

MIDWEST MATTERS



General Manager Notes

TEAM SPIRIT!

Team Sprit!

Thank you to all our agents, staff and agency partners for showing up and supporting our agency with their Team Spirit! We have just finished our 25th Anniversary as an Independent Agency and celebrated this anniversary at our Annual Spring Convention. Our agents showed up and showed their team spirit with their FUMA apparel on Tuesday and their favorite team on Wednesday! We awarded more Farmers Union Insurance Bonus dollars than at any convention in the past and we celebrated individual agent accomplishments with individual awards higher than any bonuses in the past! But the team spirit was really on display Thursday morning **when we announced that we had made over \$20,000 from our auctions and donations for our Team VIP Terry Kirby!** The love and appreciation were never so apparent as when agents donated their award money, bonus money and additional generous contributions to help Terry and his family as they adjust to Terry's future needs. Terry suffered a very severe stroke on Monday February 5th of this year. He's been making amazing progress, but he has a very long road ahead of him and we continue praying for Terry and his family! It has always been my honor to work with and represent our agents and our agency. We have some of the most amazing and hard-working agents and support staff you will find in any organization in any industry. Although right now we are all painfully aware of the "Hard Market" and all the additional patience, work and attention it takes to appropriately protect and retain our customers. I have pledged that I will continue to look for more opportunities and to bring additional products to our agents to help them protect their customers and grow their businesses!

"Together We Achieve More" ...I have personally held this philosophy and ministered this belief to all our agents and staff. In the past 10 years we have consistently grown our agency and we have the opportunity to accelerate our growth in the next five years! **But we know that as an agency we cannot be successful unless our agents are successful, so everything we do is to help each of our agents achieve the success they desire.** It's a great time to be a Midwest Agent... **Thank you for all you do!**

Jeff



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April Birthdays

Matthew Anderson April 1

Staci Foreman April 14

Wendee Jones April 25

Kris Narvaez April 8

Tommy Velasquez April 19

April Anniversaries

We would like to recognize the following agents who began their career with FUMA in April

Jennifer Edwards began her career on April 15, 2021...3 Years Service

APRIL 23-24
FFL MEETING BLUEMONT
HOTEL, MANHATTAN, KS

START JANUARY 15TH
THROUGH APRIL 12TH- ANY
10 THIRTEEN WEEK
CHALLENGE

APRIL 7-12
SUMMIT TRIP FOR 2023
QUALIFIERS



AGENT NEWS



ROY MCCOY DOING WHAT HE LOVES



SANDY AND TAMEKA'S PHOTO FROM CONVENTION

We want your
photo here

We want to be able to highlight all the great works of our agents. Please submit any photos of things you have done throughout the month to be highlighted with our agent news to wjurgens@fumainurance.com

From the Hub

PLEASE COME BACK NEXT MONTH FOR THE HUB! THESE LADIES HAVE BEEN WORKING HARD THIS MONTH!



Transforming A Profession Into Passion




Farmers Union Midwest Agency
INSURING THE MIDWEST

Rob Fisher

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Farmers Union Midwest Agency provides insurance protection to individuals, family farms and business of all sizes. Through our agents, we strive to build better communities by protecting where you work, where you live, what you own and the ones you love. It is our individual and organizational goal to provide quality products and the highest level of customer service to not just meet our customer's expectations, but to exceed them!

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Always Be Branding "ABB"

I WENT THROUGH MY FIRST CONVENTION AND IT WAS WONDERFUL! SANDY, TAMEKA AND WENDEE JONES DID A GREAT JOB OF PUTTING EVERYTHIG TOGETHER TO MAKE SURE WE ALL HAD A GREAT TIME, LEARNED AND WE WERE ABLE TO HELP TERRY KIRBY AND HIS FAMILY!

WE ARE COMING UP ON SPRING AND FOR THOSE THAT DO NOT HAVE NEW SIGNAGE PLEASE REACH OUT TO ME IF I CAN HELP FACILITATE THIS OTHERWISE I WILL REACH OUT TO YOU TO SEE HOW THIS WILL BE DONE BY JULY 1ST.

EVERYONE WHO ASKED FOR A WEBSITE TO BE BUILT SHOULD BE DONE. IF YOU WOULD LIKE ACCESS TO MAKE CHANGES PLEASE LET ME KNOW. IF YOU BREAK IT YOU FIX IT! OTHERWISE I CAN MAKE CHANGES TOO.

I HAD SPOKE WITH YOU ABOUT CANVA IN OUR ROUND TABLE MEETING IF YOU WOULD LIKE THIS AND IF YOU NEED HELP SETTING THIS UP PLEASE REACH OUT AND I WOULD LOVE TO HELP YOU.

WITH SPRING/SUMMER COMING SO DOES OPPORTUNITIES TO DO SPONSORSHIPS IN YOUR COMMUNITIES THAT MIGHT REQUIRE A BANNER OR SOMETHING ELSE. I CAN GET THOSE FAIRLY CHEAP FOR YOU JUST GIVE ME ENOUGH NOTICE.

WENDY JURGENS

Find Out Why Our Agents and Clients Insure Their Trust With Us!



Mission

Through our agents, The Farmers Union Organization and our agency partners, we endeavor to protect and to serve the needs of our policyholders in an honest, fair and efficient manner. We strive to provide to our agents and customers a strong relationship with unprecedented value. We are dedicated to outperforming our competition by building relationships in our communities, expanding markets, attracting members and exceeding expectations.

What We Offer

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- Sales training
- Financial Services Division and Specialists
- Incentives & Opportunities!
- Handling appointments with carriers CSR and office staff support and training
- Profit share program
- Competitive commission

Rob Fisher
Regional Production Director

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MANAGER NOTES

Well, it has started off to be an interesting year to say the least. With everything that has happened and is happening, I often stop to think about reactions. Reactions to news. To, companies changing. To our personal lives. Sometimes, we get so caught up in everything around us that we fail to take care of our own. What is your reaction? To companies, rates, changes etc? Do you take a minute and check on your self? Your families? We all know Kevin Harrington and his group sell financial products. But have you checked on them for yourselves? Are you aware of the financial burdens that lay in waiting to those not adequately insured? Are you aware of your own policies? Home deductibles, auto deductibles. What happens if you need a new roof this spring? Have a hospital stay? Do you have the money to cover a deductible now? Do you know what your deductible is? This seems elementary, I know. But how can we take care of our clients needs if we haven't reviewed our own? I used the word "reaction" above. Would you be reacting if something happened in your life that caused these expenses, or can/have you been proactive in your own policies and situations. Have you taken care of "you"? So often in this business, we forget about our own. We get so carried away trying to make new sales and gain new clients and growing our agencies, that we fail ourselves. With that said, my article this month is short and sweet. I challenge each of you, to pull out every policy you own. Jot down the coverages and deductibles, just as if you were working on a clients. Where are your shortcomings? Even if you have updated in the last few years, do it again. Now. Make sure you have the coverages you need with the deductibles you can handle. Make sure you have the supplemental policies that will assist you in times of needs. By working on your own, it will come more naturally to work on everyone elses. Its hard to sell something that we ourselves do not own and do not see a value in. There isn't one of us that is insured 100% the way we should/need to be. Practice on your self, and your family. Know the products, and as much information about them as you can. For the financial, ask Kevin Harrington to review yours. See what he does. For the remainder, advise yourself just as you would advise a client. See if it makes sense. For now, lets be proactive and not reactive.

Kevin Herrold- Nebraska State Manager

New Policies Added In March

Curtis Hinrichs	39	Jennifer Edwards	7
Amanda Fritch	24	Lacey Lange	7
Ryan Scheetz	24	Roy McCoy	7
Tom Clark	22	Sara Swackhamer	7
Yvonne Guy	21	Andy Hopper	6
Jeff Kindel	20	Greg Frank	6
Pam Caba	20	Jim Gierhan	6
Brandon Dahna	15	Brian West	5
Mark Kavan	15	Hilary Christian	5
Nicole Faulconer	15	Lavelle McFarland	5
Nicole Tonjes	13	Tommy Velasquez	5
Brandon Spevacek	12	Vicky Elliott	5
Jason Ortman	12	Dustin Ford	4
Hanna Hertzig	11	Haley Helzer	4
Kris Narvaez	11	Steve Yearout	4
Stacey Addison	11	Jack Olson	3
Danielle Benash	10	Jacob Irvin	3
Staci Foreman	10	Jerry Nolte	3
Todd Whitehill	10	Shannon Schibi	3
Brian Koch	9	Travis McCarter	3
Samantha Almquist	9	Trina Smith	3
Amber Conway	8	David Snyder	2
Jay Obermiller	8	Krystal Lind	2
Ken Troost	8	Nicole Johnson	2
Kyle Wade	8	Nicole Schaller	2
Mario Lopez	8	Randy Mader	2
Richard Boxum	8	Tye Johnson	2
Ron Clark	8	Clayton Schmitz	1
Zach Teske	8	Jason Frazier	1
		Matt Anderson	1
		Peyton Stammer	0

Totals 513



2025 Farmers Union Agencies Summit Contest

Secrets Moxché Playa Del Carmen

February Update All Agents

TOTAL POINTS

Brian Koch	21131	Yvonne Guy	2969
Kyle Wade	20185	Krystal Lind	2833
Tye Johnson	16689	Curtis Hinrichs	2683
Amanda Fritch	14932	Lavelle McFarland	2655
Zach Teske	12671	Danielle Benash	2507
Mark Kavan	12508	Dustin Ford	2464
Tom Clark	12312	Hilary Christian	2356
Amber Conway	8064	Jennifer Edwards	2302
Jeff Kindel	7762	Jim Gierhan	2112
Jason Ortman	7233	Haley Helzer	1999
Nicole Tonjes	6171	Nicole Faulconer	1899
Brandon Spevacek	5840	Kris Narvaez	1830
Jay Obermiller	5749	Steve Yearout	1760
Shannon Schibi	5432	Lacey Lange	1344
Vicky Elliott	5383	Jacob Irvin	1274
Ron Clark	5323	Mario Lopez	1209
Brian West	4598	Samantha Almquist	1073
Hanna Hertzog	4392	Matt Anderson	1058
Clayton Schmitz	4194	Staci Foreman	861
Jack Olson	4057	Andy Hopper	785
Pam Caba	3710	Brandon Dahna	776
Travis McCarter	3660	Jason Frazier	217
Randy Mader	3383	Jerry Nolte	190

TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

Hilary Christian	9353
Roy McCoy	7834
Nicole Tonjes	3257
Amanda Fritch	2012
Jason Ortman	1838
Tom Clark	1724
Danielle Benash	1191
Jennifer Edwards	1177
Amber Conway	763
Vicky Elliott	753
Brian West	742
Jack Olson	696
Andy Hopper	568
Staci Foreman	559
Trina Smith	543
Mark Kavan	541
Yvonne Guy	417
Brian Koch	318
Pam Caba	312
Sara Swackhamer	267

TOP NEW AGENT

Trina Smith	76045
Brandon Dahna	51022
Krystal Lind	30763
Samantha Almquist	30358
Shannon Schibi	22313
Dustin Ford	17652
Lavelle McFarland	15071
Staci Foreman	13658
Lacey Lange	10958
Jacob Irvin	10891
Travis McCarter	8852
Jennifer Edwards	951

FUMA COMMERCIAL CLUB

Andy Hopper	77624
Yvonne Guy	24887
Krystal Lind	24777
Stacey Addison	21075
Jason Ortman	14989
Kris Narvaez	13141

(ELIGIBLE)

SUMMIT CROP GROUP

First Crop Update Will be in June

Agent New Premium for February

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Andy Hopper	101,668	Jack Olson	20,192	Kyle Wade	8,887	Clayton Schmitz	3,113
Tom Clark	93,506	Jay Obermiller	19,821	Krystal Lind	8,272	Sara Swackhamer	3,097
Amanda Fritch	76,335	Matt Anderson	18,399	Brian Koch	8,070	Tye Johnson	2,346
Yvonne Guy	48,274	Todd Whitehill	17,273	Staci Foreman	7,732	Greg Frank	2,290
Ryan Scheetz	42,489	Ken Troost	16,918	Steve Yearout	7,261	Brian West	1,759
Jeff Kindel	41,160	Jim Gierhan	15,204	Haley Helzer	7,242	Nicole Johnson	1,596
Pam Caba	40,051	Stacey Addison	12,903	Roy McCoy	6,697	Vicky Elliott	939
Curtis Hinrichs	39,424	Mario Lopez	11,979	Brandon Spevacek	6,663	Jacob Irvin	685
Hanna Hertzog	33,640	Nicole Tonjes	11,771	Tommy Velasquez	5,919	David Snyder	-
Kris Narvaez	29,910	Trina Smith	11,620	Brandon Dahna	5,608	Jennifer Edwards	-
Jason Ortman	27,149	Samantha Almquist	11,362	Jerry Nolte	5,273	Richard Boxum	-
Nicole Faulconer	25,071	Shannon Schibi	11,155	Hilary Christian	4,837		
Mark Kavan	23,762	Nicole Schaller	10,732	Travis McCarter	4,551		
Ron Clark	23,126	Jason Frazier	10,629	Lacey Lange	3,432		
Zach Teske	22,581	Dustin Ford	10,497	Lavelle McFarland	3,414		
Danielle Benash	20,971	Amber Conway	9,011	Randy Mader	3,225		

New Premium Financial Services

Jason Ortman	151,897	Tommy Velasquez	240	Lillian Fritch	Staci Foreman
Roy McCoy	105,817	Lacey Lange	192	Haley Helzer	Steve Yearout
Hilary Christian	7,200	Mark Kavan	72	Jacob Irvin	Todd Whitehill
Ryan Scheetz	4,926	Lavelle McFarland		Nicole Faulconer	Tom Clark
Jennifer Edwards	2,860	Tommy Velasquez		Nicole Johnson	Tommy Velasquez
Amanda Fritch	1,729	Amanda Fritch		Nicole Schaller	Tye Johnson
Staci Foreman	1,351	Andy Hopper		Jason Frazier	Vicky Elliott
Brandon Dahna	889	Brian Koch		Jason Ortman	Yvonne Guy
Curtis Hinrichs	720	Brian West		Randy Mader	Trina Smith
Jack Olson	561	Jerry Nolte		Richard Boxum	Lacey Lange
David Snyder	491	Jim Gierhan		Ron Clark	
Nicole Tonjes	338	Ken Troost		Brandon Spevacek	
Brian Koch	258	Kris Narvaez		Samantha Almquist	
Pam Caba	240	Clayton Schmitz		Sara Swackhamer	
Danielle Benash	240	Dustin Ford		Shannon Schibi	
Sara Swackhamer	240	Greg Frank		Stacey Addison	

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Amanda Fritch	62,867
Pam Caba	30,273
Mark Kavan	26,649
Tom Clark	22,148
Matthew Anderson	18,399
Jay Obermiller	17,785
Nicole Tonjes	17,425
Jeff Kindel	10,660
Kenneth Troost	8,916
Jason Frazier	8,703
Hanna Hertzig	8,668
Brandon Spevacek	8,657
Danielle Benash	8,002
Jason Ortman	5,462
Sara Swackhamer	5,244
Jerry Nolte	5,114
Randy Mader	4,932
Zach Teske	4,429
Amber Conway	4,397
Ryan Scheetz	4,233

AMERICAN MODERN

AGENT	TOTALS
Trina Smith	9,530
Hilary Christian	3,347
Kenneth Troost	3,277
Jason Ortman	3,044
Yvonne Guy	2,844
Brandon Dahna	2,638
Roy McCoy	2,529
Jeff Kindel	2,449
Shannon Schibi	2,335
Jay Obermiller	2,093
Nicole Johnson	1,596
Clayton Schmitz	1,430
Samantha Almquist	1,086
Nicole Faulconer	939
Curtis Hinrichs	356

NATIONWIDE

AGENT	TOTALS
Ron Clark	16,216
Ryan Scheetz	2,491
Yvonne Guy	1,731
Dustin Ford	887
Krystal Lind	245
Andy Hopper	-
Krystal Lind	-
Curtis Hinrichs	-
Shannon Schibi	-
Jay Obermiller	-
Jennifer Edwardsi	-
Samantha Almquist	-
Staci Foreman	-
Jacob Irvin	-
Mark Kavan	-

BATTLE CREEK

AGENT	TOTAL
Tommy Velasquez	3,158
Jay Obermiller	3,061
Curtis Hinrichs	2,948
Brian Koch	2,808
Amber Conway	2,082
Mark Kavan	367
Danielle Benash	-
Clayton Schmitz	-
Mark Kavan	-
Tye Johnson	-
Brian West	-
Sara Swackhamer	-
Jason Ortman	-
Nicole Johnson	-
Nicole Tonjes	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Spevacek	5,645
Brandon Dahna	5,135
Zach Teske	3,472
Kris Narvaez	2,682
Ron Clark	2,181
Jim Gierhan	1,919
Steve Yearout	1,120
Greg Frank	1,034
Trina Smith	443
Haley Helzer	-

ENCOMPASS

AGENT	TOTALS
Ryan Scheetz	18,611
Mark Kavan	2,198
Travis McCarter	-
Kyle Wade	-
Brian Koch	-

SAFECO

AGENT	TOTALS
Zach Teske	11,513
Jeff Kindel	9,200
Yvonne Guy	7,311
Mario Lopez	6,652
Roy McCoy	6,537
Jacob Irvin	6,445
Steve Yearout	6,412
Nicole Faulconer	5,936
Kris Narvaez	5,686
Todd Whitehill	5,418
Haley Helzer	5,329
Brandon Spevacek	5,161
Ryan Scheetz	4,767
Dustin Ford	4,110
Stacey Addison	4,102

PROGRESSIVE

AGENT	TOTALS
Andy Hopper	65,751
Curtis Hinrichs	25,914
Danielle Benash	12,968
Yvonne Guy	10,290
Amanda Fritch	9,389
Ryan Scheetz	8,583
Pam Caba	7,311
Brandon Dahna	7,295
Samantha Almquist	7,254
Mark Kavan	6,141
Brandon Spevacek	5,259
Tommy Velasquez	4,605
Kyle Wade	4,603
Shannon Schibi	3,644
Amber Conway	3,338
Brian West	2,911
Vicky Elliott	2,765
Sara Swackhamer	2,201
Hanna Hertzig	2,052
Greg Frank	1,494

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Curtis Hinrichs	2,930
Yvonne Guy	2,904
Ryan Scheetz	2,732
Shannon Schibi	1,320
Brian West	960
Zach Teske	485
Trina Smith	286
Jacob Irvin	211
Jeff Kindel	-
Samantha Almquist	-
Haley Helzer	-
Stacey Addison	-
Roy McCoy	-
Todd Whitehill	-
Brandon Spevacek	-
Roy McCoy	-
Hanna Hertzog	-
Jason Frazier	-
Randy Mader	-
Mario Lopez	-
(From EPIC)	

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Kris Narvaez	13,141
Zach Teske	6,927
Brandon Dahna	3,284
Andy Hopper	2,681
Trina Smith	2,143
Nicole Tonjes	1,721
Dustin Ford	1,564
Jason Ortman	1,095
Tye Johnson	336
Yvonne Guy	90
(From EPIC)	

ENCOVA

AGENT	ALL LINES
Ryan Scheetz	2,577
Brian Koch	2,067
Amanda Fritch	717
Danielle Benash	535
Kyle Wade	327
Jay Obermiller	-
Ryan Scheetz	-
Tommy Velasquez	-
Kenneth Troost	-
Jack Olson	-
(From EPIC)	

FOREMOST

AGENT	ALL LINES
Todd Whitehill	4,997
Nicole Faulconer	2,429
Hilary Christian	1,490
Trina Smith	842
Kyle Wade	-
Tom Heath	-
Brian Koch	-
Mark Kavan	-
Ryan Scheetz	-
Kyle Wade	-
(From EPIC)	

SECURA

AGENT	ALL LINES
Andy Hopper	11,873
Krystal Lind	5,629
Randy Mader	-
Ron Clark	-
Samantha Almquist	-
Shannon Schibi	-
Brandon Spevacek	-
Stacey Addison	-
Yvonne Guy	-

STATE AUTO

AGENT	ALL LINES
Tom Clark	41,035
Shannon Schibi	3,308
Andy Hopper	-
Zach Teske	-
Haley Helzer	-
Andy Hopper	-
Jennifer Edwards	-
(From EPIC)	



Financial Services Award



TOP FINANCIAL SERVICES AGENT

JENNIFER LARABEE	16856	JASON ORTMAN	1838
HILARY CHRISTIAN	9353	TOM CLARK	1724
ROY MCCOY	7834	DANIELLE BENASH	1191
NICOLE TONJES	3257	JENNIFER EDWARDS	1177
AMANDA FRITCH	2012	AMBER CONWAY	763