

MIDWEST MATTERS



General Manager Notes

THE END (OF 2023) IS NEAR!

It is truly difficult for me to believe that it is December already... We made it through Thanksgiving and the season of State Conventions is upon us and next it will be Christmas and New Year 2024! When you look back it's normal to wonder where the time went, but if you can identify a few successes from 2023 then you know you are heading in the right direction. As I reflect back on 2023, we made some significant changes:

- I committed to our Owner Partnership to enhance and expand the FUMA Agency growth of agents and premium to attain \$20M in commission revenue by 2028.
 - We reorganized our management team with titles and responsibilities to offer a more clear path and access for you when you request information or assistance.
 - We added Wendy Jurgens as our Regional Marketing Manager to help us enhance our unified brand footprint within our states.
 - We hosted the first Dynamics of Selling seminar for our newer agents since 2015.
 - We won the authority and permission to offer a Nationwide "NFU Member Benefits" program to all Farmers Union Members.
 - All this and we have geared up for more marketing and opportunity in 2024!
- "We know as an agency that we are not successful unless you, our agents are successful. So, everything we do to and for you is to help you meet your goals and be successful!" This mantra has not changed since I first spoke the words in 2013 and it will not change as long as I am here... But, I have also stressed that the determination and desire to be successful has to come from you, as our Agent of Midwest! Many of you have found amazing success! Most of you annually meet your goals and experience success year over year. Some of you are new and still looking for that third and fourth level of success, where you are "Consciously Competent" and then "Unconsciously Competent". We are here to help you and we need everyone's determination and dedication to being successful! 2023 is nearly done and 2024 will be here in a blink of our eye! Be ready, be prepared for 2024. Make it a priority to finish 2023 strong... Spend time with your family and enjoy it knowing that you closed this year strong and are prepared for the New Year to hit the ground running! It's going to be a challenging year... But, we are a team. In many ways a family and we all want to see each other be successful. We will win in 2024, so do your preparation to be a part of the success. I'm really excited to be a part of our growth as we outpace our competition and grow individually and as an agency. Have a great Holiday Season and Thank You for all you do! It's a great time to be a FUMA Agent! Be proud of what you can offer! Thanks again for your Success!

Jeff

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December Birthdays

Haley Helzer December 1
Steve Yearout December 13

Mark Kavan December 14
Travis McCarter December 13

December Anniversaries

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

- Richard Boxum began his career on December 1, 1975...48 Years Service
- Jim Gierhan began his career on December 1, 2003...20 Years Service
- Curtis Hinrichs began his career on December 1, 2018...5 Years Service
- Hanna Hertzig began her career on December 1,2011...12 Years Service
- Wendee Jones began her career on December 1, 2019...4 Years Service
- Jay Obermiller began his career on December 15, 1995...28 Years Service
- Greg Frank began his career on December 19, 1983....40 Years Service

NOVEMBER 29-30: KANSAS FARMERS UNION STATE CONVENTION IN SALINA KANSAS AT THE HILTION GARDEN INN

DECEMBER 8-9: NEBRASKA FARMERS UNION STATE CONVENTION IN NORFOLK NEBRASKA AT THE DIVOTS CONFERENCE CENTER

JANUARY 9-10: FUMA FFL MEETING AT THE BLUEMONT HOTEL, MANHATTAN, KS



AGENT NEWS



HALEY HELZER WON THE RETAIL/SERVICE AWARD FOR NORTH CENTRAL REGION THROUGH THE KANSAS DEPARTMENT OF COMMERCE



ROY MCCOY AND HIS BOWLING TEAM

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

HELLO FROM LINCOLN, WITH NOVEMBER AND THANKSGIVING BEHIND OR NEARLY BEHIND US WE ARE FOCUSING ON THE END OF YEAR TASKS AND MOST CERTAINLY ON CHRISTMAS AND THE DECEMBER / NEW YEARS HOLIDAYS.

AS AN UPDATE KATHY IS STILL OUT - SHE IS HAVE CHEMO TREATMENTS AND I EXPECT THOSE TO GO THROUGH THE END OF THE YEAR. SHE IS IN GOOD SPIRITS AND HOPEFULLY SHE'LL BE ABLE TO RETURN AFTER THE FIRST OF THE YEAR.

AS YOU MAY KNOW, IN THE BROKER AND CARRIER WORLD DECEMBER IS A TIME OF PART TIME WORKERS, VACATION DAYS, CLOSING EARLY FOR HOLIDAY PARTIES ETC. ETC. THE MESSAGE IS LOOK AHEAD AND BE SURE YOU HAVE ALL OF YOUR DECEMBER AND EARLY JANUARY ITEMS PROCESSED AND YOU CAN GET THAT BIND REQUEST IN EARLY. CHRISTMAS IS ON A MONDAY THIS YEAR AND THE LINCOLN OFFICE WILL BE CLOSED MONDAY AND TUESDAY. THAT IS THE 25TH AND 26TH. 😊

2023 WAS A PRETTY PRODUCTIVE YEAR - EXPANDED MARKETS, INCLUDING THE MEMBER BENEFITS PROGRAMS, THE ADDITION OF A MARKETING PERSON, WE ADDED 10 NEW AGENTS AND THE LINCOLN OFFICE RECEIVED A NEW KEURIG MACHINE! 2024 LOOKS TO HOLD A BRIGHT FUTURE WITH LOTS OF POSSIBILITIES.

HAVE A WONDERFUL HOLIDAY SEASON WITH FAMILY AND FRIENDS - BE SAFE AND WE LOOK FORWARD TO ASSISTING YOU WHEN WE CAN!



Trina Smith- Farmers Union Midwest
Agency 2015 Forest Avenue., Suite 101
Great Bend, KS 67530



The same protection you are use to just
with a different name!

Ty Racette is Retired and I have the privilege
to take over the Farmers Union Midwest
Agency-Ty Racette Insurance.
Unfortunately there has been some
confusion as Ty always used his name but
was always through Farmers Union
Midwest Agency. I am looking forward to
working
with all of you and you can count on the
great protection and coverage you have
always had just with a new name- Trina
Smith. If you have any questions or
concerns please reach out to me.

Trina Smith
620.617.9977
tsmith@fumainsurance.com

☐ Auto ☐ Life ☐ Business
☐ Home ☐ Health ☐ Farm/Crop



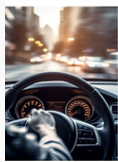
Farmers
Union
Midwest
Agency

Ty Racette Insurance Retired and is now changing to:

Trina Smith-Farmers Union Midwest Agency

CALL FOR A QUOTE OR WITH ANY QUESTIONS TODAY!

620.617.9977



2015 Forest Avenue., Suite 101, Great Bend, KS 67530

tsmith@fumainsurance.com

Always Be Branding "ABB"

SINCE WE MADE THE DECISION TO BRING WENDY JURGENS ON AS YOUR REGIONAL MARKETING MANAGER, SHE HAS BEEN EXTREMELY BUSY PROVIDING EACH OF YOU MANY DIFFERENT RESOURCES TO GROW YOUR BUSINESS. AT OUR UPCOMING STATE FARMERS UNION CONVENTIONS, SHE WILL BE SHARING MANY OF THOSE EARLY SUCCESS STORIES AS WELL AS MANY MORE NEW AND EXCITING THINGS WE ARE WORKING ON FOR THE BENEFIT OF ALL.

OVER THE NEXT WEEKS WE WILL BE WORKING ON SEVERAL ITEMS, ALL WITH THE END GOAL OF BUILDING 1 CONSISTENT UNIFIED BRAND WHICH IS FARMERS UNION MIDWEST AGENCY. THIS BRAND BUILDING WILL BENEFIT ALL LOCATIONS AND ALL PRODUCERS WITH ADDITIONAL OPPORTUNITIES TO GROW OUR MUTUAL BUSINESS TOGETHER. WEATHER YOU USE FACEBOOK OR NOT, WEATHER YOU HAVE A WEBSITE OR NOT, OUR GOAL IS TO PROVIDE RESOURCES THAT WILL BENEFIT EACH OF OUR MUTUAL CUSTOMERS, PROSPECTS, COMMUNITIES, AND PRODUCERS.

WE HAVE BEEN WORKING WITH MANY OF YOU ALREADY TO BRING YOUR VARIOUS ITEMS INTO COMPLIANCE WITH OUR NEW GUIDELINES BE IT BUSINESS CARDS OR OFFICE SIGNAGE, OR ANYTHING IN BETWEEN. AND WE WILL CONTINUE TO WATCH FOR AND MONITOR OTHER OPPORTUNITIES TO COMMUNICATE DIRECTLY WITH YOU INDIVIDUALLY ON ANY NEEDS WE MAY BE AWARE OF THAT NEED TO BE ADDRESSED.

I WOULD ENCOURAGE YOU AS WE CLOSE OUT 2023 TO CONTACT WENDY JURGENS AT WJURGENS@FUMAINSURANCE.COM, OR CALL HER AT 402-806-0013 ANYTIME BEFORE YOU PLACE THAT NEW AD, ORDER YOUR 2024 CALENDARS, ORDER NEW BUSINESS CARDS, AND ANYTHING ELSE WHERE THE FARMERS UNION MIDWEST AGENCY BRAND WILL BE OR SHOULD BE USED. SHE CAN PROVIDE YOU WITH MANY OF THESE ITEMS ALREADY WITH APPROVED BRANDING OR GIVE YOU THE NECESSARY ITEMS THAT ARE APPROVED TO PROVIDE TO YOUR LOCAL VENDOR TO PROVIDE THESE FOR YOU AS WELL.

TOGETHER WITH 1 CONSISTENT UNIFIED BRAND, WE WILL BE ABLE TO MAINTAIN OUR CURRENT BOOK OF BUSINESS AND EVEN GROW DURING THIS UNPRECEDENTED TIME WITH A MESSAGE OF STRENGTH BY LETTING ALL OF OUR CUSTOMERS AND PROSPECTIVE BUYERS ACROSS KANSAS AND NEBRASKA KNOW THAT YOU AS A FARMERS UNION MIDWEST AGENCY AGENT ARE HERE TO PROVIDE THE ANSWERS AND INFORMATION THEY NEED TO HAVE ON A TIMELY BASIS WHICH IS A KEY PART OF OUR MISSION AND VISION!

TERRY KIRBY



JERRY NOLTES NEW SIGNS



MANAGER NOTES

Its been a long year and I think its time for some year end fun so, I thought we should have something fun this month in "manager notes". So I have compiled a short list (15) of questions and answers about the insurance industry. Once you answer them to the best of your ability, email me for the correct answers and we will see who gets the most correct and maybe just maybe I can grab some swag from the back rooms of the region office and send it to the person with the most correct answers.

- 1.Which federal health insurance program can be supplemented by a Medigap policy?
- 2.What "B" term refers to a licensed person or organization that a person pays to look for insurance on their behalf?
- 3.One of Boston's best-known skyscrapers, "The Pru's" nickname is short for the name of what insurance company?
- 4.Progressive is one of the most well-known insurance providers that offers which type of "forgiveness"—for example, if you wreck your car, you might be able to get some extra coverage so that your rate won't go up?
- 5.The oldest insurance company in the United States, the Philadelphia Contributionship, was first organized in 1752 by what famous Philadelphian and Founding Father?
- 6.As liability insurance protects the insured against damaging someone else's property, it sometimes also called "_____ Party" insurance. The ordinal name points out the distance from personal damage, as compared to usual insurance.
- 7.Which American insurer founded in 1912 is headquartered in Boston but has an NYC landmark in its logo?
- 8.For insurance valuation purposes, actual cash value of property is defined as replacement cost minus what D-word that means decrease in value due to wear, tear, and/or the passing of time?
- 9.Regis Philbin, Meredith Vieira, and Terry Crews all hosted what game show with an insurance policy that covers them if a contestant wins the titular jackpot amount?
- 10.What colloquial term for an area of the United States with a relatively high rate of a specific type of severe weather includes Arkansas along with 10-12 other states? The term was first used in 1952 and is considered by climatologists to largely be an imprecise, media-driven term.
- 11.Liability insurance is offered by what insurance company, which has a buck for a mascot and is "The" company associated with its Connecticut city?
- 12.What "C" term can be used to describe a first of third party in an insurance dispute, basically any person who asserts right of recovery?
- 13.What is the "U" term for insurance that is considered excess of other specific policies for a policyholder? These plans originated in the late 1940s and were popularized in the 1960s in the U.S.
- 14.Keeping you from sweating in your khakis, auto insurance that covers the difference between compensation for a total loss and the amount owed on financing shares its name with what clothing store?
- 15.What sweet substance is guilty of a January 15, 1919 "flood" in which 21 people and several horses were killed in the North End?

Kevin Herrold

New Policies Added In September

Yvonne Guy	16	Roy McCoy	5
Mark Kavan	14	Vicky Elliott	5
Pam Caba	14	Clayton Schmitz	4
Zach Teske	13	Hilary Christian	4
Brian Koch	12	Todd Whitehill	4
Nicole Faulconer	12	Tom Clark	4
Curtis Hinrichs	11	Tommy Velasquez	4
Ryan Scheetz	9	Tye Johnson	4
Danielle Benash	8	Amber Conway	3
Kris Narvaez	8	Krystal Lind	3
Kyle Wade	8	Mario Lopez	3
Lavelle McFarland	8	Randy Mader	3
Nicole Tonjes	8	Steve Yearout	3
Trina Smith	8	Greg Frank	2
Brandon Spevacek	7	Jim Gierhan	2
Dustin Ford	7	Sara Swackhamer	2
Hanna Hertzog	7	Shannon Schibi	2
Jason Ortman	7	Jason Frazier	1
Jay Obermiller	7	Richard Boxum	1
Jeff Kindel	7	Travis McCarter	1
Andy Hopper	6	Brian West	0
Jacob Irvin	6	David Snyder	0
Matt Anderson	6	Jack Olson	0
Samantha Almquist	6	Nicole Johnson	0
Stacey Addison	6	Nicole Schaller	0
Haley Helzer	5	Ron Clark	0
Jennifer Edwards	5	Staci Foreman	0
Jerry Nolte	5		
Ken Troost	5		
Lillian Fritch	5		

Totals 306



2024 Farmers Union Agencies Summit Contest

Secrets Papagayo Costa Rica

OCTOBER UPDATE ALL AGENTS

TOTAL POINTS

Tye Johnson	52306
Pam Caba	40944
Mark Kavan	37287
Andy Hopper	35861
Jeff Kindel	34762
Yvonne Guy	25271
Brian Koch	24245
Lil Fritch	24116
Zach Teske	23480
Matt Anderson	21223
Jay Obermiller	20821
Nicole Tonjes	20679
Kyle Wade	19165
Greg Frank	18141
Tom Clark	18116
Lavelle McFarland	18039
Haley Helzer	16181
Brandon Spevacek	15514
Jason Ortman	15304
Nicole Faulconer	14489
Jack Olson	14312
Kris Narvaez	10947
Amber Conway	10849

Nicole Johnson	10291
Clayton Schmitz	9201
Jacob Irvin	8733
Curtis Hinrichs	8724
Hanna Hertzog	8265
Tommy Velasquez	8200
Jerry Nolte	7938
Jennifer Edwards	7722
Ken Troost	7629
Todd Whitehill	7224
Dustin Ford	6907
Staci Foreman	6651
Stacey Addison	6277
Jason Frazier	6141
Vicky Elliott	5863
Jim Gierhan	5520
Krystal Lind	5489
Richard Boxum	5487
Randy Mader	4597
Sara Swackhamer	4563
Brian West	4013
David Snyder	3770
Nicole Schaller	2663

TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

Hilary Christian	46601
Nicole Tonjes	21771
Jack Olson	17053
Andy Hopper	14803
Roy McCoy	12357
Amanda Fritch	10622
Matt Anderson	9122
Brian West	8184
Ryan Scheetz	7718
Jason Ortman	7568
Vicky Elliott	7208
Jason Frazier	6365
Amber Conway	5974
Curtis Hinrichs	5625
Pam Caba	5194
Lavelle McFarland	5118
Krystal Lind	4970
Dustin Ford	4965
Jay Obermiller	4837
Tom Clark	4219

TOP NEW AGENT

Danielle Benash	127958
Krystal Lind	105504
Dustin Ford	92733
Staci Foreman	91024
Samantha Almquist	86403
Jennifer Edwards	85680
Shannon Schibi	83843
Tommy Velasquez	64217
Jacob Irvin	59006
Lavelle McFarland	54906
Trina Smith	24633
Travis McCarter	15101
Lacey Lange	4804

FUMA COMMERCIAL CLUB

Ryan Scheetz	260391
Yvonne Guy	251809
Kyle Wade	159038
Pam Caba	101943
Andy Hopper	90538
Tommy Velasquez	8966

(ELIGIBLE)

SUMMIT CROP GROUP

Mark Kavan	109
Clayton Schmitz	49
Lillian Fritch	26
Jim Gierhan	15
Stacey Addison	15
Brian Koch	13
Randy Mader	13
Jerry Nolte	10
Richard Boxum	10
Tom Clark	6
Amber Conway	6
Jay Obermiller	2

Agent New Premium for October

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Tye Johnson	152,992	Lavelle McFarland	17,484	Randy Mader	8,789	Amber Conway	2,433
Andy Hopper	44,415	Jason Ortman	16,590	Tommy Velasquez	8,054	Jason Frazier	2,175
Krystal Lind	33,236	Mark Kavan	16,583	Jim Gierhan	7,489	Richard Boxum	2,073
Pam Caba	32,370	Haley Helzer	15,780	Jacob Irvin	7,472	Ron Clark	918
Jeff Kindel	32,046	Clayton Schmitz	15,633	Roy McCoy	7,311	Staci Foreman	811
Brian Koch	26,369	Stacey Addison	13,579	Vicky Elliott	7,305	Nicole Johnson	0
Ryan Scheetz	25,985	Todd Whitehill	13,560	Jerry Nolte	7,085	Nicole Schaller	0
Kyle Wade	25,294	Hanna Hertzig	12,529	Trina Smith	6,992	David Snyder	0
Nicole Faulconer	25,107	Ken Troost	11,851	Travis McCarter	6,799	Jack Olson	0
Zach Teske	24,587	Kris Narvaez	11,560	Mario Lopez	6,127	Lacey Lange	0
Tom Clark	23,608	Curtis Hinrichs	11,350	Greg Frank	5,238	Tom Heath	0
Danielle Benash	23,405	Nicole Tonjes	11,217	Sara Swackhamer	5,037		
Dustin Ford	21,981	Lillian Fritch	10,588	Hilary Christian	5,017		
Matt Anderson	21,237	Jay Obermiller	9,837	Shannon Schibi	4,115		
Samantha Almquist	19,338	Jennifer Edwards	9,021	Steve Yearout	3,945		
Yvonne Guy	18,742	Brandon Spevacek	8,906	Brian West	2,652		

New Premium Financial Services

Roy McCoy	126,917	Greg Frank	Lillian Fritch	Staci Foreman
Hilary Christian	74,888	Haley Helzer	Mario Lopez	Steve Yearout
Pam Caba	3,363	Hanna Hertzig	Mark Kavan	Todd Whitehill
Brian Koch	3,282	Brian West	Nicole Faulconer	Tom Clark
Jason Ortman	1,957	Janel Moore	Nicole Johnson	Tommy Velasquez
Kyle Wade	1,194	Jacob Irvin	Nicole Schaller	Tye Johnson
Jennifer Edwards	586	Jay Obermiller	Nicole Tonjes	Vicky Elliott
Yvonne Guy	491	Jeff Kindel	Clayton Schmitz	Yvonne Guy
Shannon Schibi	437	Jennifer Larabee	Randy Mader	Trina Smith
Trina Smith		Jerry Nolte	Richard Boxum	Lacey Lange
Curtis Hinrichs		Jim Gierhan	Ron Clark	
Jeff Kindel		Ken Troost	Brandon Spevacek	
Lavelle McFarland		Kris Narvaez	Samantha Almquist	
Tommy Velasquez		Krystal Lind	Sara Swackhamer	
Amanda Fritch		David Snyder	Shannon Schibi	
Amber Conway		Andy Hopper	Stacey Addison	

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Mark Kavan	70,138
Matt Anderson	61,110
Pam Caba	59,920
Jeff Kindel	53,732
Tye Johnson	45,134
Danielle Benash	43,225
Andy Hopper	41,892
Lil Fritch	40,074
Ryan Scheetz	36,280
Jack Olson	35,577
Nicole Tonjes	33,863
Haley Helzer	29,374
Greg Frank	27,868
Jerry Nolte	26,249
Brian Koch	23,340
Brandon Spevacek	23,102
Ken Troost	21,048
Jason Ortman	19,663
Jim Gierhan	16,743
Lavelle McFarland	14,034

AMERICAN MODERN

AGENT	TOTALS
Yvonne Guy	11,578
Pam Caba	9,846
Tom Clark	8,239
Todd Whitehill	6,845
Mark Kavan	6,739
Danielle Benash	6,250
Vicky Elliott	5,875
Jason Ortman	5,726
Jay Obermiller	5,620
Lil Fritch	4,961
Curtis Hinrichs	4,819
Sara Swackhamer	4,635
Nicole Faulconer	4,201
Kyle Wade	4,010
Mario Lopez	3,894

NATIONWIDE

AGENT	TOTALS
Ryan Scheetz	38,337
Amber Conway	21,534
Brian Koch	20,451
Curtis Hinrichs	18,150
Kyle Wade	17,487
Andy Hopper	16,793
Tommy Velasquez	15,207
Jay Obermiller	13,325
Krytal Lind	10,981
Brandon Spevacek	9,028
Shannon Schibi	8,691
Samantha Almquist	8,277
Staci Foreman	8,178
Dustin Ford	7,001
Mark Kavan	6,792

BATTLE CREEK

AGENT	TOTAL
Brian Koch	33,056
Jay Obermiller	17,991
Kyle Wade	13,245
Lillian Fritch	12,254
Clayton Schmitz	11,776
Mark Kavan	11,168
Jack Olson	10,594
Amber Conway	9,539
Tye Johnson	9,207
Curtis Hinrichs	8,357
Sara Swackhamer	5,734
Jason Ortman	5,714
Nicole Tonjes	4,159
Vicky Elliott	3,850
Danielle Benash	2,722

KANSAS MUTUAL

AGENT	TOTALS
Kris Narvaez	22,032
Brandon Spevacek	22,028
Jeff Kindel	18,648
Samantha Almquist	13,287
Steve Yearout	12,409
Zach Teske	9,674
Jennifer Edwards	7,476
Stacey Addison	7,242
Jason Ortman	5,666
Haley Helzer	4,129

ENCOMPASS

AGENT	TOTALS
Lavelle McFarland	21,200
Mark Kavan	18,794
Travis McCarter	6,330
Sara Swackhamer	3,104
Curtis Hinrichs	2,207

SAFECO

AGENT	TOTALS
Brandon Spevacek	31,136
Jim Gierhan	10,532
Zach Teske	9,979
Yvonne Guy	9,687
Samantha Almquist	7,453
Trina Smith	7,118
Krystal Lind	5,731
Dustin Ford	5,582
Stacey Addison	5,542
Shannon Schibi	5,463
Pam Caba	5,328
Kyle Wade	5,057
Mark Kavan	4,823
Randy Mader	4,289
Nicole Schaller	4,179

PROGRESSIVE

AGENT	TOTALS
Tye Johnson	53,418
Ryan Scheetz	41,553
Yvonne Guy	40,562
Mark Kavan	36,375
Nicole Faulconer	32,440
Zach Teske	39,266
Stacey Addison	29,266
Lil Fritch	27,477
Lavelle McFarland	25,723
Jack Olson	25,435
Danielle Benash	23,332
Pam Caba	20,334
Jason Frazier	18,521
Nicole Tonjes	18,057
Steve Yearout	17,225
Jennifer Edwards	17,090
Nicole Johnson	17,035
Shannon Schibi	16,247
Haley Helzer	16,063
Jason Ortman	15,859

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Zach Teske	91,282
Yvonne Guy	70,818
Tom Clark	42,470
Dustin Ford	38,691
Shannon Schibi	35,240
Krystal Lind	33,369
Ryan Scheetz	32,798
Jeff Kindel	29,940
Samantha Almquist	26,990
Nicole Faulconer	25,932
Brandon Spevacek	18,815
Stacey Addison	18,390
Jacob Irvin	17,708
Jason Frazier	17,218
Haley Helzer	16,895
Hanna Hertzog	16,000
Todd Whitehill	15,565
Roy McCoy	14,673
Jennifer Edwards	14,660
Nicole Johnson	14,187

(From EPIC)

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Tom Clark	6,960
Jacob Irvin	6,287
Jason Ortman	6,124
Nicole Tonjes	6,032
Ryan Scheetz	5,162
Kris Narvaez	4,083
Jeff Kindel	2,827
Pam Caba	2,590
Jim Gierhan	2,533
Jack Olson	2,435

(From EPIC)

ENCOVA

AGENT	ALL LINES
Pam Caba	69,266
Kyle Wade	33,301
Mark Kavan	31,580
Staci Foreman	22,208
Sara Swackhamer	12,763
Jay Obermiller	9,426
Ryan Scheetz	8,290
Tommy Velasquez	5,043
Kenneth Troost	4,717
Jack Olson	3,098

(From EPIC)

FOREMOST

AGENT	ALL LINES
Tommy Velasquez	6,141
Lavelle McFarlad	6,076
Jack Olson	5,949
Curtis Hinrichs	4,942
Kyle Wade	4,444
Tom Heath	4,400
Brian Koch	4,056
Todd Whitehill	2,028
Mario Lopez	2,023
Jerry Nolte	1,317

(From EPIC)

SECURA

AGENT	ALL LINES
Andy Hopper	15,608
Randy Mader	14,430
Tom Clark	12,299
Ron Clark	10,994
Samantha Almquist	9,383
Brandon Spevacek	5,370
Stacey Addison	4,968
Jason Frazier	4,327
Dustin Ford	3,877

STATE AUTO

AGENT	ALL LINES
Kris Narvaez	19,074
Andy Hopper	16,483
Zach Teske	10,931
Tom Clark	9,141
Jennifer Edwards	4,149
Jason Ortman	2,647
Jeff Kindel	1,530

(From EPIC)



Financial Services Award



TOP FINANCIAL SERVICES AGENT

JENNIFER LARABEE	80563	ROY MCCOY	12357
HILARY CHRISTIAN	46601	AMANDA FRITCH	10622
NICOLE TONJES	21771	MATT ANDERSON	9122
JACK OLSON	17053	BRIAN WEST	8184
ANDY HOPPER	14803	RYAN SCHEETZ	7718