

General Agencies

FOR THE WEEK ENDING

Combined Health/Life

November 19, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$264,071	66
Lemar, Mike	Sunshine State Agency	\$136,719	48
Borosak, William J. Jr.	Secure Financial Group, LLC	\$127,375	21
Barta, Devin M.	Barta Insurance Agency	\$117,756	12
AmeriLife		\$106,588	43
Mangini, Nicholas L.	Mangini Insurance Agency	\$62,292	6
Hatton, Catherine E.	Long Island Insurance Solutions	\$58,996	24
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$50,827	8
Platinum Producers (\$30,000 - \$50,000)			
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$48,589	10
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$46,771	14
Clark, John W.	Senior Solutions Insurance Agency	\$44,122	12
Wroblewski, Robert M.	Palm Cove Insurance Solutions	\$43,103	9
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$39,993	7
Ahlbum, Tim	Health Coverage Solutions	\$37,317	6
Mednick, Scott E.	Professional Insurance Systems of Florida	\$34,140	18
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$31,175	1
Gold Producers (\$10,000 - \$30,000)			
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$29,985	10
Shackelford, Edward L.	The Assurance Group, Inc.	\$26,883	8
Edwards, Jackson IV	Edwards Insurance Agency	\$26,592	2
Schwartz, Scott J.	Insurance Protection Services	\$24,540	1
Maisonet, Joseph	Maisonet Insurance Agency	\$22,872	4
Senior Insurance Marketing, Inc.		\$22,228	7
Burke, April L.	Burke Insurance Agency	\$21,587	3
Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	\$18,204	2
James M. Gray, Inc.		\$16,631	4
Lasman, David	Lasman Insurance Agency	\$15,840	2
Gordon, Sylvia	Gordon Marketing	\$15,487	11
ERIN Marketing, Inc.		\$15,132	5
Rosati, Lisa	Rosati Insurance Agency	\$15,034	4
American Eagle Consultants, Inc.		\$14,817	4
Savage, Gina	Savage Insurance Agency	\$14,470	4
Olguin, Loren A.	Olguin Insurance Agency	\$14,232	1
Dover, Kevin	Dover Insurance Agency	\$13,872	2
Concklin, Ron	Rosenberg-Concklin, Inc.	\$13,100	11
Maisto, Stephen	Senior Health Solutions	\$12,288	4
Haft, Gary S.	JMH Advisors, Inc.	\$12,012	2
Rapini, Duane M.	Rapini Insurance Agency	\$11,495	3
Abadian, Pierre	Abadian Insurance Group	\$10,920	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$10,704	2
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$10,620	2
Richard, Paul	Richard Insurance Agency	\$10,547	2
Rodriguez, Carmen A.	Landers-Stein & Associates	\$10,258	3
Agent Pipeline, Inc.		\$10,128	5

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

Elite Insurance Partners, LLC		\$9,935	2
Iglesias, Rafael A.	Iglesias Insurance Agency	\$9,804	1
Fatseas, Stefan J.	Fatseas Insurance Agency	\$9,768	1
Mann, Harvey S.	Mann Insurance Agency	\$9,768	1
Wardell, Ronald P.	Wardell Insurance Agency	\$9,552	1
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$9,096	3
Longo, Wendy L.	Longo Insurance Agency	\$9,096	3
Centerstone Insurance & Financial Svcs.		\$8,637	5
Ulayyet, Fred M.	Ulayyet Insurance Agency	\$8,395	1
Birchard, Natalie K.	Birchard Insurance Agency	\$8,291	2
Wohl, Gregory	Wohl Insurance Agency	\$8,040	1
Skolnick, Hal S.	Skolnick Insurance Agency	\$7,884	1
Zimny, Robert S.	Zimny Insurance Agency	\$7,800	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$7,367	3
Affiliated Medical Agency, Inc.		\$7,284	1
Sweeney, James A.	American Senior Benefits	\$7,272	2
Greenberg, Joshua K.	Greenberg Tax & Insurance Services	\$7,175	2
Catron, Edward A.	Catron Insurance Agency	\$6,876	4
Alan, Stuart	Senior Care Insurance Center	\$6,744	2
Green, Laurie A.	Green Insurance Agency	\$6,744	1
Valery, Albert L.	Valery Insurance Agency	\$6,624	1
Merritt, Dee	Merritt Insurance Agency	\$6,492	2
Owen Insurance Group		\$6,467	3
Health Care Advocates, LLC		\$6,360	2
Sasso, Ricky M.	Sasso Insurance Agency	\$6,348	1
Kuhtz, Steven	Kuhtz Insurance Agency	\$6,298	1
Adler, Risa B.	Adler Insurance Agency	\$6,120	1
Peltz, Arnold	Peltz Insurance Agency	\$5,740	2
Woodmen Insurance Agency, Inc.		\$5,413	9
Ahmed, Nur N.	Ahmed Insurance Agency	\$5,376	4
Long Island Health Plans, Inc.		\$5,376	4
Iwill Advisors, Inc.		\$5,291	2
McKnight, Robert J.	McKnight Insurance Agency	\$5,004	2

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

Baacke, Brian W.	Baacke Insurance Agency	\$4,920	2
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$4,896	2
McGeoy, Jacob M.	Secure Benefits Alliance	\$4,692	2
Nordstrom, Timothy W.	Nordstrom Insurance Agency	\$4,380	1
Chacon, Cesar	The Insurance Hub	\$4,296	4
Palmieri & Associates, LLC		\$4,067	1
Kocian, Charlotte T.	Kocian Insurance Agency	\$3,960	1
Bowes, Rick	Bowes Insurance Agency	\$3,900	1
Maisonave, Fernando	Maisonave Insurance Agency	\$3,888	1
Oppedisano, Michael	Oppedisano Insurance Agency	\$3,888	1
United Insurance Group Agency, Inc.		\$3,888	3
Senior Services of North America, Inc.		\$3,840	4
Jetter, Art	Art Jetter & Company, Inc.	\$3,804	2
General Agency Ins. Development Svc.		\$3,768	1
Loebig, George J.	Loebig Insurance Agency	\$3,768	1
Xiques, Dennis J.	Xiques Insurance Agency	\$3,696	1

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Morris, Alan	Morris Insurance Agency	\$3,648	1
Webster, Larry L.	Webster & Associates, Ltd.	\$3,636	1
Nieman, Gary M.	Nieman Insurance Agency	\$3,504	1
Hale, Darwin	Hale Insurance Agency	\$3,480	1
Marrow, Elizabeth	Marrow Insurance Agency	\$3,480	1
Borde, Corrie	Borde Insurance Agency	\$3,431	1
Platinum Choice Healthcare		\$3,323	1
Kozak, Iris C.	New York Life Insurance Agency	\$3,300	1
Aronoff, Thomas H.	Aronoff Insurance Agency	\$3,276	1
Hoyek, Tony N.	Hoyek Insurance Agency	\$3,276	1
Still, Robert	Still Insurance Agency	\$3,276	1
Chernoff, Michael D.	Chernoff Insurance Agency	\$3,275	1
Lacey-Gray, Mary A.	Lacey-Gray Insurance Agency	\$3,228	1
Holmquist, James A.	Holmquist Insurance Agency	\$3,168	1
Blocker, Bradley E.	Blocker Insurance Agency	\$3,132	1
Cohen, Sheila G.	Cohen Insurance Agency	\$3,132	1
Cancio, Maria	Cancio Insurance Agency	\$3,108	1
Potts, Daniel J.	Potts Insurance Agency	\$3,084	1
Reardon, John J.	Senior Healthcare Benefits Group, Inc.	\$3,072	3
Abbatiello, Vincent	Mainstay Retirement Solutions	\$3,060	2
Hoyek, Pete N.	Hoyek Insurance Agency	\$3,048	1
Broedell, Joseph F.	Broedell Insurance Agency	\$3,024	1
Capierscho, Daniel E.	Capierscho Insurance Agency	\$2,999	2
Martinez, Bett L.	Martinez Insurance Agency	\$2,988	1
Deceglia, Lorna K.	Deceglia Insurance Agency	\$2,928	1
Shaw, Martin L. III	Shaw Insurance Agency	\$2,927	1
Judah, Charles G.	MSIS, Inc.	\$2,916	3
Franzoni, Jeffrey	Synergy Marketing Associates, Inc.	\$2,892	1
RJC Independent Ins Brokerage, Inc.		\$2,884	1
Rowland, Teresa J.	Rowland Insurance Agency	\$2,856	1
Roebuck, Jay	Roebuck Insurance Agency	\$2,844	1
Stanton, David R.	Gateway Insurance, Inc.	\$2,844	1
Schwartz, Richard S.	Insurance Center of S. Florida	\$2,784	1
Norgard, Chad M.	Norgard Insurance Group	\$2,759	1
Huberman, Richard	Huberman Insurance Agency	\$2,711	1
Griffin, Roy D.	Griffin Insurance Agency	\$2,699	1
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$2,688	1
Wareheim, James E.	Wareheim Insurance Agency	\$2,676	1
Alvarez, Alvaro J.	Alvarez Insurance Agency	\$2,664	1
Finkelstein, Sara	Finkelstein Insurance Agency	\$2,628	1
Stamper, John W.	Choice Plus Benefits	\$2,592	1
Rutstein, Michael W.	Rutstein Insurance Agency	\$2,508	1

Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

November 19, 2017

Diamond Producers (\$20,000 & Above)

Mangini, Nicholas L.	\$33,684	Schwartz, Scott J.	\$24,540
Sheldon, Paul, CLU, ChFC	\$31,175	Graham, Christopher N., CLU	\$22,318
Edwards, Jackson IV	\$25,620	Holzman, Robert	\$21,983

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

Raaf, Kevin R.	\$17,784	Stevens, Jason	\$16,065
Mangini, Rosemary	\$17,460	Warner, Russell G. III	\$15,802
Payant, Thomas A.	\$16,932	Ottovegio, Xiomara	\$15,024
Gratzon, Peter	\$16,104		

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

Savage, Gina	\$14,734	Branch, Beth	\$10,920
Balogh, Christian J.	\$14,520	Lembcke, Julia	\$10,906
Hargis, Mark D.	\$14,232	Johnson, Devin P.	\$10,788
Mankamyer, Mary	\$13,835	Jaffe, Joseph A.	\$10,368
Ranney, Eugene	\$13,726	Kempler, Gary S.	\$10,248
Sachs, Kerry	\$12,718	Pearson, Lisha	\$10,236
Zarins, Ivars	\$11,964	Primack, Neil E.	\$10,044
Ahlbum, Tim	\$11,073		

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

Barta, Devin M.	\$9,936	Maisto, Stephen	\$7,680
Rosati, Lisa	\$9,850	Shoaf, John A.	\$7,680
Iglesias, Rafael A.	\$9,804	Klein, Russell	\$7,560
Hanes, Darlene M.	\$9,768	Sakharoff, Richard D.	\$7,428
Aufrecht, Dennis J.	\$9,684	Klein, Sylvia	\$7,392
Dudek, Andrew C.	\$9,552	Lundin, Bruce E.	\$7,284
Haft, Gary S.	\$9,468	Schroeder, Zac	\$7,248
Gordon, Aaron	\$9,455	Gold, Matthew	\$7,004
Lasman, David	\$9,372	Cosgrove, Anthony	\$6,984
Haass, David	\$9,071	Green, Laurie A.	\$6,744
Taddei, Theodore R. Jr.	\$8,952	Dewalt, Geri B.	\$6,624
Borosak, William J. Jr.	\$8,832	Saylor, Dexter R.	\$6,552
Ulayyet, Fred M.	\$8,395	Costanzo, Nicholas P.	\$6,515
Rudd, Henry	\$8,364	Lasman, Mark J.	\$6,468
Longo, Wendy L.	\$8,304	Robertson, Zachariah G.	\$6,444
Badessa, Joseph J.	\$8,268	Sasso, Ricky M.	\$6,348
Schauermann, Joshua	\$8,136	Underhill, John G.	\$6,323
Wohl, Gregory	\$8,040	Cortes, Julio C.	\$6,300
Skolnick, Hal S.	\$7,884	Marcos, Mona	\$6,298
Fuhrman, Harold	\$7,836	Johnson, Christina J.	\$6,215
Zarr, Laurie G.	\$7,800	Dover, Kevin	\$6,192
Gorden, Renee	\$7,788	Sobel, Gary I.	\$6,120
Gallo, Darren M.	\$7,716	Bahlkow, Valerie J.	\$6,040

Writing Agents

FOR THE WEEK ENDING

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Israel, Steven	\$5,976	Caravousanos, George J. Jr.	\$5,376
Hall, James T.	\$5,927	Otero, Vilma I.	\$5,364
Hall, Tiffany	\$5,904	Lepage, Kenneth L. Jr.	\$5,244
Kelsey, Steven D.	\$5,903	Bolin, Russell C. II	\$5,172
Gilbert, Brian	\$5,652	Denorcy, Lori A.	\$5,112
Hatton, Catherine E.	\$5,520	Palmer, Casey V.	\$5,074
Hooker, Thad N.	\$5,400		

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

Ward, Joseph	\$4,992	Smith, Erica M.	\$3,648
Peltz, Arnold	\$4,972	Webster, Larry L.	\$3,636
Brasher, Roberta D.	\$4,860	Ciola, Claude M.	\$3,564
Sharpe, Cynthia M.	\$4,860	Maviglia, Raymond C.	\$3,564
Davis, Karen L.	\$4,763	Ahlbum, Jon	\$3,552
Clatsoff, Deborah A.	\$4,703	Sanchez, Michele	\$3,552
Richard, Paul	\$4,644	Nieman, Gary M.	\$3,504
Bushko, Heidi	\$4,620	Marrow, Elizabeth	\$3,480
Powers, Cathryn L.	\$4,620	Zeller, Margaret	\$3,480
Gewanter, Kenneth	\$4,608	Barta, Francine	\$3,468
Pelletier, Denise M.	\$4,452	Borde, Corrie	\$3,431
Brazzi, Patricia E.	\$4,440	Pekala, David	\$3,396
Rapini, Duane M.	\$4,439	Tunis, Susan V.	\$3,396
Stevens, Sandra K.	\$4,415	Casella, Carole J.	\$3,359
Nordstrom, Timothy W.	\$4,380	Bock, Frederick	\$3,323
Stevens, Ray	\$4,307	Kahn, Peter S.	\$3,300
Schneider, Linda B.	\$4,236	Kozak, Iris C.	\$3,300
Alonso, Daniel	\$4,199	Carvo, Andrew M.	\$3,299
Matyskiel, Robert E.	\$4,188	Aronoff, Thomas H.	\$3,276
Chard, Dani L.	\$4,186	Buchanan, Christopher D.	\$3,276
Palmieri, Nicholas P.	\$4,067	Hoyek, Tony N.	\$3,276
Horanoff, Barbara G.	\$4,044	Still, Robert	\$3,276
Mollica, Rosanna	\$3,995	Chernoff, Michael D.	\$3,275
Gordon, Daniel	\$3,984	Raymond, Gregory A.	\$3,228
Kocian, Charlotte T.	\$3,960	Woodard, Michael A.	\$3,228
Minervini, Debra A.	\$3,948	Kramer, Andrew	\$3,216
Pala, John P.	\$3,948	Lewis, Robert W.	\$3,216
Bowes, Rick	\$3,900	Olson, Landon	\$3,216
Gumora, Helene	\$3,900	Malooley, Michele A.	\$3,215
Haug, John H.	\$3,900	Greenberg, Joshua K.	\$3,180
Nastanovich, Christopher R.	\$3,900	Holmquist, James A.	\$3,168
Maisonave, Fernando	\$3,888	Kovacs, Michael	\$3,168
Starr, Michael	\$3,888	Blocker, Bradley E.	\$3,132
Treglia, Giovanni	\$3,888	Cohen, Sheila G.	\$3,132
Chapman, Kevin	\$3,876	Ripoll, Glenn A.	\$3,132
Schneider, David F.	\$3,804	Middlebrooks, Delores	\$3,108
Vertich, Mark	\$3,790	Lange, Douglas M.	\$3,107
Jabourian, Haroutioun	\$3,768	Pomeranec, David	\$3,107
Khan, Shameeza	\$3,768	Armbrrecht, Keith	\$3,107
Lehman, Lary P.	\$3,732	Anderson, Russell M.	\$3,084
Spink, Chad D.	\$3,731	Potts, Daniel J.	\$3,084
Bass, Victor	\$3,696	Concklin, Todd C.	\$3,072

Writing Agents

FOR THE WEEK ENDING

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November 19, 2017

Mahr, William M.	\$3,072	Baacke, Brian W.	\$2,772
Hoyek, Pete N.	\$3,048	Dean, Keith L.	\$2,772
Broedell, Joseph F.	\$3,024	Norgard, Chad M.	\$2,759
Liedtke, Sabra K.	\$2,988	Burke, April L.	\$2,735
Martinez, Bett L.	\$2,988	Drew, Erica A.	\$2,712
Preuss, Diane J.	\$2,951	Freifeld, Mitchell S.	\$2,711
Merritt, Dee	\$2,940	Huberman, Richard	\$2,711
Deceglia, Lorna R.	\$2,928	MacDonald, Stewart A.	\$2,711
Greer, Michael	\$2,927	Travis, Ann V.	\$2,711
Shaw, Martin L. IV	\$2,927	Grzywa, Brandon	\$2,700
Abbatiello, Vincent	\$2,916	Griffin, Roy D.	\$2,699
Synergy Marketing Associates, Inc.	\$2,892	Wiedersum, Bryan F.	\$2,688
Catanese, Robert	\$2,884	McKnight, Robert J.	\$2,676
Rowland, Peter R.	\$2,856	Wareheim, James E.	\$2,676
Daniels, Diane	\$2,844	Alvarez, Alvaro J.	\$2,664
Kornbluh, Gary N.	\$2,844	Biederman, Julie	\$2,640
Langford, John J.	\$2,844	Gassman, Jeffery A.	\$2,640
Martine, Terry	\$2,844	Finkelstein, Sara	\$2,628
Roebuck, Jay	\$2,844	Neese, Alan P.	\$2,628
Stanton, David	\$2,844	Wallis, Noel	\$2,628
Vorgias, Alexander	\$2,844	Stamper, John W.	\$2,592
Cook, David	\$2,820	Blattman, Marlene S.	\$2,544
Alan, Stuart	\$2,796	Macht, Richard	\$2,544
Polanco, Robyn R.	\$2,796	Hale, Elton H. Jr.	\$2,532
Nicotra, Colleen M.	\$2,784	Rutstein, Michael W.	\$2,508
Stark, Richard N.	\$2,784		