

# MIDWEST MATTERS



## General Manager Notes

**WHOOSH!**

It's amazing how fast the year goes by! We are in the final month of the third quarter and already looking forward to what 2025 will bring! For as difficult of a year as 2024 has been... regarding new business, we continue to find ways to bring in new customers and put new business on the books! As an agency our revenue is growing by approximately 10%, which means on average our agents income is growing by nearly 10%. I believe our management team advised you when we realized the hard market was upon us that the agents who persevered and communicated with customers will be the agents who not just survive the hard market, but thrive!

What can we expect in 2025...? I believe we can expect the hard market to spill over into the first and second quarter of 2025. However, there will quickly come a time when companies will shift their focus to a desire for new business! The agents who will thrive when this change comes are the agents who are prepared. Be prepared to market yourself in your communities and to your prospects. But I caution you to not forget to communicate to your good loyal customers. Stay in communication with those customers who stayed with you and came to you during that hard market. They will still be susceptible to other aggressive agents and companies soliciting savings.

So, if you've read this far, you realize that communication is the key to a relationship with your customers. And a solid relationship with your customers is the key to retention!

I'm leaving this week for our third quarter board of directors meeting and I will have positive reports to provide thanks to your hard work and dedication. Because of your success, I can report to our board on our success! It's a great time to be a Midwest Agent... **Thank you for all you do!**

*Jeff*



## This issue:

General Manager Notes

PAGE 01

Birthdays/Anniversaries/Calendar  
of Events

PAGE 02

Agent News/Midwest Minute

PAGE 03

"Always Be Branding"

PAGE 04

Manager Notes

PAGE 05

Summit Contest

PAGE 06

Agent New Premium

PAGE 07

FUMA Production YTD

PAGE 08-09

Financial Services Award

PAGE 10

# MIDWEST MATTERS

## Calender

START AUGUST 19TH  
THROUGH NOVEMBER  
17TH- ANY 10 THIRTEEN  
WEEK CHALLENGE

### September Birthdays

Ryan Scheetz September 5  
Jim Gierhan September 10

Brandon Spevacek September 9  
Richard Boxum September 12

KANSAS CSR TRAINING EAST  
GREAT BEND, KS 09/24  
NEBRASKA CSR TRAINING  
YORK, NE 09/26

### September Anniversaries

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

Gerald Nolte began his career on September 1, 1991...33 years Service  
Haley Helzer began her career on September 15, 2016...8 years Service  
Nicole Tonjes began her career on September 11, 2018...6 years Service  
Lavelle McFarland began his career on September 1, 2021 3 years  
Service

SEPTEMBER 2ND  
THE REGIONAL OFFICE  
WILL BE CLOSED FOR  
LABOR DAY HOLIDAY

2025 SUMMIT TRIP IS  
SECRETS MOXCHE MARCH  
30 - APRIL 4, 2025  
SECRETS MOXCHÉ PLAYA  
DEL CARMEN | ALL-  
INCLUSIVE RESORT  
(HYATTINCLUSIVECOLLE  
CTION.COM)



## AGENT NEWS

**Congratulations Sara  
Swackhamer!**



**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@fumainsurance.com](mailto:wjurgens@fumainsurance.com)

Roy McCoy, Hilary Christian, Todd Whitehill and Nicole Schaller's New Signage that went up.



# Always Be Branding "ABB"

THIS LAST MONTH BY FAR WAS THE BUSIEST MONTH WITH BRANDING. SEVERAL SIGNS HAVE WENT UP AND MORE ARE ORDERED. WE ONLY HAVE 6 AGENTS THAT HAVE NOT SWITCHED THEIR SIGNS OUT TO MEET FUMA BRANDING GUIDELINES.

WE STILL HAVE 4 AGENTS THAT NEED TO GET A FUMA EMAIL. I HAVE REACHED OUT TO THOSE WHO STILL NEED IT SO PLEASE SET THAT UP WITH ME TO CONTINUE RECEIVING COMMUNICATIONS.

THERE ARE STILL 5 AGENTS THAT ARE NOT IN COMPLIANCE WITH THEIR FACEBOOK/SOCIAL MEDIA. I HAVE SENT COMMUNICATION TO YOU AND IF YOU WOULD LIKE TO SCHEDULE A TIME TO CHAT ABOUT IT THAT WOULD BE GREAT! OUTSIDE OF THESE VERY FEW THINGS STILL LEFT I CANNOT BELIEVE ALL THAT HAS BEEN DONE AND THE GREAT THINGS OUR AGENTS ARE DOING. I LOOK FORWARD TO HELPING YOU EACH AND EVERY DAY.

WENDY JURGENS

## MANAGER NOTES

September is Life Insurance Awareness Month! ! It is a great time to let all of your current clients, and prospective clients, know that you can help them secure any type of life insurance that they might need. Here are some statistics that you should be interested in knowing about life insurance. . Only 51% of Americans own any kind of life insurance. . 102 million Americans are under insured. . 62%Sixty-two percent of those who don'tdo not have life insurance say they need it. . 44%Forty-four percent of American adults say are not knowledgeable about life insurance. .

Your Financial Services Team stands ready to assist you in any way that you deem necessary, to help you build your book of business in a direction that perhaps you have never dreamed of. The incredible Term to 121yrs old policy that American Farmers and Ranchers has added to our Member Benefits Program is the only one of its kind in the industry. . As Farmers Union agents, we are the ONLY agents that can offer it. . Listed below are some of the reasons that people NEED what you have to offer!

- 1.Financial protection: Life insurance provides financial security to the policyholder's family in the event of their untimely death. It can help cover funeral expenses, outstanding debts, and replace lost income to ensure that loved ones are taken care of.
- 2.Peace of mind: Having life insurance can give individuals peace of mind knowing that their family willfamily will be financially secure even after they are gone.
- 3.Tax benefits: Life insurance policies offer tax benefits, such as tax-free death benefits and potential tax-deferred growth of cash value.
- 4.Estate planning: Life insurance can be a valuable tool in estate planning, providing liquidity to pay estate taxes and other expenses without the need to sell off assets.
- 5.Investment opportunity: Some life insurance policies offer the opportunity to build cash value over time, which can be used as a source of funds for emergencies or retirement.
- 6.Protection against inflation: Life insurance can help protect against the impact of inflation by ensuring that the death benefit keeps pace with the rising cost of living.
- 7.Affordability: Life insurance policies are available at different price points, making it accessible to individuals with varying budgets.
- 8.Financial stability: Life insurance can help provide financial stability for the policyholder's family during difficult times, such as job loss or illness.
- 9.Legacy planning: Life insurance allows individuals to leave a legacy for their loved ones or a charitable cause that is important to them.
- 10.Financial responsibility: Promoting life insurance encourages individuals to take responsibility for their financial future and the well-being of their loved ones.

Kevin Harrington  
Financial Services Manager

## New Policies Added In July

|                   |    |
|-------------------|----|
| Ryan Scheetz      | 30 |
| Lacey Lange       | 27 |
| Brandon Dahna     | 26 |
| Yvonne Guy        | 25 |
| Brandon Spevacek  | 24 |
| Jack Olson        | 24 |
| Mark Kavan        | 21 |
| Zach Teske        | 21 |
| Andy Hopper       | 20 |
| Curtis Hinrichs   | 18 |
| Andrew Malone     | 17 |
| Jason Ortman      | 17 |
| Pam Caba          | 17 |
| Kris Narvaez      | 16 |
| Nicole Faulconer  | 16 |
| Stacey Addison    | 14 |
| Amanda Fritch     | 13 |
| Danielle Benash   | 13 |
| Hanna Hertzig     | 13 |
| Lavelle McFarland | 12 |
| Samantha Almquist | 12 |
| Sara Swackhamer   | 12 |
| Tom Clark         | 12 |
| Tommy Velasquez   | 12 |
| Trina Smith       | 12 |
| Brian Koch        | 11 |
| Jeff Kindel       | 10 |
| Kyle Wade         | 10 |
| Haley Helzer      | 9  |
| Jennifer Edwards  | 9  |
| Krystal Lind      | 9  |
| Mario Lopez       | 9  |
| Staci Foreman     | 8  |
| Vicky Elliott     | 8  |
| Peyton Stammer    | 7  |
| Tye Johnson       | 7  |
| Amber Conway      | 5  |
| Greg Frank        | 5  |
| Hilary Christian  | 5  |
| Ron Clark         | 5  |
| Roy McCoy         | 5  |
| Steve Yearout     | 5  |
| Brian West        | 4  |
| Jay Obermiller    | 4  |
| Randy Mader       | 4  |
| Ken Troost        | 3  |
| Nicole Tonjes     | 3  |
| Celeste Mikijanis | 2  |
| Jerry Nolte       | 2  |
| Matt Anderson     | 2  |
| Todd Whitehill    | 2  |
| Clayton Schmitz   | 1  |
| Jason Frazier     | 1  |
| Nicole Schaller   | 1  |
| Richard Boum      | 1  |
| David Snyder      | 0  |
| Jim Gierhan       | 0  |
| Nicole Johnson    | 0  |

**Totals 560**



# 2025 Farmers Union Agencies Summit Contest

## Secrets Moxché Playa Del Carmen

### July Update All Agents

#### TOTAL POINTS

|                 |       |                   |       |
|-----------------|-------|-------------------|-------|
| Amanda Fritch   | 69693 | Jack Olson        | 12226 |
| Mark Kavan      | 56269 | Brandon Spevacek  | 10867 |
| Jay Obermiller  | 52728 | Tye Johnson       | 10612 |
| Tom Clark       | 47330 | Matt Anderson     | 10421 |
| Brian Koch      | 35303 | Haley Helzer      | 9727  |
| Ryan Scheetz    | 32594 | Clayton Schmitz   | 9538  |
| Jason Ortman    | 30697 | Ron Clark         | 9194  |
| Kyle Wade       | 26530 | Randy Mader       | 8325  |
| Jeff Kindel     | 25733 | Curtis Hinrichs   | 8175  |
| Andy Hopper     | 25308 | Nicole Faulconer  | 7984  |
| Nicole Tonjes   | 24343 | Lavelle McFarland | 7211  |
| Yvonne Guy      | 23237 | Krystal Lind      | 7044  |
| Pam Caba        | 19656 | Samantha Almquist | 6910  |
| Hanna Hertzog   | 19541 | David Snyder      | 6828  |
| Amber Conway    | 19168 | Jennifer Edwards  | 5879  |
| Zach Teske      | 18537 | Jim Gierhan       | 5529  |
| Brandon Dahna   | 18350 | Lacey Lange       | 4263  |
| Vicky Elliott   | 17265 | Richard Boxum     | 4188  |
| Danielle Benash | 16599 | Jason Frazier     | 3864  |
| Brian West      | 16125 | Trina Smith       | 3798  |
| Sara Swackhamer | 15568 | Hilary Christian  | 3737  |
| Staci Foreman   | 14815 | Steve Yearout     | 3525  |
| Tommy Velasquez | 13568 | Andrew Malone     | 3515  |

#### TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

|                  |       |
|------------------|-------|
| Roy McCoy        | 31673 |
| Hilary Christian | 29229 |
| Nicole Tonjes    | 12515 |
| Jason Ortman     | 8862  |
| Amanda Fritch    | 4370  |
| Matt Anderson    | 3466  |
| Amber Conway     | 2820  |
| Curtis Hinrichs  | 2733  |
| Tom Clark        | 2632  |
| Ryan Scheetz     | 2619  |
| Vicky Elliott    | 2558  |
| Jack Olson       | 2387  |
| Danielle Benash  | 2375  |
| Jennifer Edwards | 2135  |
| Brian West       | 1958  |
| Yvonne Guy       | 1298  |
| Mark Kavan       | 1264  |
| Pam Caba         | 1163  |
| Sara Swackhamer  | 1113  |
| Brian Koch       | 1096  |

#### TOP NEW AGENT

|                   |        |
|-------------------|--------|
| Brandon Dahna     | 261386 |
| Samantha Almquist | 175237 |
| Trina Smith       | 147371 |
| Lacey Lange       | 113529 |
| Staci Foreman     | 106491 |
| Lavelle McFarland | 66322  |
| Jennifer Edwards  | 61547  |
| Krystal Lind      | 49850  |
| Mandy Trout       | 0      |
| Celeste Mikijan   | 0      |
| Andrew Malone     | 0      |

#### FUMA COMMERCIAL CLUB

|                   |        |
|-------------------|--------|
| Andy Hopper       | 130749 |
| Yvonne Guy        | 129947 |
| Samantha Almquist | 85272  |
| Nicole Faulconer  | 82618  |
| Zach Teske        | 72739  |
| Trina Smith       | 54835  |

(ELIGIBLE)

#### SUMMIT CROP GROUP

|                |     |
|----------------|-----|
| Richard Boxum  | 298 |
| Jason Ortman   | 49  |
| Mark Kavan     | 39  |
| Tom Clark      | 31  |
| Amber Conway   | 30  |
| Jerry Nolte    | 19  |
| Jay Obermiller | 19  |
| Jim Gierhan    | 5   |

# Agent New Premium for July

(Agent New Premium all companies from EPIC)

## New Premium Property & Casualty Lines

|                 |        |                   |        |                  |        |                    |       |
|-----------------|--------|-------------------|--------|------------------|--------|--------------------|-------|
| Ryan Scheetz    | 70,852 | Kyle Wade         | 21,507 | Staci Foreman    | 10,778 | Brian West         | 2,307 |
| Andy Hopper     | 55,767 | Tom Clark         | 21,175 | Tye Johnson      | 10,774 | Jerry Nolte        | 1,978 |
| Lacey Lange     | 53,641 | Mark Kavan        | 21,123 | Jennifer Edwards | 8,742  | Nicole Schaller    | 1,934 |
| Yvonne Guy      | 42,641 | Sara Swackhamer   | 18,489 | Steve Yearout    | 8,738  | Matt Anderson      | 346   |
| Jack Olson      | 42,585 | Hanna Hertzig     | 18,172 | Clayton Schmitz  | 7,824  | Jason Frazier      | 145   |
| Brandon Dahna   | 41,501 | Haley Helzer      | 18,111 | Mario Lopez      | 7,445  | Jim Gierhan        | 124   |
| Andrew Malone   | 41,101 | Nicole Faulconer  | 17,183 | Ron Clark        | 7,432  | David Snyder       | 0     |
| Amanda Fritch   | 39,825 | Samantha Almquist | 15,562 | Jay Obermiller   | 7,189  | Mandy Trout        | 0     |
| Brian Koch      | 32,561 | Greg Frank        | 15,355 | Todd Whitehill   | 6,489  | Celeste Mikijanis  | 0     |
| Zach Teske      | 31,604 | Brandon Spevacek  | 15,125 | Amber Conway     | 6,384  | Jarod Berkstresser | 0     |
| Danielle Benash | 30,218 | Hilary Christian  | 14,565 | Krystal Lind     | 6,337  |                    |       |
| Tommy Velasquez | 27,881 | Nicole Tonjes     | 13,756 | Roy McCoy        | 5,923  |                    |       |
| Trina Smith     | 25,051 | Stacey Addison    | 13,354 | Randy Mader      | 4,454  |                    |       |
| Pam Caba        | 24,249 | Jason Ortman      | 11,914 | Vicky Elliott    | 4,359  |                    |       |
| Kris Narvaez    | 22,591 | Jeff Kindel       | 11,814 | Ken Troost       | 4,110  |                    |       |
| Curtis Hinrichs | 21,719 | Lavelle McFarland | 11,403 | Richard Boxum    | 3,396  |                    |       |

## New Premium Financial Services

|                 |         |                   |                   |                 |
|-----------------|---------|-------------------|-------------------|-----------------|
| Roy McCoy       | 248,439 | Celest Mikijanis  | Lillian Fritch    | Staci Foreman   |
| Amanda Fritch   | 10,680  | Jeff Kindel       | Haley Helzer      | Steve Yearout   |
| Peyton Stammer  | 5,176   | Hanna Hertzig     | Jay Obermiller    | Todd Whitehill  |
| Pam Caba        | 3,000   | Lavelle McFarland | Nicole Faulconer  | Tom Clark       |
| Lacey Lange     | 2,180   | Tommy Velasquez   | Nicole Johnson    | Tommy Velasquez |
| Yvonne Guy      | 2,045   | Hilary Christian  | Nicole Schaller   | Brandon Dahna   |
| Tye Johnson     | 1,855   | Andy Hopper       | Jason Frazier     | Vicky Elliott   |
| Jason Frazier   | 1,557   | Brian Koch        | Jason Ortman      | Stacey Addison  |
| Krystal Lind    | 1,289   | Brian West        | Randy Mader       | Trina Smith     |
| Andrew Malone   | 1,285   | Jerry Nolte       | Richard Boxum     | Kyle Wade       |
| Amber Conway    | 1,021   | Jim Gierhan       | Ron Clark         |                 |
| Curtis Hinrichs | 500     | Ken Troost        | Brandon Spevacek  |                 |
| Brian Koch      | 71      | Kris Narvaez      | Samantha Almquist |                 |
| Danielle Benash |         | Nicole Tonjes     | Sara Swackhamer   |                 |
| Mandy Trout     |         | Jack Olson        | Shannon Schibi    |                 |
| Nicole Tonjes   |         | Greg Frank        | Stacey Addison    |                 |

# FUMA Production

## FARMERS UNION

| AGENT            | TOTALS  |
|------------------|---------|
| Amanda Fritch    | 147,257 |
| Mark Kavan       | 114,185 |
| Pam Caba         | 86,390  |
| Nicole Tonjes    | 85,581  |
| Ryan Scheetz     | 84,068  |
| Tye Johnson      | 69,052  |
| Jeff Kindel      | 62,370  |
| Jay Obermiller   | 61,944  |
| Tom Clark        | 59,718  |
| Jason Ortman     | 50,306  |
| Haley Helzer     | 43,930  |
| Andy Hopper      | 42,879  |
| Sara Swackhamer  | 42,828  |
| Jack Olson       | 42,290  |
| Brian West       | 32,209  |
| Danielle Benash  | 31,791  |
| Hanna Hertzig    | 30,823  |
| Matthew Anderson | 28,122  |
| Kyle Wade        | 27,017  |
| Brandon Spevacek | 22,225  |

## AMERICAN MODERN

| AGENT            | TOTALS |
|------------------|--------|
| Brandon Dahna    | 11,978 |
| Jason Ortman     | 10,873 |
| Tye Johnson      | 9,574  |
| Trina Smith      | 9,530  |
| Yvonne Guy       | 9,491  |
| Roy McCoy        | 8,336  |
| Andy Hopper      | 8,073  |
| Kyle Wade        | 7,214  |
| Jay Obermiller   | 5,119  |
| Hanna Hertzig    | 4,693  |
| Sara Swackhamer  | 4,593  |
| Nicole Johnson   | 4,562  |
| Haley Helzer     | 4,308  |
| Nicole Faulconer | 3,850  |
| Jeff Kindel      | 3,535  |

## NATIONWIDE

| AGENT             | TOTALS |
|-------------------|--------|
| Ron Clark         | 19,522 |
| Amanda Fritch     | 11,732 |
| Zach Teske        | 6,887  |
| Yvonne Guy        | 5,369  |
| Andy Hopper       | 4,098  |
| Ryan Scheetz      | 2,859  |
| Jay Obermiller    | 662    |
| Staci Foreman     | 431    |
| Krystal Lind      | 245    |
| Jennifer Edwards  | 198    |
| Brian Koch        | 107    |
| Samantha Almquist | 100    |
| Staci Foreman     | -      |
| Jacob Irvin       | -      |
| Mark Kavan        | -      |

## BATTLE CREEK

| AGENT             | TOTALS |
|-------------------|--------|
| Brian Koch        | 31,367 |
| Sara Swackhamer   | 14,030 |
| Tommy Velasquez   | 4,187  |
| Jay Obermiller    | 3,483  |
| Nicole Tonjes     | 3,255  |
| Curtis Hinrichs   | 2,948  |
| Tye Johnson       | 2,922  |
| Amber Conway      | 2,535  |
| Amanda Fritch     | 1,745  |
| Mark Kavan        | 1,104  |
| Clayton Schmitz   | 716    |
| Lavelle McFarland | 182    |
| Jason Ortman      | -      |
| Nicole Johnson    | -      |
| Nicole Tonjes     | -      |

## KANSAS MUTUAL

| AGENT            | TOTALS  |
|------------------|---------|
| Brandon Dahna    | 106,167 |
| Brandon Spevacek | 32,067  |
| Kris Narvaez     | 17,389  |
| Trina Smith      | 16,034  |
| Zach Teske       | 13,213  |
| Nicole Faulconer | 12,110  |
| Jeff Kindel      | 10,373  |
| Hanna Hertzig    | 9,265   |
| Greg Frank       | 9,063   |
| Yvonne Guy       | 7,830   |

## ENCOMPASS

| AGENT             | TOTALS |
|-------------------|--------|
| Ryan Scheetz      | 28,136 |
| Amanda Fritch     | 10,264 |
| Mark Kavan        | 9,098  |
| Brian Koch        | 8,520  |
| Lavelle McFarland | 8,284  |

## SAFECO

| AGENT            | TOTALS |
|------------------|--------|
| Zach Teske       | 36,399 |
| Andy Hopper      | 30,085 |
| Jeff Kindel      | 27,969 |
| Tom Clark        | 23,841 |
| Ron Clark        | 21,842 |
| Yvonne Guy       | 15,281 |
| Haley Helzer     | 14,689 |
| Trina Smith      | 13,249 |
| Roy McCoy        | 12,816 |
| Kris Narvaez     | 12,227 |
| Steve Yearout    | 11,740 |
| Mario Lopez      | 9,970  |
| Stacey Addison   | 9,449  |
| Nicole Faulconer | 7,731  |
| Brandon Spevacek | 6,092  |

## PROGRESSIVE

| AGENT             | TOTALS  |
|-------------------|---------|
| Samantha Almquist | 105,901 |
| Andy Hopper       | 75,741  |
| Brandon Dahna     | 66,028  |
| Yvonne Guy        | 50,166  |
| Lacey Lange       | 49,079  |
| Ryan Scheetz      | 48,733  |
| Curtis Hinrichs   | 48,098  |
| Danielle Benash   | 47,466  |
| Brandon Spevacek  | 37,907  |
| Pam Caba          | 35,592  |
| Zach Teske        | 31,946  |
| Amanda Fritch     | 28,722  |
| Mark Kavan        | 26,745  |
| Sara Swackhamer   | 22,857  |
| Stacey Addison    | 21,646  |
| Lavelle McFarland | 19,583  |
| Jack Olson        | 19,560  |
| Nicole Faulconer  | 19,316  |
| Kris Narvaez      | 19,174  |
| Trina Smith       | 18,738  |

# FUMA Production

## TRAVELERS PERSONAL LINES

| AGENT             | ALL LINES |
|-------------------|-----------|
| Ryan Scheetz      | 28,020    |
| Yvonne Guy        | 5,170     |
| Zach Teske        | 4,377     |
| Curtis Hinrichs   | 4,306     |
| Randy Mader       | 3,933     |
| Kris Narvaez      | 3,611     |
| Hanna Hertzog     | 2,919     |
| Lavelle McFarland | 2,262     |
| Nicole Schaller   | 1,636     |
| Hilary Christian  | 1,308     |
| Krystal Lind      | 1,272     |
| Mark Kavan        | 1,166     |
| Brian Koch        | 1,148     |
| Jack Olson        | 1,008     |
| Brian West        | 960       |
| Nicole Tonjes     | 871       |
| Kyle Wade         | 699       |
| Andy Hopper       | 426       |
| Trina Smith       | 286       |
| Haley Helzer      | 284       |
| (From EPIC)       |           |

## TRAVELERS COMMERCIAL

| AGENT             | ALL LINES |
|-------------------|-----------|
| Yvonne Guy        | 33,864    |
| Kris Narvaez      | 14,333    |
| Zach Teske        | 8,255     |
| Nicole Faulconer  | 4,803     |
| Trina Smith       | 4,799     |
| Brandon Dahna     | 3,284     |
| Samantha Almquist | 3,094     |
| Tom Clark         | 2,760     |
| Andy Hopper       | 2,681     |
| Lacey Lange       | 2,512     |
| (From EPIC)       |           |

## ENCOVA

| AGENT           | ALL LINES |
|-----------------|-----------|
| Kenneth Troost  | 15,183    |
| Ryan Scheetz    | 8,223     |
| Jason Ortman    | 6,933     |
| Jay Obermiller  | 5,502     |
| Kyle Wade       | 3,886     |
| Roy McCoy       | 3,840     |
| Mark Kavan      | 3,422     |
| Tommy Velasquez | 2,424     |
| Lacey Lange     | 2,121     |
| Brian Koch      | 2,067     |
| (From EPIC)     |           |

## FOREMOST

| AGENT            | ALL LINES |
|------------------|-----------|
| Lacey Lange      | 11,138    |
| Trina Smith      | 8,591     |
| Nicole Faulconer | 7,227     |
| Todd Whitehill   | 5,690     |
| Sara Swackhamer  | 5,642     |
| Tommy Velasquez  | 4,108     |
| Brian Koch       | 3,767     |
| Kyle Wade        | 3,723     |
| Pam Caba         | 3,521     |
| Jack Olson       | 2,968     |
| (From EPIC)      |           |

## SECURA

| AGENT            | ALL LINES |
|------------------|-----------|
| Zach Teske       | 50,093    |
| Yvonne Guy       | 22,077    |
| Andy Hopper      | 13,128    |
| Krystal Lind     | 11,875    |
| Brandon Spevacek | 2,383     |
| Staci Foreman    | 1,538     |
| Trina Smith      | 1,024     |
| Tom Clark        | 893       |
| Brandon Dahna    | 669       |

## STATE AUTO

| AGENT            | ALL LINES |
|------------------|-----------|
| Tom Clark        | 52,858    |
| Zach Teske       | 3,633     |
| Andy Hopper      | 3,308     |
| Brandon Spevacek | 2,787     |
| Trina Smith      | 1,840     |
| Brandon Dahna    | 1,161     |
| Jason Ortman     | -         |
| (From EPIC)      |           |



## Financial Services Award



### TOP FINANCIAL SERVICES AGENT

|                  |       |                 |      |
|------------------|-------|-----------------|------|
| ROY MCCOY        | 31673 | MATT ANDERSON   | 3466 |
| HILARY CHRISTIAN | 29229 | AMBER CONWAY    | 2820 |
| NICOLE TONJES    | 12515 | CURTIS HINRICHS | 2733 |
| JASON ORTMAN     | 8862  | TOM CLARK       | 2632 |
| AMANDA FRITCH    | 4370  | RYAN SCHEETZ    | 2619 |