

## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

September 29, 2019

Diamond Producers (\$50,000 & Above)	Agency Name	Net Issue	Producer Count
Ahlbum, Jon	The Ahlbum Insurance Group, Inc.	\$185,850	35
Lemar, Mike	Sunshine State Agency	\$138,444	45
Graham, Mark	AmeriLife	\$76,826	31
Ahlbum, Donna M.	The Ahlbum Insurance Group, Inc.	\$74,075	6
Gordon, Sylvia	Gordon Marketing	\$54,644	19
<b>Platinum Producers (\$30,000 - \$50,000)</b>			
Savage Malvezzi, Gina	Medicare Specialist Group	\$49,163	3
Shackelford, Edward L.	The Assurance Group, Inc.	\$44,988	8
Borosak, William J. Jr.	Secure Future Financial Group, LLC	\$40,788	13
Sheldon, Paul, CLU, ChFC	Paul Sheldon Insurance & Benefits Planning	\$40,728	1
Hatton, Catherine E.	Long Island Insurance Solutions	\$37,965	16
Cancio, Maria	Cancio Insurance Agency	\$37,595	1
Barta, Devin M.	Barta Insurance Agency	\$35,952	5
Haitham, Aboul-Hosn	Florida Retirement Group	\$33,224	9
Clark, John W.	Senior Solutions Insurance Agency	\$32,207	11
<b>Gold Producers (\$10,000 - \$30,000)</b>			
Roth, Mike	Senior Insurance Marketing, Inc.	\$29,436	8
Ahlbum, Tim	Health Coverage Solutions	\$29,388	5
Graham, Christopher N., CLU	Graham Financial Group, Inc.	\$28,716	12
Stevens, Ray	Stevens & Associates Insurance Agency, Inc.	\$28,188	7
Mednick, Scott E.	Professional Insurance Systems of Florida	\$27,540	11
Rosati, Lisa	Rosati Insurance Agency	\$24,912	3
James M. Gray, Inc.		\$22,680	5
Valery, Albert L.	Valery Insurance Agency, Inc.	\$20,244	3
Landers-Stein & Associates, Inc.		\$18,830	4
Esch, Jagger W.	Elite Insurance Partners, LLC	\$16,248	1
Agent Pipeline, Inc.		\$15,984	2
Lowen, Steven T.	Lowen Insurance Agency	\$14,280	5
Aronoff, Thomas H.	Aronoff Insurance Agency	\$14,256	1
Schroeder, Shawn	Jack Schroeder & Associates, Inc.	\$12,828	4
Maisonet, Joseph	Maisonet Insurance Agency	\$12,084	3
Cholak, Paul M.	Cholak Insurance Agency	\$12,072	1
Wroblewski, Robert M.	Palm Cove Insurance Solutions	\$11,472	4
Concklin, Ron	Rosenberg-Concklin, Inc.	\$11,296	7
McGregor, Iyan L.	McGregor Insurance Agency	\$11,244	1
Sachs, Kerry	Secure Retirement Solutions, Inc.	\$10,764	2
Owen, Gary	Owen Insurance Group	\$10,332	6
<b>Silver Producers (\$5,000 - \$10,000)</b>			
Centerstone Insurance & Financial Svcs.		\$9,902	9
Maisonet, Marcie	Maisonet Insurance Agency	\$9,516	2
Wiedersum, Bryan F.	Wiedersum Insurance Agency	\$9,096	1
Merritt, Dee	Merritt Insurance Agency	\$8,748	1
Brown, Matthew	Brown Insurance Agency	\$8,556	1
Rapini, Duane M.	Rapini Insurance Agency	\$8,508	2
Jacobson, Sandy A.	Jacobson Insurance Agency	\$8,458	3
Warner, Russell G. III	Agency of Terry Warner	\$8,376	1
Central States Insurance Svcs.		\$7,884	2
American Eagle Consultants, Inc.		\$7,596	3
Nastanovich, Christopher R.	Nastanovich Insurance Agency	\$7,488	2

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FOR THE WEEK ENDING

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September 29, 2019

Maisto, Stephen	Senior Health Solutions	\$7,452	4
ERIN Marketing, Inc.		\$7,248	3
AMAC Senior Resources Network		\$7,104	3
Miller, Michele M.	Miller Insurance Agency	\$6,984	2
Fingeret, Benjamin W.	Fingeret Insurance Agency	\$6,864	2
Hale, Darwin	Hale Insurance Agency	\$6,828	2
Claassen, Matthew J.	Claassen Insurance Agency	\$6,780	2
Garcia, Alfonso	Garcia Insurance Agency	\$6,768	2
Baacke, Brian W.	Baacke Insurance Agency	\$6,732	2
Higgins, Suzanne M.	Atlantic Financial Group, LLC	\$6,552	1
Heeg, Allison M.	Heeg Insurance Agency	\$6,384	1
Norgard, Chad M.	Norgard Insurance Group	\$6,000	1
Premier Senior Marketing, Inc.		\$5,880	4
Shaw, Tim	Shaw Insurance Agency	\$5,844	1
Stamper, John W.	Choice Plus Benefits	\$5,832	1
Waxman, Andrew B.	Waxman Insurance Agency	\$5,772	1
Easterling, Horace W.	Easterling Insurance Agency	\$5,736	2
Reilly, Frank A.J.	Reilly Insurance Agency	\$5,652	1
Buck, James L.	Buck Insurance Agency	\$5,520	1
Borg, Charles	Borg Insurance Agency	\$5,496	1
Jordano Group, Inc.		\$5,496	1
Lasman, David	Senior Healthcare Team Ins Agcy, Inc.	\$5,472	2
Dover, Kevin	Dover Insurance Agency	\$5,460	2
Chacon, Cesar	The Insurance Hub	\$5,424	3
Blizman, Donna J.	Blizman Insurance Agency	\$5,316	1
Hreen, Helen	Hreen Insurance Agency	\$5,316	1
Consumer Benefits Group, LLC		\$5,280	2
Fatseas, Stefan J.	Fatseas Insurance Agency	\$5,256	2
Mann, Harvey S.	Mann Insurance Agency	\$5,256	2
Ahmed, Nur N.	Ahmed Insurance Agency	\$5,232	3
Amicone, Rodney W.	Amicone Insurance Agency	\$5,196	1
Frye, Rebecca L.	Frye Insurance Agency	\$5,172	2

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

Catron, Edward A.	Catron Insurance Agency	\$4,872	2
Advisors Excel		\$4,620	2
Fekete, Eli	Fekete Insurance Agency	\$4,620	1
Hollans, Mawyer C. III	Hollans Insurance Agency	\$4,619	3
Holmquist, James A.	Holmquist Insurance Agency	\$4,572	2
Rosemann, William J.	Rosemann Insurance Agency	\$4,296	1
Olsen, Steve J.	Olsen Insurance Agency	\$3,996	1
Ulayyet, Fred M.	Ulayyet Insurance Agency	\$3,936	1
Skolnick, Hal S.	Skolnick Insurance Agency	\$3,888	1
Bowes, Richard M.	Bowes Insurance Agency	\$3,812	1
Zum Tobel, Marc G.	Consolidated Insurance Group, Inc.	\$3,768	2
Barta, Francine	Barta Insurance Agency	\$3,756	1
Care Value, Inc.		\$3,744	1
H&L Insurance Agency, Inc.		\$3,744	1
Murphy, Stacy	Murphy Insurance Agency	\$3,480	1
Hefti, David	Hefti Insurance Agency	\$3,432	1
Kitay, Laura A.	Kitay Insurance Agency	\$3,432	1
Bley, John J.	Bley Insurance Agency	\$3,420	1
Professional Group Plans, Inc.		\$3,400	2
Levy, Charles III	Levy Insurance Agency	\$3,375	1



## General Agencies

FOR THE WEEK ENDING

### Combined Health/Life

September 29, 2019

Landis, Mark S.	Metro Insurance & Financial Services	\$3,336	1
Trembicki, Kenneth A.	Trembicki Insurance Agency	\$3,336	1
Klibowitz, Larry T.	Klibowitz Insurance Agency	\$3,324	1
Bledsoe, Forrest L.	Chamber Health Plans, Inc.	\$3,310	1
Bullard, Janet C.	Bullard Insurance Agency	\$3,310	1
Shaw, Martin L. III	Shaw Insurance Agency	\$3,300	1
Schoeck, Edward D.	Schoeck Insurance Agency	\$3,298	1
Palmer, Casey V.	Palmer Insurance Agency	\$3,276	1
Green, Laurie A.	Green Insurance Agency	\$3,216	1
Kingsley, Beverly J.	65 Medicare Solutions	\$3,216	1
Roper, Charles W.	Roper Insurance Agency	\$3,204	1
Olguin, Loren A.	Olguin Insurance Agency	\$3,108	2
Golden Era Solutions, Inc.		\$3,096	1
Sweeney, James A.	American Senior Benefits	\$3,096	1
Surgeon, Kelly R.	Surgeon Insurance Agency	\$3,036	1
Ehrlich, Carl F.	Carl Ehrlich, LLC	\$3,024	1
Gilbert, Brian	Gilbert Insurance Agency	\$3,024	1
Graham, Carter	Shoreline Financial	\$3,024	3
Mankamy, Mary	Mankamy Insurance Agency	\$3,024	1
Capiersheo, Daniel E.	Capiersheo Insurance Agency	\$2,952	1
Duryea, Don B.	Duryea Insurance Agency	\$2,952	1
Silver, David A.	Silver Insurance Agency	\$2,880	1
Cohen, Sheila G.	Cohen Insurance Agency	\$2,868	1
Eldercare Insurance Services, Inc.		\$2,868	1
Iglesias, Rafael A.	Iglesias Insurance Agency	\$2,856	1
Phillips, Michael H.	Union Benefit Corp.	\$2,856	1
DFG & Associates, LLC		\$2,844	1
J. Craig Ventures		\$2,844	1
O'Sullivan, John F.	O'Sullivan Insurance Agency	\$2,820	1
Walters, Jerry W.	Walters Insurance Agency	\$2,802	1
Gorden, Renee	Gorden Insurance Agency	\$2,712	1
Collins, Robert D.	Collins Insurance Agency	\$2,676	1
Burke, April L.	Burke Insurance Agency	\$2,628	1
Chacon Financial Group		\$2,628	1
Colpitts, Walter W.	Colpitts Insurance Agency	\$2,628	1
Henry, Keith M.	Bateman, Gordon & Sands, Inc.	\$2,628	1
Moore, Joseph P.	Moore Insurance Agency	\$2,628	1
Tornes, Luis Jr.	Tornes Insurance Agency	\$2,628	1
Stevens, Mike	Farm & Ranch Healthcare, Inc.	\$2,580	1
DeLorenzo, Paul A.	DeLorenzo Insurance Agency	\$2,568	1
Cherry & Associates		\$2,544	1

# Writing Agents

FOR THE WEEK ENDING

## Combined Health/Life

September 29, 2019

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

Sheldon, Paul, CLU, ChFC	\$40,728	Cancio, Maria	\$37,595
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### Platinum Producers (\$15,000 - \$20,000)

Rosati, Lisa	\$17,160	Wilson, Matthew J.	\$15,096
Haass, David	\$16,248		

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

Aronoff, Thomas H.	\$14,256	Cholak, Paul M.	\$12,072
Powers, Cathryn L.	\$13,632	Klein, Sylvia	\$11,688
Tanenbaum, Joel P.	\$13,464	McGregor, Iyan L.	\$11,244
Ranney, Eugene	\$13,320	Caldwell, Marilyn J.	\$10,536
Ahlbum, Tim	\$12,924		

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

Westfall, Edward B.	\$9,780	Kovacs, Michael	\$6,156
DeWalt, Geri B.	\$9,612	Norgard, Chad M.	\$6,000
Coniglio, John	\$9,096	Yakobchuk, Natalya	\$5,976
Bowes, Rick	\$9,036	Rapini, Duane M.	\$5,880
Savage Malvezzi, Gina	\$8,940	Courtney, Ronald E.	\$5,844
Merritt, Dee	\$8,748	Greenstein, Bruce	\$5,844
Brown, Matthew	\$8,556	Stamper, John W.	\$5,832
Iuso, Tamahra C.	\$8,412	Waxman, Andrew B.	\$5,772
Warner, Russell G. III	\$8,376	Davis, Karen L.	\$5,748
Gordon, Aaron	\$8,280	Preuss, Diane J.	\$5,736
Sliney, Lisa E.	\$8,148	Bueschel, Walter E.	\$5,652
Aarons, Neill	\$8,004	Jacobs, Douglas M.	\$5,652
Sachs, Kerry	\$7,740	Buck, James L.	\$5,520
Jacobson, Sandy	\$7,476	Jordano, Keith	\$5,496
DiBartolomeo, Stephen	\$7,248	Elfrink, Priscilla	\$5,432
Grzywa, Brandon	\$7,116	Constantinoff, Karen	\$5,424
Valery, Douglas M.	\$7,008	Lemar, Fred W. Jr.	\$5,424
Stier, Robin	\$6,984	Collins, Taylor	\$5,316
Bryant, Larry W.	\$6,924	Hreen, Helen	\$5,316
Pierce, Carrie L.	\$6,924	Jain, Priti	\$5,256
Stevens, Sandra K.	\$6,804	Maslar, Christine A.	\$5,196
Higgins, Suzanne M.	\$6,552	Payant, Thomas A.	\$5,196
Biederman, Julie	\$6,516	Merker, David T.	\$5,172
Heeg, Allison M.	\$6,384	Nastanovich, Christopher R.	\$5,016
Olson, Landon	\$6,192	Stevens, Jason	\$5,016
Claassen, Matthew J.	\$6,180		

## Writing Agents

Combined Health/Life

FOR THE WEEK ENDING

September 29, 2019

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

Rodriguez, Javier E.	\$4,872	Klibowitz, David R.	\$3,324
Badessa, Joseph J.	\$4,776	Roth, Michael T.	\$3,312
Armbrecht, Keith	\$4,644	Smith, Brian E.	\$3,312
Easterling, Horace W.	\$4,620	Spink, Chad D.	\$3,312
Fekete, Eli	\$4,620	Bullard, Janet C.	\$3,310
Garcia, Alfonso	\$4,620	Shaw, Martin L. IV	\$3,300
Johnson, Devin P.	\$4,620	Kasen, Phillip S.	\$3,298
Barcelo, Jorge	\$4,574	Palmer, Casey V.	\$3,276
Hatton, Dillon E.	\$4,572	Green, Laurie A.	\$3,216
Barta, Devin M.	\$4,512	Kingsley, Beverly J.	\$3,216
Hill, Matthew B.	\$4,488	Roper, Charles W.	\$3,204
Baacke, Brian W.	\$4,440	Miedema, Debby	\$3,192
Bono, Peter F.	\$4,364	Moss, Richard J.	\$3,120
Maisonet, Marcie	\$4,320	Brady, Matthew	\$3,108
Roth, Gary M.	\$4,296	Daenzer, Michelle	\$3,096
Holmquist, James A.	\$4,140	Ortiz, Eliezer	\$3,096
Maisto, Stephen	\$4,140	Whitaker, John W.	\$3,096
Lewis, Stephen	\$4,080	Kahn, Peter S.	\$3,048
Sellick, Eric R.	\$4,056	Surgeon, Kelly R.	\$3,036
Fingeret, Benjamin W.	\$3,996	Stern, Mindy S.	\$3,034
Olsen, Steve J.	\$3,996	Ehrlich, Carl F.	\$3,024
Holzman, Robert	\$3,936	Gilbert, Brian	\$3,024
Ulayyet, Fred M.	\$3,936	Graham, William C.	\$3,024
Schrupp, Billy L.	\$3,900	Gratzon, Peter	\$3,024
Skolnick, Hal S.	\$3,888	Gruby, Danny	\$3,024
Bowes, Richard M.	\$3,812	Konz, Douglas J.	\$3,024
Zeller, Margaret	\$3,804	Malloy, Lyna	\$3,024
Barta, Francine	\$3,756	Mankamy, Mary	\$3,024
O'Brien, Michael	\$3,744	Ollestad, Monique N.	\$3,024
Evans, Dianne E.	\$3,648	Shotwell, Mary P.	\$3,024
Katzeff, Daniel	\$3,648	Dover, Kevin	\$2,988
Gauldin, Brian K.	\$3,624	Mairano, Alexander	\$2,976
Bennett, Daniela C.	\$3,480	Capierseho, Daniel E.	\$2,952
Shekhter, Albert	\$3,480	Gibbs, Boyd C.	\$2,952
Graham, Christopher C. Jr.	\$3,456	Riddle, David O.	\$2,952
Hefti, David	\$3,432	Dixon, John F.	\$2,928
Kitay, Laura A.	\$3,432	Silver, David A.	\$2,880
Bley, John J.	\$3,420	Ahlbum, Jon	\$2,868
Levy, Charles III	\$3,375	Cohen, Sheila G.	\$2,868
Foster, Diane	\$3,336	Guevara, Jorge Sr.	\$2,868
Trembicki, Kenneth A.	\$3,336	Handal, Charles J.	\$2,868

## Writing Agents

### Combined Health/Life

FOR THE WEEK ENDING

September 29, 2019

Hyrne, Gary D.	\$2,868	Gutierrez, Cynthia	\$2,652
Michaelson, Robert P.	\$2,868	Burke, John R.	\$2,628
Nitzburg, Joan	\$2,868	Carter, Julie K.	\$2,628
Singer, Arlene C.	\$2,868	Colpitts, Walter W.	\$2,628
Sommer, Ann	\$2,868	Fatseas, Stefan J.	\$2,628
Berthiaume, Zina	\$2,856	Hall, Tiffany	\$2,628
Gerber, Lawrence A.	\$2,856	Hanes, Darlene M.	\$2,628
Iglesias, Rafael A.	\$2,856	Henry, Keith M.	\$2,628
Craig, Jeffrey	\$2,844	Lasman, Mark J.	\$2,628
Cyr, Chelsea M.	\$2,844	Lovelace, Susan	\$2,628
McDaniel, Michele E.	\$2,844	Moore, Joseph P.	\$2,628
Lasman, David	\$2,844	Novak, Frank R.	\$2,628
O'Sullivan, John F.	\$2,820	Raaf, Kevin R.	\$2,628
Walters, Jerry W.	\$2,802	Swaner, Susan	\$2,628
Kraus, Bernard	\$2,772	Warren, William A.	\$2,628
Turner, Mary L.	\$2,772	Hilgendorf, Sydney M.	\$2,580
Garwood, Jared E.	\$2,748	Lawrence, Kevin	\$2,576
Olguin, Loren A.	\$2,724	DeLorenzo, Paul A.	\$2,568
Barfell, Cheri A.	\$2,712	Newman, Colette	\$2,568
Tunis, Michelle A.	\$2,712	Cherry, Pamela	\$2,544
McElroy, Douglas H.	\$2,676	Newmes, Peter	\$2,544