

THE SCOOP

F E B R U A R Y 2 0 2 4

S H I N G A I





From Corporate America to Top Producer at Senior Life:

The Inspiring Journey

of Shingai Gurira

In the bustling world of insurance, success stories are often about perseverance, adaptability, and seizing opportunities. This is precisely the narrative of Shingai Gurira, our top producer, whose journey from a Quality Assurance Manager in Iowa to a Senior Director of Admissions in Florida, and eventually to the heights of Senior Life, is nothing short of inspirational.

A Leap of Faith into Entrepreneurship

After a layoff in 2012, Shingai's shift from corporate America to full-time entrepreneurship began. Initially venturing into network marketing in Health & Wellness and later in Forex & Crypto, her journey was intertwined with managing a women's clothing boutique. The closure of the boutique due to Covid-19 was a turning point, leading to the exploration of life insurance as a stable income stream. This exploration brought about an encounter with Senior Life Insurance Company (SLIC) and marked the beginning of a remarkable chapter in the life insurance industry.

The Call to Final Expense Industry

The decision to join the final expense industry was driven by necessity, demand, and relationship. During a period of uncertainty, the clear demand for life insurance agents was a beacon. A response to a recruitment post by Senior Partner Doug Blake and the realization that an old acquaintance, Ramon Frias, was part of SLIC, solidified the decision. With guidance and mentorship from Ramon, Shingai's journey with SLIC began, leading to a fulfilling and successful career.

Choosing Senior Life

The choice to join Senior Life was influenced by trust and familiarity. Knowing Ramon for nearly a decade provided a sense of comfort and assurance that the promises of mentorship and success within SLIC were more than just words. This prior relationship made the decision to join Senior Life an easy and comfortable one for Shingai.

Recruiting Agents: A New Focus

Recruitment initially happened organically through social media

SHINGAI



and partnerships. The highlight was training and managing the first recruit, Deanna L, now a National Sales Director II and a significant contributor to the agency's success. Shingai's recent adoption of SL Scout marks a strategic move to intensify recruiting efforts and drive growth.

Enjoying the Freedom and Rewards

The role at Senior Life offers unparalleled freedom – the most peaceful yet financially rewarding experience. Working from home, controlling the schedule, and being part of a like-minded community have been game-changers. The additional perks – cash incentives, luxury trips, and recognition – add to the allure of the role for Shingai.

Distinct Advantages of SLIC

SLIC stands out due to its leadership, application platform SLICE, proprietary lead system, Leads the Way, and the unique Legacy Assurance program. These features, along with a culture that feels like family, set SLIC apart from others.

Current Excitement: Owning the Home

SLIC's focus on expanding income streams for agents through the concept of OWNING THE HOME is the latest exciting development. It presents opportunities to serve clients comprehensively, promising exponential growth for Shingai and her team.

Advice for Aspiring Agents

For those at the cusp of building their agency, leading by example is key. Embracing the ABC's of Success – Activity, Belief, Commitment, and Consistency – is crucial. For those transitioning from another company, it's essential to embrace the new opportunity with a positive mindset and let go of the past.

Senior Life: A Lifelong Commitment

"Senior Life all your life" resonates deeply with Shingai, signifying a permanent home within the company. It's a mantra of stability, commitment, and unwavering dedication.

Parting Words

Grateful for the opportunity to share this journey, Shingai emphasizes the importance of persistence and faith. In Zimbabwe where Shingai's parents were born and raised, her name literally translates to "to persevere". The belief that the best is yet to come for those who are steadfast is a guiding principle.

Shingai Gurira's journey from a corporate professional to a top producer in the life insurance industry at Senior Life is a testament to the power of resilience, adaptability, and seizing opportunities. It serves as an inspiration to many, proving that with the right mindset, work ethic, and a will to succeed, not even the sky is the limit.



GARZA BLANCA
RESORT & SPA
★ ★ ★ ★ ★



SENIOR LIFE INSURANCE COMPANY INCENTIVE TRIP 2024

LOS CABOS

SAN LUCAS, MEXICO.

ALL INCLUSIVE FIVE STAR LUXURY EXPERIENCE

CONTEST STARTS AUG 1ST 2023 - JUL 31ST 2024

CONTEST QUALIFICATIONS:

PERSONAL
PRODUCER

\$15K ISSUED PRODUCTION
PER MONTH TO QUALIFY

AGENCY
MANAGER

\$150K ISSUED PRODUCTION
PER MONTH TO QUALIFY

RVP

\$500K ISSUED PRODUCTION
PER MONTH TO QUALIFY



DATES

AUGUST 31ST - SEPTEMBER 4TH 2024



GARZA BLANCA
R E S O R T & S P A
★ ★ ★ ★ ★



GENERAL PROVISIONS

1. All qualifiers must be active and in good standing as of the time of the trip in order to qualify and attend.
2. All reservations will be non-cancellable, if you commit to the trip and do not attend, you will be charged for any nonrefundable portion of the cost.
3. Advanceable bank draft business only. Credit card business does not count towards qualifications.
4. Senior Life will pay for you and one guest to attend. Any additional guests will be at your own expense.
5. If you are wanting to stay beyond the trip dates of August 31st through September 4th please let us know for assistance. You will be responsible for the costs of the extra nights.
6. The company reserves the right to change any of the terms and conditions of these contest rules, and company records will be used to determine qualifiers.

To qualify your 13th month to date persistency must be a minimum of 65%. All guest will be required to have passports and other required travel documents prior to the trip.

EMPLOYEE SPOTLIGHT

JEFF ASHCRAFT



Employee Spotlight of the Month:
Celebrating Dedication and Service with Jeff Ashcraft

Senior Life is proud to shine the spotlight on our Employee of the Month, Jeff Ashcraft, a dedicated Maintenance Manager who has been with us since April 4, 2022. A valued member of our team, Jeff brings not just expertise but a spirit of commitment and community to his role every day.

Originally from Coolidge, where he moved in 2005, Jeff has a rich background working as an RF Engineer for AT&T Wireless, where he retired after an illustrious 25-year career. His journey to Senior Life began through a conversation sparked by his wife, Emerald, with the then Maintenance Manager about his capabilities and potential contributions to our facilities. Following an interview, he was warmly welcomed into the Senior Life family, where he has since been making a significant impact.

At home, Jeff is supported by his rock and best friend, his wife Emerald, and their three wonderful children, twin boys Ian and Ethan, and their daughter Liberty. Living a life guided by the teachings of Jesus Christ, he strives to treat everyone with the respect and kindness he believes everyone deserves.

In his role as Maintenance Manager, Jeff ensures that our facilities are not just operational but also welcoming and safe for all employees and visitors. His introduction to Senior Life was a testament to the community and family spirit that we cherish here. Senior Life, in Jeff's words, challenges him to step out of his comfort zone, pushing him to perform at his highest level and bringing out the best in him and those around him.

We celebrate Jeff's contributions, his dedication to excellence, and the positive spirit he brings to our team. Senior Life is better because of employees like Jeff, who go above and beyond to make our workplace and community a better place. Congratulations on being named Employee of the Month, Jeff, and thank you for all that you do!

Thank you!
FOR YOUR HARD WORK



EMPLOYEE SALES #1

PAT JONES

Pat Jones has excelled in the Employee Sales division at Senior Life, reaching a notable milestone with sales totaling \$5,544.24. Her dedication and ability to connect with clients have been instrumental in her success. Congratulations to Pat for setting such a high standard in Employee Sales!

DIRECT SALES #1

SETH FAIRCLOTH

Seth Faircloth has truly set a high standard in the Direct Sales sector at Senior Life this January, achieving an impressive \$29,972.40 in sales. His exceptional performance is a testament to his dedication, skill, and understanding of our clients' needs. Congratulations, Seth, on this remarkable achievement and for leading the way in Direct Sales!



PLATINUM PROTECTION :

UNLOCKING YOUR FULL POTENTIAL

- **Elevate Your Success: Increased Close Rate, Increased Persistency, Increased Referrals**

In the competitive arena of final expense insurance, agents are constantly seeking strategies to elevate their close rates, enhance client persistency, and spark a consistent flow of referrals. Enter Platinum Protection, Senior Life Insurance Company's innovative solution designed not only to meet these objectives but to redefine success in the industry.

- **Mastering the Close with Confidence**

The first step towards transformative success is improving your close rate. With Platinum Protection, agents gain an edge, thanks to the product's unbeatable premiums and comprehensive coverage options. This advantage instills confidence, enabling agents to approach potential clients with a product that's hard to resist. When you know you're offering unparalleled value, your conviction strengthens, and your close rate naturally increases.

- **Writing Sticky Business That Lasts**

In the world of insurance, "sticky" business refers to policies that stay on the books, ensuring long-term income for agents through persistency. Platinum Protection is tailored to foster this kind of enduring relationship between agents and clients. Its levelized commission structure and competitive rates mean clients are more likely to maintain their policies, providing a reliable revenue stream for agents and stability for clients.

- **Turning One Lead Into Many Through Exceptional Value**

Perhaps the most compelling aspect of Platinum Protection is its ability to turn one lead into multiple policies. Offering clients significant coverage at competitive rates, coupled with the intrinsic value of the Legacy Assurance plan, not only secures their immediate needs but also lays a foundation of trust. Satisfied clients are more inclined to refer friends and family, expanding your client base organically.

- **Voices of Success: Insights from Top Agents**

Effie Lindeman, in her first month with us, soared to become the #9 agent in the country. Reflecting on her immediate success, Effie shares her enthusiasm for Platinum Protection: "Platinum is a game-changer for sure! It's my go-to product for anyone over 70 years old because I know there's nothing in the market that can beat the premiums. And the wealth it builds for my family is amazing!" This endorsement underscores the powerful impact Platinum Protection can have on an agent's portfolio, right from the start.

- **Conclusion**

Platinum Protection isn't just a policy; it's a strategic tool that empowers agents to achieve higher close rates, ensure business persistency, and stimulate a steady stream of referrals. By offering clients unmatched coverage and value, you're not just selling insurance; you're building lasting relationships and a robust, self-sustaining business. Embrace Platinum Protection, and unlock your full potential in the final expense insurance industry.

LEGACY ASSURANCE

YOUR PARTNER IN EASING THE JOURNEY'S END

Immediate Financial Relief with Legacy Assurance Membership

At Legacy Assurance, we understand the importance of affordable and dignified final arrangements. From the first day of membership, we offer significant savings on essential funeral merchandise. Our members have the privilege of selecting from a range of premium caskets, vaults, urns, and granite monuments, available at prices well below what is typically charged by funeral homes. More importantly, these discounted rates are locked in for the lifetime of the membership, offering peace of mind and protection from future financial uncertainties.

Enhanced Living Benefits for Total Well-being

Legacy Assurance's commitment extends beyond end-of-life planning. We offer a suite of living benefits designed to improve the everyday lives of our members. This includes 24/7 access to medical advice over the phone, substantial savings on hearing aids, and the convenience of free shipping, returns, and exchanges on diabetic apparel. These benefits are a testament to our holistic approach, ensuring that our members enjoy comfort and support in various life aspects.

The WISH Team: Your Advocates in Difficult Times

When a loved one passes away, the WISH Team (Where Individuals Seek Help) at Legacy Assurance is there to lighten the family's emotional and financial load. Our skilled negotiators liaise with the family's chosen funeral home to ensure that the final arrangements are met at the lowest possible cost, without compromising the member's wishes. Handling all negotiations with care and sensitivity, the WISH Team is dedicated to easing the family's burden during one of life's most challenging moments.

In choosing Legacy Assurance, members find not just a service, but a compassionate ally, dedicated to ensuring that their final chapter is managed with respect, dignity, and fiscal responsibility. With us, members and their families are assured of receiving thoughtful, all-encompassing support at every step.

Warm regards,

Catherine Conner
Director of Legacy Assurance

LEGACY
Assurance.

*Results may vary per claim | *Merchandise is sold in states where available | *Legacy Assurance and Senior Life are two separate and distinct entities. | *Legacy Assurance has the right to update pricing of merchandise at any time | *Legacy Assurance, LLC is not a preneed company and you must be a member of Legacy Assurance to have access to all the listed benefits. Senior Life Insurance Company, MeMD, Pedors, and Nations-Hearing are all separate companies of Legacy Assurance.

TOP PRODUCER

O F T H E M O N T H

C O N G R A T S



C O N G R A T S

RHETT

\$60,127.20

TOP 10 PRODUCERS

TOP PRODUCERS OF THE MONTH

01



\$60,127.20
RHETT

02



\$52,399.68
GEORGE

03



\$47,178.96
JAMES

04



\$41,745.48
DEANNA

05



\$38,860.56
SHINGAI

06



\$38,518.56
BIANCA

07



\$37,961.28
JASON

08



\$36,767.16
RITA

09



\$36,261.36
EPHIGENIA

10



\$36,242.04
ANTHONY

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

1	RHETT	\$ 60,127.20	26	ROBIN	\$ 25,555.92	51	BERNARD	\$ 20,837.40	76	ANDREANA	\$ 17,348.88
2	GEORGE	\$ 52,399.68	27	TYRONE	\$ 25,036.08	52	ANDREW	\$ 20,778.00	77	TRISTAN	\$ 17,223.60
3	JAMES	\$ 47,178.96	28	NICARA	\$ 24,505.08	53	ALVARO	\$ 20,428.20	78	PAULA	\$ 17,183.64
4	DEANNA	\$ 41,745.48	29	RICHARD	\$ 24,323.16	54	JASMINE	\$ 20,401.92	79	JUDE	\$ 16,965.72
5	SHINGAI	\$ 38,860.56	30	RYAN	\$ 24,311.88	55	PATRICIA	\$ 20,312.04	80	WENDY	\$ 16,922.16
6	BIANCA	\$ 38,518.56	31	MARCEA	\$ 23,977.08	56	SCOTT	\$ 20,182.08	81	CHAD	\$ 16,859.16
7	JASON	\$ 37,961.28	32	JOSE	\$ 23,600.64	57	QUINTON	\$ 20,048.88	82	MICHAEL	\$ 16,319.88
8	RITA	\$ 36,767.16	33	SHEDRICK	\$ 23,458.32	58	RHIANNON	\$ 20,001.72	83	LEONEL	\$ 16,040.64
9	EPHIGENIA	\$ 36,261.36	34	GRANT	\$ 23,266.32	59	MARTINEZ	\$ 19,770.12	84	ANDREW	\$ 16,014.72
10	ANTHONY	\$ 36,242.04	35	ROBERT	\$ 23,016.48	60	MATTHEW	\$ 19,286.16	85	ALEJANDRO	\$ 15,972.24
11	LUKE	\$ 35,826.12	36	MYREON	\$ 22,895.16	61	CAROLYN	\$ 19,188.60	86	ROBERT	\$ 15,716.28
12	NATHAN	\$ 34,975.20	37	JESSE	\$ 22,788.72	62	JENNIFER	\$ 19,152.96	87	ZOE	\$ 15,657.84
13	FRANCISCO	\$ 34,882.56	38	GARETH	\$ 22,628.04	63	MICHAEL	\$ 19,113.60	88	CORY	\$ 15,581.52
14	JLICIA	\$ 33,288.96	39	TRENT	\$ 22,557.48	64	LAURYN	\$ 18,979.32	89	DORIS	\$ 15,364.56
15	DEREK	\$ 31,179.72	40	MELLINDA	\$ 22,549.56	65	CHRISTOPHER	\$ 18,908.16	90	ALCIDE	\$ 15,327.36
16	JUAN	\$ 30,593.52	41	RACHEL	\$ 22,273.32	66	KEMAR	\$ 18,665.76	91	BRADFORD	\$ 15,323.88
17	SHAUN	\$ 30,363.72	42	JOAO	\$ 22,202.88	67	JONATHAN	\$ 18,440.16	92	ANTELMO	\$ 15,157.68
18	SETH	\$ 29,972.40	43	DESHAWN	\$ 21,899.40	68	LARRY	\$ 18,420.12	93	DOMINIC	\$ 15,128.40
19	KYLE	\$ 29,123.88	44	ANGEL	\$ 21,827.76	69	RICHARD	\$ 18,113.04	94	GARRETT	\$ 14,903.84
20	MIATTA	\$ 28,996.80	45	RODNEY	\$ 21,630.12	70	BLAKE	\$ 18,050.76	95	MARVIN	\$ 14,765.04
21	DARRAK	\$ 27,651.48	46	THOMAS	\$ 21,367.32	71	ASHTON	\$ 17,905.56	96	ADAM	\$ 14,599.68
22	NICHOLE	\$ 27,468.60	47	KATIE	\$ 21,343.08	72	MENTI	\$ 17,821.92	97	TERRI	\$ 14,523.84
23	AARON	\$ 27,038.24	48	CHRISTOPHER	\$ 21,302.64	73	MATTHEW	\$ 17,522.28	98	CHAUNCEY	\$ 14,479.68
24	MARCUS	\$ 26,951.40	49	LANDI	\$ 21,139.44	74	DEAN	\$ 17,440.92	99	JO-ANN	\$ 14,473.44
25	BENJAMIN	\$ 26,947.80	50	LILIA	\$ 20,910.00	75	OTISIANNA	\$ 17,409.48	100	STEPHANIE	\$ 14,469.24

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

101	AHMY	\$ 14,283.00	126	MIKE	\$ 12,229.80	151	DANA	\$ 10,192.32	176	VIRGINIA	\$ 8,900.88
102	CARLENE	\$ 14,258.76	127	JESUS	\$ 12,151.32	152	JACQUELINE	\$ 10,137.24	177	JERALD	\$ 8,886.36
103	EMMETT	\$ 14,126.40	128	TYLER	\$ 12,105.24	153	RONALD	\$ 10,121.16	178	WANDA	\$ 8,786.64
104	DANIELLE	\$ 14,003.58	129	AARON	\$ 11,716.92	154	MARIA	\$ 10,044.12	179	JASON	\$ 8,730.48
105	JOHN	\$ 13,974.12	130	BRIAN	\$ 11,540.88	155	KRISTAN	\$ 10,030.80	180	MARIA	\$ 8,717.28
106	KATHLEEN	\$ 13,744.56	131	DIANDRA	\$ 11,436.96	156	RENEE	\$ 10,017.24	181	ASHLEY	\$ 8,696.64
107	BRI	\$ 13,592.64	132	OSCAR	\$ 11,365.80	157	SERENITY	\$ 10,008.96	182	MARY	\$ 8,638.08
108	PEARL	\$ 13,591.68	133	JAUANE	\$ 11,332.92	158	JARNEL	\$ 9,955.08	183	RANDY	\$ 8,634.48
109	CAROLYN	\$ 13,510.92	134	CHARLIE	\$ 11,330.88	159	ALBERT	\$ 9,925.08	184	LATASHA	\$ 8,623.32
110	MARIO	\$ 13,506.36	135	COLBY	\$ 11,277.48	160	DARVI	\$ 9,908.88	185	RICHARD	\$ 8,550.72
111	RAFAEL	\$ 13,315.68	136	BRET	\$ 11,265.48	161	BURGESS	\$ 9,846.00	186	SHANDRINKA	\$ 8,466.36
112	DEVIN	\$ 13,256.40	137	WILLIAM	\$ 11,135.16	162	BRENDA	\$ 9,744.00	187	MARCUS	\$ 8,426.16
113	MARIA	\$ 13,242.00	138	BETHANY	\$ 11,019.12	163	SAIDA	\$ 9,530.40	188	MONICA	\$ 8,400.00
114	ARMONDO	\$ 13,219.32	139	DAVID	\$ 10,935.72	164	BRENDA	\$ 9,527.28	189	EZEKIEL	\$ 8,376.12
115	JONRIKA	\$ 13,213.92	140	LUIS	\$ 10,810.80	165	LANDON	\$ 9,398.64	190	BRIAN	\$ 8,292.72
116	CHARLES	\$ 13,150.56	141	PAIGE	\$ 10,781.04	166	SULTAN	\$ 9,372.12	191	MICHELE	\$ 8,135.76
117	BREANA	\$ 13,040.96	142	ROY	\$ 10,721.52	167	ANDREA	\$ 9,266.64	192	TIFFANY	\$ 8,123.28
118	DEBORAH	\$ 12,991.32	143	KIMMILY	\$ 10,633.08	168	JOHN	\$ 9,164.28	193	OSCAR	\$ 8,099.76
119	LAURA	\$ 12,795.84	144	JEREMIAH	\$ 10,623.24	169	LUZ	\$ 9,132.96	194	JOSEPHINE	\$ 8,070.48
120	NICOLE	\$ 12,618.60	145	JORDAN	\$ 10,570.20	170	GILBERTO	\$ 9,123.60	195	ARDELLA	\$ 7,975.68
121	MATTHEW	\$ 12,604.08	146	MARLO	\$ 10,533.24	171	SILVESTRE	\$ 9,042.84	196	CHESTER	\$ 7,959.72
122	DUSTIN	\$ 12,541.56	147	ROBERT	\$ 10,415.28	172	SHARISHA	\$ 9,021.12	197	MONAKA	\$ 7,893.84
123	RICHARD	\$ 12,441.72	148	TINA	\$ 10,377.12	173	JORDAN	\$ 9,007.56	198	SURPHIA	\$ 7,855.08
124	KELLAN	\$ 12,359.28	149	MARTIN	\$ 10,289.94	174	RODERICK	\$ 8,952.96	199	DEDRA	\$ 7,840.20
125	DEBBIE	\$ 12,288.48	150	JOE	\$ 10,209.36	175	ANGELA	\$ 8,910.72	200	EUGENIA	\$ 7,839.36

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

201	ASHLEY	\$ 7,753.32	226	SCOTT	\$ 7,070.88	251	BRIAN	\$ 6,420.60	276	STEPHEN	\$ 5,696.04
202	JORGE	\$ 7,685.16	227	NATASHA	\$ 7,009.32	252	JOHNNENE	\$ 6,406.68	277	LORNA	\$ 5,688.60
203	RACHEL	\$ 7,682.16	228	ANGELA	\$ 7,005.96	253	LUIS	\$ 6,397.44	278	KEITH	\$ 5,678.28
204	JIM	\$ 7,678.44	229	ERIC	\$ 7,002.72	254	ELSIRA	\$ 6,369.00	279	SHAYLA	\$ 5,657.52
205	PATRICIA	\$ 7,618.68	230	TRINA	\$ 6,983.64	255	SYNORA	\$ 6,344.28	280	LOURDES	\$ 5,635.44
206	NIKETRICIA	\$ 7,571.46	231	LASEAN	\$ 6,850.56	256	NILDA	\$ 6,342.48	281	MARIA	\$ 5,581.44
207	PHILIP	\$ 7,545.00	232	SHANE	\$ 6,827.76	257	KATHY	\$ 6,341.16	282	MARIA	\$ 5,581.08
208	CHRISTOPHER	\$ 7,537.56	233	LATANYA	\$ 6,785.64	258	LARRY	\$ 6,319.44	283	YVAN	\$ 5,538.66
209	GUSTAVO	\$ 7,526.64	234	MARIAN	\$ 6,729.36	259	STANLEY	\$ 6,276.24	284	ROGELIO	\$ 5,517.84
210	NICOLE	\$ 7,516.56	235	RUAMA	\$ 6,721.68	260	CATHLEEN	\$ 6,270.60	285	PATRICIA	\$ 5,490.84
211	SHERI	\$ 7,482.60	236	DEIRDRE	\$ 6,717.12	261	MARVELIS	\$ 6,225.84	286	TAYLOR	\$ 5,457.48
212	BRIAN	\$ 7,434.24	237	RODNEY	\$ 6,713.40	262	JUAN	\$ 6,191.28	287	YOLANDA	\$ 5,399.04
213	JESSICA	\$ 7,430.88	238	KARINA	\$ 6,710.52	263	VERONICA	\$ 6,173.16	288	PERNELLA	\$ 5,394.96
214	EDWARD	\$ 7,424.28	239	TRINITY	\$ 6,692.88	264	RANDY	\$ 6,142.56	289	KALEB	\$ 5,366.52
215	VICTORIA	\$ 7,411.44	240	WESLEY	\$ 6,692.16	265	CHAUNCEY	\$ 6,039.96	290	NAKIA	\$ 5,363.16
216	DAYREMIS	\$ 7,397.40	241	EDDIE	\$ 6,653.76	266	KYLEY	\$ 6,039.48	291	PETE	\$ 5,348.28
217	WILFRED	\$ 7,380.12	242	BENJAMIN	\$ 6,645.12	267	MADALYA	\$ 6,035.88	292	MARVIN	\$ 5,324.16
218	TAMARA	\$ 7,350.24	243	BRANDON	\$ 6,556.20	268	KAREN	\$ 5,998.32	293	TRACIE	\$ 5,316.72
219	YVONNIE	\$ 7,323.36	244	TYRONE	\$ 6,485.16	269	ALIOUNE	\$ 5,990.76	294	JESSICA	\$ 5,305.44
220	CAROLYN	\$ 7,318.56	245	BILLY	\$ 6,458.16	270	YOLANNY	\$ 5,936.28	295	AARON	\$ 5,298.96
221	KELLY	\$ 7,288.68	246	RODNEY	\$ 6,450.72	271	OLUDARA	\$ 5,877.60	296	REBECCA	\$ 5,294.16
222	DELORES	\$ 7,161.36	247	ANGELA	\$ 6,448.20	272	DARRIUS	\$ 5,854.92	297	NIC	\$ 5,274.96
223	NERY	\$ 7,155.84	248	DIANA	\$ 6,447.12	273	EBONY	\$ 5,827.92	298	JOHN	\$ 5,264.40
224	CYNTHIA	\$ 7,126.80	249	HUMBERTO	\$ 6,442.92	274	JAMES	\$ 5,811.00	299	GERMAINE	\$ 5,225.88
225	RONALD	\$ 7,106.04	250	KENDRA	\$ 6,430.32	275	JOE	\$ 5,776.02	300	MICHAEL	\$ 5,217.96

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

301	JAMES	\$ 5,191.80	326	BARBARA	\$ 4,811.88	351	JELSAMINA	\$ 4,412.52	376	MYESHIA	\$ 4,088.76
302	HOPE	\$ 5,174.04	327	KEELY	\$ 4,796.04	352	DEWAYNE	\$ 4,407.00	377	SHERALL	\$ 4,078.20
303	TARRIE	\$ 5,168.16	328	DESTIN	\$ 4,774.68	353	ERIC	\$ 4,404.00	378	ZAIRE	\$ 4,074.00
304	CONNIE	\$ 5,167.56	329	ANTOINETTE	\$ 4,736.28	354	VICTORIA	\$ 4,387.56	379	KETURAH	\$ 4,053.60
305	SHAMIKA	\$ 5,158.48	330	TAMMY	\$ 4,736.16	355	DONALD	\$ 4,357.68	380	TERRON	\$ 4,038.72
306	HECTOR	\$ 5,143.20	331	LANCE	\$ 4,733.04	356	OSCAR	\$ 4,351.80	381	NIEMAT	\$ 4,032.24
307	TAKEISHA	\$ 5,109.00	332	JEFFREY	\$ 4,722.84	357	MARKIE	\$ 4,322.40	382	WYDIA	\$ 4,028.40
308	BEOSHA	\$ 5,106.48	333	CRISTOBAL	\$ 4,719.60	358	CHAMPAYNE	\$ 4,318.20	383	CANDICE	\$ 4,007.16
309	BRIONA	\$ 5,078.64	334	RODRICK	\$ 4,665.60	359	CELINA	\$ 4,295.88	384	JOHNNY	\$ 3,989.28
310	CHRISTOPHER	\$ 5,078.28	335	ANDREAS	\$ 4,663.44	360	DARLENE	\$ 4,283.28	385	HECTOR	\$ 3,969.48
311	CRYSTAL	\$ 5,073.12	336	JUAN	\$ 4,649.28	361	KEREN	\$ 4,281.24	386	ISABEL	\$ 3,955.20
312	JOE	\$ 5,068.92	337	LENITA	\$ 4,647.00	362	MELBA	\$ 4,271.76	387	VINCENT	\$ 3,952.44
313	SOLOMON	\$ 5,061.24	338	HUGO	\$ 4,627.56	363	BOBBY	\$ 4,254.12	388	MARCIAL	\$ 3,931.68
314	JEOFREY	\$ 5,058.60	339	SHARON	\$ 4,593.84	364	JOEY	\$ 4,248.12	389	RONALD	\$ 3,877.32
315	ARMANDO	\$ 5,051.04	340	JAMAL	\$ 4,575.60	365	ESMERALDA	\$ 4,240.08	390	VALERIE	\$ 3,855.00
316	KENYA	\$ 5,005.56	341	KODY	\$ 4,574.16	366	SHAWNTRICE	\$ 4,223.88	391	JACQUILLA	\$ 3,842.64
317	LARRY	\$ 5,003.64	342	GUILLERMO	\$ 4,566.48	367	CARRIE	\$ 4,219.56	392	IRASEMA	\$ 3,829.08
318	TOMESHIA	\$ 4,970.64	343	SHAWN	\$ 4,538.28	368	OSWIN	\$ 4,216.44	393	SHANTEL	\$ 3,814.44
319	JACOB	\$ 4,958.40	344	MARIA	\$ 4,531.44	369	GISELA	\$ 4,207.92	394	GREGORY	\$ 3,812.64
320	KERON	\$ 4,909.44	345	XAVIER	\$ 4,524.24	370	SCOTT	\$ 4,196.28	395	LEONEL	\$ 3,804.12
321	SAMANTHA	\$ 4,906.80	346	RODNEY	\$ 4,506.36	371	JANICE	\$ 4,191.00	396	SHELIA	\$ 3,785.64
322	DAWN	\$ 4,906.32	347	JEFFREY	\$ 4,485.36	372	LESETTE	\$ 4,168.08	397	CRYSTAL	\$ 3,777.72
323	FREDMAR	\$ 4,874.52	348	ROSALBA	\$ 4,469.16	373	JULIE	\$ 4,160.40	398	JOSEPHINE	\$ 3,773.16
324	KATHY	\$ 4,831.92	349	NANETTE	\$ 4,468.68	374	ANDREW	\$ 4,140.84	399	JORDAN	\$ 3,770.64
325	ALICE	\$ 4,828.20	350	BRENDAN	\$ 4,452.48	375	TIFFIANIE	\$ 4,138.08	400	SUZANNE	\$ 3,729.00

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

401	AMBER	\$ 3,720.96	426	TIMICA	\$ 3,419.64	451	TOMAS	\$ 3,208.68	476	JEREMY	\$ 3,030.48
402	NICHOLAS	\$ 3,713.16	427	BERLAND	\$ 3,400.68	452	DANIEL	\$ 3,200.28	477	JAMAAL	\$ 2,995.68
403	JENNIFER	\$ 3,691.32	428	JASMINE	\$ 3,392.40	453	CINDY	\$ 3,197.16	478	FREDERICK	\$ 2,990.04
404	DELIA	\$ 3,682.20	429	HANNAH	\$ 3,389.16	454	EVERETT	\$ 3,190.92	479	DEBRA	\$ 2,973.24
405	MARSHA	\$ 3,680.16	430	ONORVINA	\$ 3,380.64	455	CYNTHIA	\$ 3,180.96	480	KEISHA	\$ 2,948.64
406	BRANDON	\$ 3,656.76	431	JAMIL	\$ 3,377.88	456	AARON	\$ 3,171.24	481	MICHAEL	\$ 2,929.80
407	ZINA	\$ 3,646.32	432	KEYSHA	\$ 3,365.40	457	ANGELA	\$ 3,166.68	482	ELAINE	\$ 2,921.40
408	GODOFREDO	\$ 3,616.68	433	GREGORY	\$ 3,359.70	458	ALICIA	\$ 3,160.08	483	KRISTAL	\$ 2,919.24
409	DARYL	\$ 3,613.32	434	SABRINA	\$ 3,333.72	459	LORETTA	\$ 3,156.00	484	FRANTZ	\$ 2,912.52
410	JACQUELINE	\$ 3,609.12	435	GEMINWAY	\$ 3,331.80	460	ANDREA	\$ 3,155.88	485	QUENITA	\$ 2,907.00
411	EILEEN	\$ 3,606.96	435	MONICA	\$ 3,331.80	461	CRAIG	\$ 3,146.04	486	JAMIRA	\$ 2,880.12
412	MARIA	\$ 3,602.76	437	DANIEL	\$ 3,330.96	462	ROBERT	\$ 3,135.72	487	FREDERICA	\$ 2,874.96
413	YOLANDA	\$ 3,581.76	438	ELKA	\$ 3,321.72	463	RAFAEL	\$ 3,133.80	488	GLORIA	\$ 2,870.88
414	ADRIANA	\$ 3,580.44	439	PETER	\$ 3,314.40	464	NATALIE	\$ 3,128.04	489	DANIEL	\$ 2,861.76
415	RHONDA	\$ 3,570.36	440	KIMBERLY	\$ 3,305.16	465	ELIZABETH	\$ 3,119.76	490	SHARON	\$ 2,854.20
416	STEPHEN	\$ 3,564.24	441	PATRICIA	\$ 3,303.12	466	ZENA	\$ 3,114.60	491	KELLY	\$ 2,854.08
417	RICKEY	\$ 3,559.56	442	FRANCISCO	\$ 3,299.16	467	CHRISTOPHER	\$ 3,110.16	492	LATARA	\$ 2,840.04
418	DERRICK	\$ 3,558.84	443	MIREYA	\$ 3,294.24	468	MARIA	\$ 3,103.92	493	GERARD	\$ 2,827.20
419	SELINA	\$ 3,555.48	444	SANDRA	\$ 3,285.48	469	LUZ	\$ 3,090.12	494	LORRAINE	\$ 2,821.32
420	STEPHANIE	\$ 3,542.40	445	RUFUS	\$ 3,278.28	470	JOSHUA	\$ 3,086.88	495	JAYLEN	\$ 2,818.20
421	JOSE	\$ 3,492.60	446	DANNETTE	\$ 3,274.74	471	JOSEPH	\$ 3,086.04	496	TIFFANY	\$ 2,817.54
422	VANNETTE	\$ 3,486.36	447	KEVIN	\$ 3,265.68	472	WAYNE	\$ 3,081.84	497	LEON	\$ 2,798.70
423	DANIEL	\$ 3,486.12	448	VERONICA	\$ 3,254.88	473	CHAD	\$ 3,067.80	498	JOSE	\$ 2,773.80
424	GARY	\$ 3,474.24	449	RONALD	\$ 3,228.24	474	BILLIE	\$ 3,057.36	499	KARLO	\$ 2,764.56
425	MANUEL	\$ 3,438.72	450	PEDRO	\$ 3,222.84	475	TIMOTHY	\$ 3,052.08	500	MYRIAM	\$ 2,753.16

TOP AGENCY

O F T H E M O N T H

C O N G R A T S



C O N G R A T S

THE BLAKE GROUP

\$1,977,952.10

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

01



\$1,977,952.10
**THE BLAKE
GROUP**

02



\$1,318,986.56
**THE PRICE
GROUP**

03



\$1,225,440.20
**FINANCIAL
LEGACY GROUP**

04



\$1,117,749.80
**CONSOLIDATED
PLANNING**

05



\$575,830.80
POWERHOUSE

06



\$453,360.22
**THE COOK
GROUP**

07



\$436,854.18
**THE LEGACY LIFE
INSURANCE GROUP**

08



\$290,921.04
**EXPERT
ADVISORS**

09



\$260,593.84
**THE MVP INSURANCE
GROUP LLC**

10



\$247,006.08
PHASE ONE

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

11



\$246,599.64
AGENT FORCE
ALLIANCE

12



\$214,141.92
MILLENIUM
FINANCIAL GROUP

13



\$177,115.88
THE ADAMS
GROUP AGENCY

14



\$158,516.52
THE BERLIN
GROUP

15



\$158,503.20
THE EFE
GROUP

16



\$158,290.84
THE VISION
GROUP

17



\$149,806.02
NATIONAL INSURANCE
MARKETING GROUP

18



\$147,450.96
SPELLER INSURANCE
GROUP

19



\$144,305.22
THE MARTINEZ
GROUP

20



\$143,422.80
THE GOODMAN
GROUP

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

21



\$142,171.56
**FRIAS INSURANCE
GROUP**

22



\$141,678.54
**RYKY
ENTERPRISES LLC**

23



\$141,500.04
DAVIS INSURANCE

24



\$138,100.08
**THE BOATWRIGHT
GROUP**

25



\$132,475.44
**THE MERTZ
GROUP**

26



\$132,277.44
**REILLY LIFE
GROUP**

27



\$123,384.84
**THE MCNAIR
GROUP**

28



\$120,676.68
**THE MANSWELL
SPELLER GROUP**

29



\$115,374.00
**THE HARBEN
GROUP**

30



\$112,523.28
**PILCHER
INSURANCE AGENCY**

TOP AGENCIES

TOP AGENCIES OF THE MONTH

31	TEMPERATE LEGACY GROUP	\$ 112,040.88	66	FAIRCLOTH MARKETING GROUP	\$ 53,910.84
32	YOUR FUTURE ADVISORY GROUP	\$ 110,391.60	67	THE TAYLOR GROUP	\$ 53,355.24
33	THE TURNWALD GROUP	\$ 109,342.92	68	OWENS INSURANCE AGENCY	\$ 53,141.16
34	THE SANDERS GROUP	\$ 109,040.04	69	THE GOMEZ GROUP	\$ 52,854.48
35	THE SALLOUMI GROUP	\$ 107,203.20	70	THE ILYAS GROUP	\$ 52,399.68
36	THE NATIONAL AGENCY	\$ 107,039.64	71	THE VO GROUP	\$ 52,240.68
37	THE JEFFRIES GROUP	\$ 100,443.00	72	THE HINTON TEAM	\$ 50,279.28
38	THE CORMIER GROUP	\$ 97,342.32	73	THE MCRAY GROUP	\$ 50,105.16
39	ALLEN LIFE GROUP	\$ 94,816.20	74	THE FENDERSON GROUP	\$ 48,998.16
40	THE GURIRA GROUP	\$ 93,202.20	75	THE GROTTJAN GROUP	\$ 48,169.80
41	BUCHANAN INSURANCE GROUP	\$ 90,417.96	76	THE ROSE GROUP	\$ 47,178.96
42	EVANS INSURANCE AGENCY	\$ 88,339.32	77	THE MILLER GROUP	\$ 46,443.00
43	THE BOORSTEIN GROUP	\$ 81,594.72	78	THE ARISTILDE GROUP	\$ 46,245.96
44	THE ARMSTRONG GROUP	\$ 80,187.84	79	THE ESQUIVEL GROUP	\$ 46,019.64
45	THE DEVORE GROUP	\$ 76,493.16	80	THE TRINITY AGENCY	\$ 45,988.44
46	THE COOK GROUP	\$ 73,909.44	81	THE PEARSON GROUP	\$ 45,125.04
47	THE MOISE GROUP	\$ 72,221.16	82	THE SCURLES GROUP	\$ 44,568.24
48	THE SCOTT GROUP	\$ 68,963.64	83	THE FORTE GROUP	\$ 43,371.12
49	THE CUEVAS GROUP	\$ 68,730.48	84	THE LAMPLEY GROUP	\$ 41,745.48
50	THE MORGAN GROUP	\$ 68,546.28	85	THE SMITH GROUP	\$ 41,547.60
51	BUCHANAN FINANCIAL GROUP	\$ 68,173.56	86	THE MUELLER GROUP	\$ 41,223.36
52	CONNELL INSURANCE GROUP	\$ 66,378.24	87	THE ANDERSON GROUP	\$ 39,979.44
53	GOLDEN LEGACY	\$ 64,854.36	88	THE CHAVEZ GROUP	\$ 39,797.58
54	THE ROBERTS GROUP	\$ 64,577.28	89	THE POWNEY GROUP	\$ 39,450.48
55	THE HALL GROUP	\$ 64,341.96	90	THE ACTION TEAM	\$ 38,438.76
56	WHITE INSURANCE GROUP	\$ 63,102.48	91	MEMORIAL LIFE INSURANCE	\$ 37,975.20
57	THE OSORIO GROUP	\$ 62,427.48	92	THE SANTIAGO-CRUZ GROUP	\$ 37,973.64
58	THE HOLMES GROUP	\$ 62,239.84	92	THE ROLAND GROUP	\$ 37,973.64
59	TWIN CAPITAL AND ASSOCIATES	\$ 59,923.20	94	THE SANDERS JR GROUP	\$ 37,582.68
60	THE BOLEN GROUP	\$ 58,031.76	95	THE CHAVEZ-ALCORTA GROUP	\$ 37,252.08
61	WMG- WAVEMAKER GROUP; NAIM	\$ 57,283.44	96	THE CANYOCK GROUP	\$ 37,196.64
62	THE MICKENS GROUP	\$ 57,002.28	97	THE WITHERSPOON GROUP	\$ 37,114.44
63	THE ALLEN DAVE INSURANCE GROUP	\$ 56,135.16	98	THE MCRAY GROUP	\$ 36,767.16
64	THE NIBBS GROUP	\$ 54,658.68	99	THE POZO GROUP	\$ 36,477.48
65	SENIOR BENEFIT LIFE	\$ 54,416.64	100	THE LINDEMAN GROUP	\$ 36,261.36