

General Agencies

FOR THE WEEK ENDING

Combined Health/Life

March 19, 2017

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$102,747	35
Lemar, Mike	Sunshine State Agency	\$70,476	24
Platinum Producers (\$30,000 - \$50,000)			
Ahlbum, Tim	Health Coverage Solutions	\$49,200	7
Borosak, William J. Jr.	Secure Financial Group, LLC	\$41,700	7
Gold Producers (\$10,000 - \$30,000)			
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$25,724	5
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$20,610	7
Hatton, Catherine E.	Long Island Insurance Solutions	\$19,144	15
Barta, Devin M.	Barta Insurance Agency	\$18,227	4
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$16,629	6
Mangini, Nicholas L.	Mangini Insurance Agency	\$14,519	2
Mednick, Scott E.	Professional Insurance Systems of Florida	\$14,316	6
Wroblewski, Robert M.	SOS Insurance Group	\$14,207	7
Clark, John W.	Senior Solutions Insurance Agency	\$13,543	7
Savage, Gina	Savage Insurance Agency	\$12,766	4
Shackelford, Edward L.	The Assurance Group, Inc.	\$12,590	4
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$11,856	3
Silver Producers (\$5,000 - \$10,000)			
Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	\$9,828	2
AmeriLife		\$9,773	16
Chacon, Cesar	The Insurance Hub	\$8,316	3
Benaim, Eduardo	Benaim Insurance Agency	\$8,135	2
Cancio, Maria	Cancio Insurance Agency	\$8,135	2
Centerstone Insurance & Financial Svcs.		\$8,064	3
Concklin, Ron	Rosenberg-Concklin, Inc.	\$7,824	8
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$7,656	1
Rodriguez, Carmen A.	Landers-Stein & Associates	\$7,295	1
Jacobson, Sandy A.	Jacobson Insurance Agency	\$6,719	3
First Insurance Enterprises, Inc.		\$6,671	1
American Eagle Consultants, Inc.		\$6,215	6
Abadjian, Pierre	Abadjian Insurance Group	\$5,968	3
Cholak, Paul M.	Cholak Insurance Agency	\$5,771	1
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$5,736	1
Ahmed, Nur N.	Ahmed Insurance Agency	\$5,508	3
Shaw, Tim	Shaw Insurance Agency	\$5,460	1
Baacke, Brian W.	Baacke Insurance Agency	\$5,232	3
Sakharoff, Richard D.	Security Benefits Group, Inc.	\$5,184	1
Judah, Charles G.	MSIS, Inc.	\$5,039	3
Senior Insurance Marketing, Inc.		\$5,032	4

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

Ehrlich, Carl F.	Ehrlich Insurance Agency	\$4,834	1
Maisto, Stephen	Senior Health Solutions	\$4,608	4
Agent Pipeline, Inc.		\$4,224	2
Rosati, Lisa	Rosati Insurance Agency	\$4,104	2
Yager, Gary J.	Yager Insurance Agency	\$4,104	1
Futurity First Insurance Group, Inc.		\$4,068	2
Wardell, Ronald P.	Wardell Insurance Agency	\$4,032	2
Schwartz, Richard S.	Insurance Center of S. Florida	\$3,936	2
Scoggins, Edith A.	Scoggins Insurance Agency	\$3,880	1
James M. Gray, Inc.		\$3,840	2
Butcher, Mark	Butcher Insurance Agency	\$3,720	1
Alvarez, Alvaro J.	Alvarez Insurance Agency	\$3,564	1
McGuigan, Shirley A.	McGuigan Insurance Agency	\$3,540	1
Velco Insurance Agency, Inc.		\$3,407	2
Boales, Keith C.	Boales Insurance Agency, Inc.	\$3,371	1
Rapini, Duane M.	Rapini Insurance Agency	\$3,359	1
ERIN Marketing, Inc.		\$3,347	2
Duryea, Don B.	Duryea Insurance Agency	\$3,288	3
Catron, Edward A.	Catron Insurance Agency	\$3,132	2
Gerczak, Robert J.	Gerczak Insurance Agency	\$3,083	1
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$3,041	4
Iannelli, Joseph A.	Iannelli Insurance Agency	\$3,010	2
Benefit Plans of America, Inc.		\$2,987	2
Daley, Michael A.	Daley Insurance Agency	\$2,947	1
Palmieri & Associates, LLC		\$2,927	1
Deceglia, Lorna K.	Deceglia Insurance Agency	\$2,868	1
Miller, Michele M.	Miller Insurance Agency	\$2,844	1
Nickel, Roger T.	Nickel Insurance Agency	\$2,844	1
Schwartz, Scott J.	Insurance Protection Services	\$2,844	1
Valery, Albert L.	Valery Insurance Agency	\$2,844	1
Faust, Martin W.	Faust Insurance Agency	\$2,759	1
Olguin, Loren A.	Olguin Insurance Agency	\$2,724	1
Weir, Maurice L.	Weir Insurance Agency	\$2,688	1
Actuary Solutions Group		\$2,537	1

Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

March 19, 2017

Diamond Producers (\$20,000 & Above)

Zarins, Ivars	\$20,364
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Platinum Producers (\$15,000 - \$20,000)

Ahlbum, Tim	\$19,668	Aarons, Neill	\$16,916
Kingsley, Beverly J.	\$18,768		

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

Graham, Christopher N., CLU	\$12,874	Mangini, Nicholas L.	\$10,607
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Silver Producers (\$5,000 - \$10,000)

Ripoll, Glenn A.	\$8,904	Oblaczynski, William J.	\$6,116
Stevens, Ray	\$7,823	Cholak, Paul M.	\$5,771
Sheldon, Paul, CLU, ChFC	\$7,656	Wiedersum, Bryan F.	\$5,736
Sachs, Kerry	\$7,572	Stevens, Jason	\$5,663
Lissarague, Vidal	\$7,295	Greenstein, Bruce	\$5,460
Graham, Christopher C.	\$6,695	Waxman, Andrew B.	\$5,388
Clawson, Janet K.	\$6,671	Badessa, Joseph J.	\$5,352
Jaffe, Joseph A.	\$6,552	Mankamyer, Mary	\$5,302
Malooley, Michele A.	\$6,120	Sakharoff, Richard D.	\$5,184
Saylor, Dexter R.	\$6,120		

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

Gillard-Martin, Mary G.	\$4,884	Roberts, Horace A. III	\$3,503
Ehrlich, Carl F.	\$4,834	Colpitts, Walter W.	\$3,480
Jacobson, Sandy	\$4,703	Dillow, David S.	\$3,480
Ranney, Eugene	\$4,656	Lemaire, Daniel S.	\$3,480
Hatton, Catherine E.	\$4,380	Primack, Neil E.	\$3,444
Benaim, Eduardo	\$4,343	Gilbert, Brian	\$3,396
Carless, Tamara M.	\$4,104	Boales, Keith C.	\$3,371
Yager, Gary J.	\$4,104	Lange, Douglas M.	\$3,359
Schroeder, Zac	\$3,912	Rosati, Lisa	\$3,324
Siddique, Nayeem	\$3,888	Bechtold, Edward H. III	\$3,276
Scoggins, Edith A.	\$3,880	Lieberman, Charles S.	\$3,276
Szarf, Rosa	\$3,791	Patterson, Adam D.	\$3,276
Lobdell, Deborah H.	\$3,740	Wardell, Ronald P.	\$3,276
Butcher, Mark	\$3,720	Gray, John H.	\$3,252
Alvarez, Alvaro J.	\$3,564	Zaccagnino, Andrew J.	\$3,228
Kempler, Gary S.	\$3,564	Cousinet, Julien P.	\$3,168
Keaveny, Patrick	\$3,540	Dibisceglie, Darrin J.	\$3,132

Writing Agents

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March 19, 2017

Hyrne, Gary D.	\$3,108	Capierseho, Daniel E.	\$2,759
Pekala, David C.	\$3,108	Parker, Lisa M.	\$2,759
Stark, Richard N.	\$3,108	Schauermann, Joshua	\$2,759
Gerczak, Robert J.	\$3,083	Olguin, Loren A.	\$2,724
Mangini, Rosemary	\$3,024	Rush, Francine	\$2,688
Wiltjer, Ronald E.	\$2,976	Young, Sean	\$2,688
Daley, Michael A.	\$2,947	Holzman, Robert	\$2,676
Palmieri, Nicholas P.	\$2,927	Palmer, Casey V.	\$2,676
Deceglia, Lorna K.	\$2,868	Rosenkrantz, Howard	\$2,676
Abadjian, Pierre	\$2,844	Biederman, Julie	\$2,628
Gauldin, Brian K.	\$2,844	Longo, Peter J.	\$2,628
Gratzon, Peter	\$2,844	Abbatiello, Vincent	\$2,605
Hooker, Thad N.	\$2,844	Elfrink, Priscilla	\$2,592
Rabin, Bruce D.	\$2,844	Lemar, Fred W. Jr.	\$2,567
Schwartz, Scott J.	\$2,844	Torres, Jenetta G.	\$2,537
Sloan, Barbara	\$2,844	Halstead, Cynthia A.	\$2,532
Trembicki, Kenneth	\$2,844	Heckman, Micheal	\$2,532
Braid, Elizabeth C.	\$2,771	Muccioli, Carolyn	\$2,532