General Agencies

FOR THE WEEK ENDING

Combined Health/Life

March 22, 2020

Diamond Producers ($50,000 & Above)	Agency Name	Net Issue	Producer Count
Mankamyer, Michele L.	American Life & Health Group, Inc.	$163,959	63
Lemar, Mike	Sunshine State Agency	$141,849	54
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	$135,034	30
Graham, Christopher N., CLU	Graham Financial Group, Inc.	$59,148	12
Barta, Devin M.	Barta Insurance Agency	$54,696	11
Platinum Producers ($30,000 - $50,000)			
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	$42,864	2
Borosak, William J. Jr.	Secure Future Financial Group, LLC	$42,768	12
Ahlbum, Tim	Health Coverage Solutions	$42,444	6
Hatton, Catherine E.	Long Island Insurance Solutions	$35,942	26
Roth, Mike	Senior Insurance Marketing, Inc.	$33,576	10
Gordon, Sylvia	Gordon Marketing	$31,393	18
Gold Producers ($10,000 - $30,000)			
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	$29,928	10
Owen, Gary	Owen Insurance Group	$25,176	9
James M. Gray, Inc.		$23,304	5
Mednick, Scott E.	Professional Insurance Systems of Florida	$22,500	6
ERIN Marketing, Inc.		$20,784	3
Shackelford, Edward L.	The Assurance Group, Inc.	$19,884	5
Warner, Terry	Agency of Terry Warner	$19,848	3
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	$19,716	7
Graham, Mark	AmeriLife	$19,045	19
Lasman, David	Senior Healthcare Team Ins Agcy, Inc.	$18,420	3
Sachs, Kerry	Secure Retirement Solutions, Inc.	$17,388	5
USA Medicare Advisors Ins Agcy, LLC		$17,376	3
Lowen, Steven T.	Lowen Insurance Agency	$15,960	4
McGregor, Iyan L.	McGregor Insurance Agency	$15,588	1
Plotnikoff, Michael J.	Plotnikoff Insurance Agency	$14,928	2
Chacon Financial Group		$13,344	2
Tornes, Luis Jr.	Tornes Insurance Agency	$12,672	1
Maisonet, Joseph	Maisonet Insurance Agency	$12,324	4
Abbatiello, Vincent	Mainstay Retirement Solutions	$11,232	2
Clark, John W.	Senior Solutions Insurance Agency	$11,160	3
Esch, Jagger W.	Elite Insurance Partners, LLC	$11,160	6
Garcia, Alfonso	Garcia Insurance Agency	$10,872	3
Wroblewski, Robert M.	Palm Cove Insurance Solutions	$10,660	4
Senior Services of North America, Inc.		$10,632	3
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	$10,524	2
Agent Pipeline, Inc.		$10,368	3
Silver Producers ($5,000 - $10,000)			
Rosati, Lisa	Rosati Insurance Agency	$9,828	1
Aboul-Hosn, Haitham	Florida Retirement Group	$9,817	5
Blizman, Donna J.	Blizman Insurance Agency	$9,636	2
Maisonet, Marcie	Maisonet Insurance Agency	$9,084	2
Catron, Edward A.	Catron Insurance Agency	$9,027	3
Murphy, Stacy	Murphy Insurance Agency	$7,752	3
Rapini, Duane M.	Rapini Insurance Agency	$7,668	2
Frankenberry, Barth	Frankenberry Insurance Agency	$7,632	1
Tomlinson, Kevin	MSIS, Inc.	$7,620	2
Concklin, Ron	Rosenberg-Concklin, Inc.	$7,597	8
Wiedersum, Bryan F.	Wiedersum Insurance Agency	$6,372	3

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Campbell, Blake	Campbell Insurance Agency	$6,216	1
Hirsch, Susan J.	Hirsch Insurance Agency	$6,216	1
MSJ Benefits Insurance, LLC		$6,216	1
Sweeney, James A.	American Senior Benefits	$6,024	3
Kingsley, Beverly J.	65 Medicare Solutions	$5,916	1
Senior Benefit Services, Inc.		$5,910	2
Landers-Stein & Associates, Inc.		$5,904	2
Lepage, Kenneth L. Jr.	Lepage Insurance Agency	$5,586	3
Pekala, David C.	Pekala Insurance Agency	$5,580	1
Finkelstein, Sara	Finkelstein Insurance Agency	$5,424	2
JEL Enterprises, Inc.		$5,292	1
Chacon, Cesar	The Insurance Hub	$5,172	2
Stevens, Mike	Farm & Ranch Healthcare, Inc.	$5,016	1

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

Ortez, Philip B. Jr.	Phil & Kathy Ortez Insurance Agency, Inc.	$4,992	2
Borde, Corrie	Borde & Associates, PA	$4,728	1
Graham, Carter	Shoreline Financial	$4,728	1
Mangini, Nicholas L.	Mangini Insurance Agency	$4,524	1
Luss, Kevin A.	Luss Insurance Agency	$4,488	2
Jaffe, Joseph A.	Jaffe Insurance Concepts, Inc.	$4,380	2
Bache, Robert W.	Bache Insurance Agency	$4,308	2
Claassen, Matthew J.	Claassen Insurance Agency	$4,224	1
Stamper, John W.	Choice Plus Benefits	$4,176	2
Sylvia, David W.	Sylvia Insurance Agency	$4,128	2
Haft, Gary S.	JMH Advisors, Inc.	$4,044	2
Reilly, Frank A.J.	Reilly Insurance Agency	$3,876	2
American Eagle Consultants, Inc.		$3,640	2
Brines, Michael W.	Brines Insurance Agency	$3,636	2
Gelbwaks, Peter S.	Gelbwaks Executive Marketing Corp.	$3,636	1
Medicare Advantage Plan Services		$3,516	2
Finken, Mark E.	Merit Insurance Services, Inc.	$3,468	1
Seal Rock Financial, Inc.		$3,468	1
Ulayyet, Fred M.	Ulayyet Insurance Agency	$3,444	2
Financial Grade		$3,420	2
Lewis, Zachary S.	Lewis Insurance Agency	$3,420	2
Barrowman, Jeffrey A.	Barrowman Insurance Agency	$3,396	2
Centerstone Insurance & Financial Svcs.		$3,324	1
DJ Financial Services, Inc.		$3,300	1
Nordstrom, Timothy W.	Nordstrom Insurance Agency	$3,300	2
Gilbert, Brian	Gilbert Insurance Agency	$3,216	1
Aronoff, Thomas H.	Aronoff Insurance Agency	$3,112	2
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	$3,108	1
Bullard, Janet C.	Bullard Insurance Agency	$3,108	1
Fingeret, Benjamin W.	Fingeret Insurance Agency	$3,108	2
Iglesias, Rafael A.	Iglesias Insurance Agency	$3,108	2
Schwartz, Scott J.	Insurance Protection Services	$3,108	2
Wondisford, Dale E.	Wondisford Insurance Agency	$3,108	1
Holmquist, James A.	Holmquist Insurance Agency	$3,084	2
Russell L. Brines Financial & Ins. Srvcs.		$3,060	1
Roberts, Michael S.	Roberts Insurance Agency	$3,048	2
Hubler, Christine	Hubler Insurance Services, Inc.	$3,012	1
McNerney, Dan S.	McNerney Insurance Agency	$2,892	1
Persky, Jeffery A.	Persky Insurance Agency	$2,892	2
Bonaventure, Michel	Diverse Insurance Solutions	$2,868	1
Borjas, Israel	Borjas Insurance Agency	$2,868	1

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Kocian, Charlotte T.	Kocian Insurance Agency	$2,868	1
Mazzurco, Andrew S.	Mazzurco Insurance Agency	$2,826	1
Fekete, Eli	Fekete Insurance Agency	$2,772	2
Cowles, Kristopher J.	Cowles Insurance Agency	$2,724	1
Fraser, Daniel	Fraser Insurance Agency	$2,712	1
Iwill Advisors, Inc.		$2,712	1
Mankamyer, Mary	Mankamyer Insurance Agency	$2,712	1
Sklar, Susan T.	Sklar Insurance Agency	$2,712	2
Horch, Richard E.	Horch Insurance Agency	$2,688	1
Maisto, Stephen	Senior Health Solutions	$2,568	4
Deceglia, Lorna K.	Deceglia Insurance Agency	$2,544	2
DeLorenzo, Paul A.	DeLorenzo Insurance Agency	$2,544	1
Norgard, Chad M.	Norgard Insurance Group	$2,544	2

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Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

March 22, 2020

Diamond Producers ($20,000 & Above)

Sheldon, Paul, CLU, ChFC	$42,864

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

Ahlbum, Tim	$19,164	McGregor, Iyan L.	$15,588
Graham, Christopher C. Jr.	$15,720		

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

Plotnikoff, Michael J.	$14,928	Carter, Julie K.	$12,672
Graziano, Nicholas P.	$12,948	Warner, Terry	$12,096

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

Holzman, Robert	$9,972	Campbell, Blake	$6,216
Rosati, Lisa	$9,828	Devlin, Monica D.	$6,216
Olson, Landon	$9,672	Saylor, Dexter R.	$6,216
Lasman, David	$9,324	Kingsley, Beverly J.	$5,916
Updyke, Jeffrey A.	$9,084	Cooper, Bradley D.	$5,796
Barrett, Brian	$9,012	Owen, Gary	$5,772
Rush, Francine	$9,012	Pekala, David	$5,580
Remin, Robert	$8,976	Bono, Peter F.	$5,544
Stevens, Jason	$8,712	Finkelstein, Sara	$5,424
McGregor, Maximilian M.	$8,340	Klein, Sylvia	$5,352
Catron, Edward A.	$8,328	Payant, Thomas A.	$5,316
Sachs, Kerry	$8,100	Lembcke, Julia	$5,292
Lasman, Dana	$7,920	Barta, Devin M.	$5,268
Badessa, Joseph J.	$7,908	Kempler, Gary S.	$5,268
Osborn, Jarrett	$7,740	Collins, Bradley J.	$5,088
Frankenberry, Barth	$7,632	Doyle, Stephen M.	$5,088
Chard, Dani L.	$7,584	Armbrecht, Keith	$5,076
Lucas, Richard	$7,332	Charron, Jo Ann M.	$5,064
Roberts, Horace A. III	$7,068	Hilgendorf, Sydney M.	$5,016
Rapini, Duane M.	$6,900		

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

Ortez, Philip B. Jr.	$4,992	Graham, Christopher N., CLU	$4,476
Borde, Corrie	$4,728	Gast, David	$4,428
Stevens, Ray	$4,632	Biederman, Julie	$4,392
Paul, Aaron	$4,608	Claassen, Matthew J.	$4,224
Coniglio, John	$4,572	Stamper, John W.	$4,176
Konz, Douglas J.	$4,560	Sylvia, David W.	$4,128
Mangini, Nicholas L.	$4,524	Murphy, Stacy	$3,876
Luss, Kevin A.	$4,488	Kornbluh, Gary N.	$3,792
Farley, Samuel	$4,476	Maisonet, Marcie	$3,768

Writing Agents

FOR THE WEEK ENDING

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March 22, 2020

Grzywa, Brandon	$3,756	Sellick, Bradley	$3,108
Barnes, Michael	$3,660	Smith, Arlene	$3,108
Brines, Michael W.	$3,636	Wondisford, Dale E.	$3,108
LaRocca, Joseph A.	$3,636	Holmquist, James A.	$3,084
Garcia, Alfonso	$3,564	Brines, Russell L.	$3,060
Gray, Rick	$3,468	Snogren, Vicki L.	$3,060
Oblaczynski, William J.	$3,444	Roberts, Michael S.	$3,048
Ulayyet, Fred M.	$3,444	Kondrit, Linda L.	$3,012
Barrowman, Jeffrey A.	$3,396	Chacon, Cesar	$2,952
Jaffe, Joseph A.	$3,396	Gold, Matthew	$2,952
Pedersen, Susan I.	$3,324	Gratzon, Peter	$2,952
Santiago, Paul	$3,324	Hirsch, Neal A.	$2,952
Stern, Mindy S.	$3,324	Lissarrague, Vidal	$2,952
Haubrich, Daniel L. Jr.	$3,312	Hart, Patrick J.	$2,892
Hooker, Thad N.	$3,300	Persky, Jeffrey A.	$2,892
Nordstrom, Timothy W.	$3,300	Baquero, Eli	$2,868
Smith, Brian E.	$3,288	Hoskins, Jeffrey A.	$2,868
Kathrein, Joseph L.	$3,276	Fowler, Toby R.	$2,826
Roth, Mike	$3,276	Fekete, Eli	$2,772
Rupe, Craig	$3,252	Tamasi, George C.	$2,724
Gilbert, Brian	$3,216	Delia, Brian	$2,712
Roberts, Michael	$3,168	Feinberg, Robert B.	$2,712
Aronoff, Thomas H.	$3,112	Kramer, Andrew	$2,712
Borosak, William J. Jr.	$3,108	Mankamyer, Mary	$2,712
Bullard, Janet C.	$3,108	Sklar, Susan T.	$2,712
Campana, Diana M.	$3,108	Klein, Russell	$2,700
Carroll, Daniel P.	$3,108	Horch, Richard E.	$2,688
DeRosa, Peter	$3,108	Zelinsky, Robin	$2,568
DeRoss, William P.	$3,108	Deceglia, Lorna K.	$2,544
Fingeret, Benjamin W.	$3,108	DeLorenzo, Paul A.	$2,544
Iglesias, Rafael A.	$3,108	Noel, Christine	$2,544
Lange, Douglas M.	$3,108	Norgard, Chad M.	$2,544
Mairano, Alexander	$3,108	Schiavon, Ralph	$2,544
Schwartz, Scott J.	$3,108		