicki, Kenneth A.	\$2,928
Prosper, Garry	\$3,563	Borjas, Israel	\$2,927
Savage, Gina	\$3,563	Loebig, George J.	\$2,927

Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

November 5, 2017

Mannoni, Audrey	\$2,927	Kovarsky, Nathan S.	\$2,712
Daley, Michael A.	\$2,920	Fruehbis, Petra	\$2,707
Cholak, Paul M.	\$2,915	Pollier, Robert L. Jr.	\$2,688
Mednick, Blake A.	\$2,868	Stein, David B.	\$2,688
Enns, Henry W.	\$2,867	Jones, John C.	\$2,676
Barta, Francine	\$2,844	McKnight, Robert J.	\$2,676
Carrasquillo, Angelic A.	\$2,844	Truax, Christopher D.	\$2,676
Cheek, Steven J.	\$2,844	Capierseho, Daniel E.	\$2,675
Dewalt, Geri B.	\$2,844	Blackburn, Kaila	\$2,568
Ehrlich, Carl F.	\$2,844	Fekete, Eli	\$2,556
Nickel, Roger T.	\$2,844	Rosen, Paul J.	\$2,544
Schoeck, Edward D.	\$2,844	Longo, Wendy L.	\$2,520
Brown, Richard A.	\$2,808	Wang, Teresa	\$2,520
Kahn, Peter S.	\$2,784	Quant, Demarco	\$2,519
Koppa, David T.	\$2,784	Olguin, Loren A.	\$2,508
Westfall, Edward B.	\$2,748		