

## General Agencies

FOR THE WEEK ENDING

Combined Health/Life

December 24, 2017

<b>Diamond Producers (\$50,000 &amp; Above)</b>	<b>Agency Name</b>	<b>Net Issue</b>	<b>Producer Count</b>
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$200,213	66
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$92,048	17
AmeriLife		\$90,266	41
Lemar, Mike	Sunshine State Agency	\$78,768	34
Borosak, William J. Jr.	Secure Financial Group, LLC	\$62,279	17
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$60,045	12
Barta, Devin M.	Barta Insurance Agency	\$51,830	13
Mednick, Scott E.	Professional Insurance Systems of Florida	\$51,346	22
Hatton, Catherine E.	Long Island Insurance Solutions	\$50,636	43
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Ahlbum, Tim	Health Coverage Solutions	\$44,220	5
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$43,753	8
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$40,608	6
Mankamy, Mary	Mankamy Insurance Agency	\$36,539	3
Shackelford, Edward L.	The Assurance Group, Inc.	\$33,827	12
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$32,124	1
Rosati, Lisa	Rosati Insurance Agency	\$31,164	5
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Concklin, Ron	Rosenberg-Concklin, Inc.	\$26,092	13
Wroblewski, Robert M.	Palm Cove Insurance Solutions	\$26,052	8
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$24,119	9
Clark, John W.	Senior Solutions Insurance Agency	\$21,946	11
American Eagle Consultants, Inc.		\$21,257	8
Centerstone Insurance & Financial Svcs.		\$20,760	7
Murphy, Stacy	Murphy Insurance Agency	\$19,068	3
Mangini, Nicholas L.	Mangini Insurance Agency	\$18,216	4
Savage, Gina	Savage Insurance Agency	\$17,398	3
Valery, Albert L.	Valery Insurance Agency	\$14,856	2
Edwards, Jackson IV	Edwards Insurance Agency	\$14,810	3
Cohen, Sheila G.	Cohen Insurance Agency	\$14,172	1
Schwartz, Richard S.	Insurance Center of S. Florida	\$14,124	6
Gordon, Sylvia	Gordon Marketing	\$13,704	8
Chacon, Cesar	The Insurance Hub	\$13,655	3
Elite Insurance Partners, LLC		\$13,440	2
Abbatiello, Vincent	Mainstay Retirement Solutions	\$13,176	3
Blake, Karla	Blake Insurance Agency	\$12,528	2
Agent Pipeline, Inc.		\$11,940	6
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$11,883	3
Carran, John S.	Carran Insurance Agency	\$11,591	2
Maisonet, Joseph	Maisonet Insurance Agency	\$11,304	4

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

Schwartz, Scott J.	Insurance Protection Services	\$9,720	1
Rapini, Duane M.	Rapini Insurance Agency	\$9,167	2
Hale, Darwin	Hale Insurance Agency	\$8,976	1
Banville, Richard	Banville Insurance Agency	\$8,388	2
Duryea, Don B.	Duryea Insurance Agency	\$8,388	2
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	\$8,056	5
Chernoff, Michael D.	Chernoff Insurance Agency	\$7,916	1
Moraski, Matthew B.	Moraski Insurance Agency	\$7,808	1
Bernstein, Eric L.	Bernstein Insurance Agency	\$7,764	1
Kocian, Charlotte T.	Kocian Insurance Agency	\$7,582	2
Donato, Anthony L.	Donato Insurance Agency	\$7,511	1
Alan, Stuart	Senior Care Insurance Center	\$7,464	1
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$7,440	1
ERIN Marketing, Inc.		\$7,392	3
Owen Insurance Group		\$7,311	3
Rodriguez, Carmen A.	Landers-Stein & Associates	\$7,223	2
Hoyek, Tony N.	Hoyek Insurance Agency	\$6,780	1
Kozak, Iris C.	New York Life Insurance Agency	\$6,744	1
Iwill Advisors, Inc.		\$6,684	3
Morgan, Christian	Morgan Fidelity Associates, Inc.	\$6,684	4
Henry, Keith M.	Bateman, Gordon & Sands, Inc.	\$6,682	1
McGeoy, Jacob M.	Secure Benefits Alliance	\$6,577	3
Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	\$6,276	3
Richard, Paul	Richard Insurance Agency	\$6,093	2
York International Agency, LLC.		\$5,976	1
Holmquist, James A.	Holmquist Insurance Agency	\$5,718	1
Burke, April L.	Burke Insurance Agency	\$5,508	2
Pollier, Robert L. Jr.	Senior Management Services	\$5,416	3

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

Roebuck, Jay	Roebuck Insurance Agency	\$4,980	1
Judah, Charles G.	MSIS, Inc.	\$4,920	4
Easterling, Horace W.	Easterling Insurance Agency	\$4,905	2
Premier Senior Marketing, Inc.		\$4,800	5
MP & Associates, Inc.		\$4,764	1
FNA Insurance Services, Inc.		\$4,608	2
Semryck, Steven I.	Semryck Insurance Agency	\$4,608	1
Lewis, Robert W.	Lewis Insurance Agency	\$4,512	2
Forthman, Elaine T.	R&E Marketing Associates, Inc.	\$4,332	1
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	\$4,188	1
Lobdell, Deborah H.	Lobdell Insurance Agency	\$4,188	1
Haitnam, Aboul-Hosn	Haitnam Aboul-Hosn, LLC	\$4,176	2
Schuler, James F.	Consumer Group Services, Inc.	\$4,124	3
Collins, Robert D.	Collins Insurance Agency	\$4,092	1
Buice, Rhonda R.	Buice Insurance Agency	\$4,008	1
Thiele, Robert E.	Thiele Insurance Agency	\$3,960	2
Thomason, Larry D.	Thomason Insurance Agency	\$3,960	2
Plotnikoff, Michael J.	Plotnikoff Insurance Agency	\$3,936	1
Sklar, Susan T.	Sklar Insurance Agency	\$3,936	1
Maisto, Stephen	Senior Health Solutions	\$3,924	4
Graham, Carter	Shoreline Financial	\$3,900	2

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FOR THE WEEK ENDING

### Combined Health/Life

December 24, 2017

James Tong Insurance Consultants		\$3,898	1
AMAC Senior Resources Network		\$3,888	1
Broker Connection, Inc.		\$3,888	1
Smith, Robert J.	New World Associates, Inc.	\$3,888	1
Medicare Advantage Plan Services, LLC		\$3,699	2
First Insurance Enterprises, Inc.		\$3,696	1
Ehrlich, Carl F.	Ehrlich Insurance Agency	\$3,636	1
MCC Life Brokerage		\$3,612	1
Sweeney, Paul	Quality First Insurance Agency, Inc.	\$3,599	1
Professional Group Plans, Inc.		\$3,528	2
Cortes, Julio C.	Cortes Insurance Agency	\$3,516	1
Haug, John H.	Haug Insurance Agency	\$3,516	1
Nastanovich, Christopher R.	Nastanovich Insurance Agency	\$3,516	1
Newman, Michelle	Newman Insurance Agency	\$3,516	1
Lasman, David	Lasman Insurance Agency	\$3,504	1
Schroader, Darry B.	Schroader Insurance Agency	\$3,504	2
Cortes, Maria C.	Cortes Insurance Agency	\$3,420	1
Tyrkala, Thomas J.	Tyrkala Insurance Agency	\$3,216	1
McDowell, Jason P.	McDowell Insurance Agency	\$3,203	1
Hirsch, Susan J.	Hirsch Insurance Agency	\$3,132	1
GMP Retirement Strategies, Inc.		\$3,120	1
Woodmen Insurance Agency, Inc.		\$3,084	7
Brazzi, Patricia E.	Brazzi Insurance Agency	\$3,048	2
Brown, Wesley C.	Brown Insurance Agency	\$3,036	2
Adelson, Andy G.	Adelson Insurance Agency	\$3,024	1
AGB Insurance, LLC		\$3,024	1
Miller, Michele M.	Miller Insurance Agency	\$3,024	1
Nickel, Roger T.	Nickel Insurance Agency	\$3,024	1
Pucci, Katya	Pucci Insurance Agency	\$3,024	1
Still, Robert	Still Insurance Agency	\$3,024	1
Xiques, Dennis J.	Xiques Insurance Agency	\$3,024	1
McGuigan, Shirley A.	McGuigan Insurance Agency	\$2,988	1
Kelsey, Steven D.	Kelsey Insurance Agency	\$2,961	1
Centers, Bryan C.	Centers Insurance Agency	\$2,952	1
Whitt, Troy C.	Whitt Insurance Agency	\$2,952	1
Shagan, Phoebe	Shagan Insurance Agency	\$2,856	1
Atwood, Susan E.	Atwood & Associates Insurance Agency	\$2,848	1
Busby, June	Busby Insurance Agency	\$2,824	1
Skolnick, Hal S.	Skolnick Insurance Agency	\$2,796	1
Stamper, John W.	Choice Plus Benefits	\$2,783	1
Merritt, Dee	Merritt Insurance Agency	\$2,736	2
Woods, Judith L.	Woods Insurance Agency	\$2,711	1
Muchnick, Stuart C.	Muchnick Insurance Agency	\$2,688	1
Wolf, Gregory J.	Wolf Insurance Agency	\$2,685	1
Lucas, Janice	Lifton Insurance Agency, Inc.	\$2,636	1
Bowes, Barbara N.	Bowes Insurance Agency	\$2,628	1
Gordon, Daniel E.	Gordon Insurance Agency	\$2,628	1
Iglesias, Rafael A.	Iglesias Insurance Agency	\$2,628	1
Teller, Claire D.	All Vest Associates	\$2,628	1

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

**December 24, 2017**

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

Mankamyer, Mary	\$32,531	Ahlbum, Tim	\$20,496
Sheldon, Paul, CLU, ChFC	\$32,124		

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

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

Rosati, Lisa	\$14,232	Stevens, Sandra K.	\$10,905
Cohen, Sheila G.	\$14,172	Mangini, Rosemary	\$10,752
Haass, David	\$13,896	Gilbert, Brian	\$10,704
Graham, Christopher N., CLU	\$13,415	Savage, Gina	\$10,366
Sachs, Kerry	\$12,360	Vickers, Jordan	\$10,272
Kempler, Gary S.	\$12,168	Gauldin, Brian K.	\$10,176
Stevens, Jason	\$12,105		

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

Schwartz, Scott J.	\$9,720	Jennings, Mark	\$7,056
Birch, Roseann	\$9,622	Gordon, Aaron	\$6,911
Gelb, Eliezer	\$9,564	Balogh, Christian J.	\$6,828
Hutchinson, Michael L.	\$9,528	Muni, Joseph P. Jr.	\$6,815
Haft, Gary S.	\$9,504	Hoyek, Tony N.	\$6,780
Stevens, Ray	\$9,418	Kozak, Iris C.	\$6,744
Gluckman, David	\$9,396	Serrani, Gary	\$6,744
Zeller, Margaret	\$8,976	Henry, Keith M.	\$6,682
Gratzon, Peter	\$8,808	Saylor, Dexter R.	\$6,516
Holzman, Robert	\$8,628	Konz, Douglas J.	\$6,408
Franco, Salvador	\$8,616	Berkowitz, Barnett	\$6,355
MacDonald, Stewart A.	\$8,591	Aarons, Neill	\$6,180
Keating, Gizella	\$8,483	Sanders, Barbara L.	\$6,155
Chernoff, Michael D.	\$7,916	Murphy, Stacy	\$6,120
Payant, Thomas A.	\$7,848	Kane, David L.	\$5,976
Kohn, Edgar	\$7,836	Rapini, Duane M.	\$5,952
Pekala, David	\$7,836	Bono, Peter F.	\$5,939
Daenzer, Christopher	\$7,808	Jaffe, Joseph A.	\$5,844
Blake, Karla	\$7,764	Ashton, Thomas	\$5,832
Scala, Daniel C.	\$7,764	Drew, Erica A.	\$5,795
Donato, Anthony L.	\$7,511	Travis, Ann V.	\$5,784
Alan, Stuart	\$7,464	Holmquist, James A.	\$5,718
Graham, Christopher C.	\$7,440	Douglas, Bonnie R.	\$5,591
Sakharoff, Richard D.	\$7,440	Quintero, Ana L.	\$5,303
Lucas, Richard	\$7,428	Neira, Michelle M.	\$5,292
Allan, Bret M.	\$7,320	Victor, Maurice	\$5,040
Gillard-Martin, Mary G.	\$7,139		

## Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

**December 24, 2017**

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

Roebuck, Jay	\$4,980	Morris, Jason	\$3,636
Johnson, Devin P.	\$4,920	Fisher, Aline L.	\$3,624
Biederman, Julie	\$4,788	Crissy, Karen A.	\$3,612
Dimitrakis, Phillip	\$4,764	Dellinger, William H. II	\$3,599
Welsh, Traci A.	\$4,728	Lemar, Fred W. Jr.	\$3,563
Valery, Douglas M.	\$4,680	Hawkins, Deborah A.	\$3,551
Kocian, Charlotte T.	\$4,630	Gold, Matthew	\$3,516
Semryck, Steven I.	\$4,608	Newman, Michelle	\$3,516
Kennedy, Stacey	\$4,560	Rodriguez, Javier E.	\$3,516
Halperin, Murray A.	\$4,440	Voth, Jacob F.	\$3,516
Rudd, Henry	\$4,356	Wallis, Noel	\$3,516
Forthman, Elaine T.	\$4,332	Lasman, Mark J.	\$3,504
Lovelace, Susan	\$4,332	Hess, Jordan M.	\$3,480
Palmer, Casey V.	\$4,236	Conover, Reeve M.	\$3,456
Selinger, William S.	\$4,188	Westfall, Edward B.	\$3,456
Simon, Julie	\$4,188	Golden, Darin	\$3,432
Liu, Pat V.	\$4,115	Cortes, Maria C.	\$3,420
McElroy, Douglas H.	\$4,092	Swaffar, Darlene	\$3,420
Richards, Dennis C.	\$4,008	Hooker, Thad N.	\$3,396
Cancio, Maria	\$3,984	Schwartz, Richard S.	\$3,396
Abbatiello, Vincent	\$3,972	Hackmeier, Jeff D.	\$3,300
Bethea, Dennis N.	\$3,948	Biesiadecki, Brian W.	\$3,276
Plotnikoff, Michael J.	\$3,936	McGregor, Iyan L.	\$3,228
Sklar, Susan T.	\$3,936	Maglio, Theresa	\$3,216
Tong, James G.	\$3,898	Osborn, Jarrett	\$3,216
Carron, Mitchell A.	\$3,888	Persico, John	\$3,216
Jedlicka, George T.	\$3,888	Parchami, Azar	\$3,215
Recchion, Melanie	\$3,888	Mochan, Charles D.	\$3,203
Smith, Robert J.	\$3,888	Himmelstein, Paul R.	\$3,172
Edwards, Jackson IV	\$3,818	McCann, Coleen	\$3,168
Strehlke, James A.	\$3,696	Bloomer, Joe K.	\$3,132
Gaines, Lori B.	\$3,672	Lange, Stephen R.	\$3,132
Ahlbum, Donna M.	\$3,671	Richard, Paul	\$3,132
Mednick, Phillip	\$3,648	Zum Tobel, Marc	\$3,132
Ehrlich, Carl F.	\$3,636	Preacher, George H.	\$3,120



## Writing Agents

FOR THE WEEK ENDING

### Combined Health/Life

**December 24, 2017**

Carran, John S.	\$3,107	Schneider, David F.	\$2,844
Kingsley, Beverly J.	\$3,107	Busby, June	\$2,824
Singer, Arlene C.	\$3,107	Fleischer, David A.	\$2,820
Frey, Randolph W. Jr.	\$3,072	Colpitts, Walter W.	\$2,799
Lepage, Kenneth L. Jr.	\$3,072	Clatsoff, Deborah A.	\$2,796
Jahrling, John M.	\$3,071	Moss, Nina R.	\$2,796
Lemaire, Daniel S.	\$3,048	Skolnick, Hal S.	\$2,796
Bereck, Michael S.	\$3,024	Stamper, John W.	\$2,783
Cafone, Louis	\$3,024	Cordle, Trudy C.	\$2,748
Danza, Gaetano	\$3,024	Decosta, James M.	\$2,748
Goldmann, Gary R.	\$3,024	Malooley, Michele A.	\$2,711
Gonzalez, Ibrahim	\$3,024	Woods, Judith L.	\$2,711
Gumora, Helene	\$3,024	Caravousanos, George J. Jr.	\$2,688
Needleman, Steven M.	\$3,024	Muchnick, Stuart C.	\$2,688
Saintilien, James	\$3,024	Siddique, Nayeem M.	\$2,688
Sobel, Michele G.	\$3,024	Wolf, Gregory J.	\$2,685
Still, Robert	\$3,024	Warner, Russell G. III	\$2,664
Xiques, Dennis J.	\$3,024	Lucas, Janice	\$2,636
Dibello, James C.	\$2,988	Bowes, Barbara N.	\$2,628
Keaveny, Patrick	\$2,988	Cook, David	\$2,628
Rosemann, William J.	\$2,988	Gordon, Daniel E.	\$2,628
Pollart, Stephen C.	\$2,961	Iglesias, Rafael A.	\$2,628
Centers, Bryan C.	\$2,952	Klein, Sylvia	\$2,628
Hoskins, Jeffrey A.	\$2,952	Pittilla, Jack W.	\$2,628
Whitt, Troy C.	\$2,952	Puro, Miko M.	\$2,628
Carvo, Andrew M.	\$2,951	Schoeck, Edward D.	\$2,628
Barta, Francine	\$2,868	Teller, Claire D.	\$2,628
Eserman, Clifton W.	\$2,868	Thousand, Kathy	\$2,628
Strohm, Mark C.	\$2,868	Barta, Devin M.	\$2,604
Rush, Francine	\$2,856	Easterling, Horace W.	\$2,578
Russell, Philip	\$2,856	Phelps, Pamela A.	\$2,568
Shagan, Phoebe	\$2,856	Ewing, Deborah L.	\$2,555
Atwood, Susan E.	\$2,848	Brown, Waldron	\$2,544
Aufrecht, Dennis J.	\$2,844	Lembcke, Julia	\$2,507
Liedtke, Sabra K.	\$2,844		