

MIDWEST MATTERS



General Manager Notes

HAVE PASSION...BUT BE CAUTIOUS OF BEING PASSIONATE!

First, ...I have a passion for helping people. It is how my parents were, how I was raised, who I am and it's a part of my job. But a wise man once warned me ...not to want success for someone more than they want it for themselves! I've tried to navigate my career in this fashion for customers, agents and employees alike. I clearly state at each meeting that everything we do is to help you be successful....But I've also been known to say that the dedication, drive and determination has to come from you. Your passion!

Second... Our industry is going through some pretty drastic times with substantial changes to rates, coverages and acceptability. It's not the first time... nor probably the last the insurance industry has had a make-over. Have a passion for helping customers understand the changes and why, but don't be apologetic. Be empathetic because your rates are impacted just like theirs, but don't let your passion for helping get in the way of doing the right thing for the customer. Reducing \$1,000's in coverage to save a few dollars is not helping!

My final thought... on passion... We are coming up on a very controversial election and everyone is passionate about their party or candidate. Be careful to check your facts rather than social media and don't pass along false information you have not vetted yourself! Having passion is caring about something you believe in. But be cautious of being overly passionate especially regarding politics. I believe extremely passionate conversations can be misinterpreted. I also believe your friends, customers and counterparts will respect your passion if it is a passion for helping, a passion for navigating through change or a passion for honesty and caring for facts.

It's a great time to be a FUMA Agent... Thanks for all you do!

Jeff



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MIDWEST MATTERS

Calender

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

August Birthdays

Pam Caba August 5	Tom Clark August 17
Jay Obermiller August 6	Jennifer Edwards August 20
Randy Mader August 8	Stacey Addison August 23

August Anniversaries

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

Vicky Elliott began her career on August 1, 1992...32 years Service
Lillian Fritch began her career on August 1, 1992...32 years Service
Clayton Schmitz began his career on August 1, 2006...18 years Service
Brian Koch began his career on August 15, 2011...13 years Service
Sandra Johnson began her career on August 1, 2012...12 years Service
Yvonne Guy began her career August 1, 2015...9 years Service
Amanda Fritch began her career August 1, 2018....6 years Service
Brad Mendenhall began his career August 1, 2021...3 years Service
Krystal Lind began her career August 1, 2022,,,2 years Service
Trina Smith began her career August 1, 2023...1 years Service

AUGUST 13-14
FUMA FFL MEETING IN
LINCOLN

KANSAS CSR TRAINING EAST
GREAT BEND, KS 09/25
NEBRASKA CSR TRAINING
YORK, NE 09/24

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



Staci Foreman's entry into the Chambers Hay Bale decorating contest for the rodeo.



Summer Retreat Winners, guests and managers at the Royals game.

**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

AS WE APPROACH AUGUST THE SENTIMENT IS THAT "IT'S HOT" AND TIME IS "FLYING BY"! BY THE MIDDLE OF AUGUST WE SHOULD HAVE EVERYONE IN THE HUB BACK FROM VACATION.

ONE OF THE CHANGES THAT OCCURRED EARLIER THIS YEAR -- GIVING YOU THE OPPORTUNITY TO QUOTE MANY OF OUR CARRIERS DIRECTLY, IS PAYING OFF! WE HAVE FOLKS CONTACTING US ASKING FOR HELP IN GETTING SET UP WITH WHICH EVER CARRIER THEY WOULD LIKE TO ADD TO THEIR BAG OF TRICKS. THIS DOES NOT INCLUDE ANY BROKERED ACCOUNTS. WE WILL ALSO BE HOLDING SOME TRAINING SESSIONS -- TAGGED TRAINING FOR CSRS - BUT THAT COULD ALSO BE A GOOD TIME TO ASK ABOUT SPECIFIC CARRIERS. PLEASE REMEMBER THAT IF YOU DO QUOTE / RATE YOUR APPLICATIONS IN A PROPRIETARY SYSTEM BE SURE TO PUT COPIES INTO EPIC. THAT IS OUR FILE CABINET OF RECORDS ON EACH OF OUR INSURED.

WE WOULD LOVE TO HAVE A MONTH WHERE WE DON'T HAVE ANY UNCLAIMED CASH! HOW ABOUT THAT! BE SURE TO USE YOUR EPIC SYSTEM TO INCLUDE ALL INFORMATION ON YOUR INSURED -- NAMES; ADDRESSES; CONTACTS; EMAIL ADDRESSES ETC. AS WE TOUCH ON MARKETING - THE EMAIL ADDRESSES ARE NEEDED TO HAVE ON FILE FOR IMPORTANT COMMUNICATIONS -- PROVIDING THAT PERSONAL TOUCH THAT WE ALL LIKE TO RECEIVE. THE INSURED ARE NOT GOING TO BE PEPPERED WITH EMAILS! THEY ARE NOT GOING TO BE GETTING EMAILS THAT DON'T PERTAIN TO THEM! THEY WILL BE SENT OUT UNDER YOUR NAME AND WILL BE USED AS A WAY FOR YOU TO KEEP IN TOUCH WITH YOUR INSURED -- FUMA WILL BE ABLE TO JUMP IN AND ASSIST SHOULD A CATASTROPHE HAPPENED OR YOU BECOME UNABLE TO WORK. DON'T WAIT UNTIL IT'S TOO LATE TO GET YOUR FILE CABINET UP TO DATE!

AS ALWAYS, WE ARE HERE TO HELP AND IT'S OUR PLEASURE TO HELP YOU IN ANY WAY WE CAN.

HAPPY AUGUST!

NOTE: THE HUB WILL BE CLOSED FOR LABOR DAY, SEPTEMBER 2ND THIS YEAR.



Always Be Branding "ABB"

II AM COMING TO THE END OF MY FIRST YEAR WITH FUMA. I HAVE LEARNED ALOT AND WE HAVE ACCOMPLISHED A LOT. I WENT OVER THE NUMBERS YESTERDAY AND WE ARE AT 93% BRANDING COMPLIANCE (FOR THOSE OF YOU STILL NEEDING STUFF I WILL NOT GIVE UP), WE HAVE ADDED 35 FACEBOOK ACCOUNTS AND HAVE 34 AGENT WEBSITES. THIS LAST MONTH I WORKED ON GETTING THOSE THAT DO NOT HAVE A FUMA EMAIL SWITCHED OVER AND WE GOT QUITE A FEW DONE. IF YOU DO NOT HAVE A FUMA EMAIL PLEASE REACH OUT TO ME SO WE CAN GET THAT SET UP FOR YOU AS THAT WILL BE HOW THE LINCOLN OFFICE COMMUNICATES WITH YOU GOING FORWARD. AS ALWAYS IF YOU ARE IN NEED OF ANYTHING MARKETING PLEASE REACH OUT!

WENDY JURGENS



Farmers Union Midwest Agency
INSURING THE MIDWEST

CLICK HERE 

NICOLE TONJES
402.721.5442



Farmers Union Midwest Agency
INSURING THE MIDWEST

Your hometown Insurance Agent
Auto • Home • Farm • Life • Health • Business

Hilary Christian

402.367.4374
375 "E" St
David City, NE 68632
hchristian@fumainsurance.com



Why Lacey

-  Health Insurance Plans Affordable plans available through the marketplace
-  Life Insurance
-  Dental and Vision Plans that fit your needs

NEED INSURANCE?

As your trusted Farmers Union Midwest Agency Agent in the Fairbury Community and surrounding areas, I would like to help you make sure you are covered in all walks of life. That includes health, dental, vision, life and any other insurance needs you may have. I am passionate about helping you through anything you may face in life and get you through it.

Lacey Lange
Call/Text/Email or
Scan for Quote

308.223.0531
llange@fumainsurance.com



MANAGER NOTES

As we round out the first half of 2024 and head into the home stretch, one item that has been brought to our attention as a management team is CSR development and training. We have a couple of dates set, one in Kansas and one in Nebraska. For Kansas, it will be held in Great Bend, KS on September 24th from 10am to 2pm with a working lunch. For Nebraska it will be held in York, NE on September 25th from 10am to 2 pm with a working lunch as well. These training opportunities were one of the biggest topics when we held your “Make Your Mark” meetings as well as our round-table discussions at our Two State meetings in Topeka back in March. We will cover multiple topics such as:

- 1) Comfortability in Epic: Quoting, Attachments, etc.
- 2) Tools Used in Everyday Settings: Fact Finding, Cross Selling, Annual Reviews (what’s your process?), Overcoming Objections, and many, many more!
- 3) E&O documentation: what’s your internal policies? Change Forms, What to enter into Epic, Home Screen Clean-Up, etc.
- 4) Senior CSR Panel to discuss what they’re doing on a daily basis and offer additional support.

This IS NOT limited to CSR’s! If you feel that you would like to freshen up on these topics as well as others, please do not hesitate to attend! RSVP back to myself or Kevin Herrold and we will make sure that you are able to attend. We truly appreciate all that you do and want to ensure that we’re doing everything that we can to assist you in your own personal development of your agency and staff!

Regards,

Brad Mendenhall, MBA
Kansas State Manager

New Policies Added In June

Brandon Dahna	51	Lacey Lange	7
Yvonne Guy	32	Tommy Velasquez	7
Mark Kavan	26	Jack Olson	6
Ryan Scheetz	26	Lavelle McFarland	6
Stacey Addison	23	Ron Clark	6
Zach Teske	23	Tom Clark	6
Curtis Hinrichs	21	Greg Frank	5
Kris Narvaez	19	Jeff Kindel	5
Andrew Malone	18	Mario Lopez	5
Jason Ortman	18	Steve Yearout	5
Andy Hopper	16	Roy McCoy	4
Danielle Benash	16	Sara Swackhamer	4
Amanda Fritch	14	Staci Foreman	4
Pam Caba	14	Todd Whitehill	3
Tye Johnson	14	Vicky Elliott	3
Nicole Tonjes	13	Brian West	2
Trina Smith	13	David Snyder	2
Jennifer Edwards	11	Ken Troost	2
Amber Conway	10	Matt Anderson	2
Richard Boxum	10	Hanna Hertzog	1
Brian Koch	9	Jason Frazier	1
Haley Helzer	9	Jerry Nolte	1
Brandon Spevacek	8	Jim Gierhan	1
Jay Obermiller	8	Nicole Johnson	1
Nicole Faulconer	8	Nicole Schaller	1
Randy Mader	8	Peyton Stammer	1
Samantha Almquist	8	Clayton Schmitz	0
Hilary Christian	7		
Krysta Lind	7		
Kyle Wade	7		

Totals 560



2025 Farmers Union Agencies Summit Contest

Secrets Moxché Playa Del Carmen

JUNE UPDATE ALL AGENTS

TOTAL POINTS

Amanda Fritch	57224	Staci Foreman	12264
Mark Kavan	51499	Clayton Schmitz	12056
Jay Obermiller	49857	Haley Helzer	11129
Tom Clark	48984	Matt Anderson	9730
Tye Johnson	37732	Ron Clark	9614
Brian Koch	30629	Brandon Spevacek	8218
Kyle Wade	29531	Randy Mader	7013
Jeff Kindel	28612	Lavelle McFarland	6983
Jason Ortman	27827	David Snyder	6719
Nicole Tonjes	23631	Jack Olson	6637
Yvonne Guy	20065	Jim Gierhan	5726
Andy Hopper	18253	Samantha Almquist	5687
Zach Teske	18124	Nicole Schaller	5679
Hanna Hertzig	17900	Krystal Lind	5123
Danielle Benash	17697	Curtis Hinrichs	4957
Vicky Elliott	16813	Kris Narvaez	4512
Pam Caba	15966	Richard Boxum	4307
Ryan Scheetz	15949	Ken Troost	3720
Brandon Dahna	14153	Jennifer Edwards	3374
Tommy Velasquez	14133	Steve Yearout	3345
Amber Conway	13732	Jason Frazier	3307
Brian West	13566	Greg Frank	3083
Sara Swackhamer	12662	Stacey Addison	3082

TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

Hilary Christian	25337
Roy McCoy	18719
Nicole Tonjes	11010
Jason Ortman	8532
Amanda Fritch	3990
Ryan Scheetz	2582
Curtis Hinrichs	2468
Amber Conway	2419
Tom Clark	2400
Vicky Elliott	2165
Danielle Benash	2111
Jack Olson	2079
Jennifer Edwards	2023
Matt Anderson	1958
Brian West	1308
Yvonne Guy	1181
Mark Kavan	1106
Staci Foreman	1005
Pam Caba	996
Brian Koch	969

TOP NEW AGENT

Brandon Dahna	268860
Samantha Almquist	159066
Staci Foreman	105407
Trina Smith	90403
Lavelle McFarland	60077
Jennifer Edwards	54088
Lacey Lange	53487
Krystal Lind	50042
Mandy Trout	0
Celeste Mikijanlis	0
Andrew Malone	0

FUMA COMMERCIAL CLUB

Andy Hopper	138223
Yvonne Guy	122348
Nicole Faulconer	81918
Zach Teske	69140
Trina Smith	54839
Ryan Scheetz	54672

(ELIGIBLE)

SUMMIT CROP GROUP

First Crop Update Will be in August

Agent New Premium for June

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Andy Hopper	124,209	Tom Clark	26,792	Samantha Almquist	9,909	Jerry Nolte	2,496
Nicole Faulconer	81,935	Curtis Hinrichs	24,621	Steve Yearout	8,396	Nicole Schaller	2,097
Brian Koch	75,796	Kyle Wade	20,133	Amber Conway	8,387	Clayton Schmitz	1,348
Brandon Dahna	69,651	Jay Obermiller	20,127	Hanna Hertzig	8,305	Jim Gierhan	1,256
Ryan Scheetz	57,408	Trina Smith	19,784	Haley Helzer	7,758	Hilary Christian	769
Pam Caba	46,182	Kris Narvaez	18,888	Randy Mader	5,960	Matt Anderson	346
Jeff Kindel	44,014	Jack Olson	16,521	Ken Troost	5,723	Jason Frazier	345
Andrew Malone	43,443	Tommy Velasquez	15,833	Todd Whitehill	5,710	Mandy Trout	0
Yvonne Guy	43,155	Brian West	15,407	Lavelle McFarland	5,493	Celeste Mikijanis	0
Mark Kavan	38,699	Jason Ortman	14,834	Sara Swackhamer	4,886	Andrew Malone	0
Amanda Fritch	35,304	Jennifer Edwards	14,599	Krystal Lind	3,687		
Zach Teske	33,681	Mario Lopez	14,136	Vicky Elliott	3,502		
Nicole Tonjes	30,517	Greg Frank	14,071	Ron Clark	3,314		
Tye Johnson	28,713	Lacey Lange	13,768	Nicole Johnson	3,135		
Danielle Benash	28,361	Stacey Addison	13,680	Roy McCoy	2,655		
Staci Foreman	28,068	Brandon Spevacek	11,110	Richard Boxum	2,521		

New Premium Financial Services

Peyton Stammer	7,200	Krystal Lind	Lillian Fritch	Staci Foreman
Hilary Christian	3,580	Jeff Kindel	Haley Helzer	Steve Yearout
Nicole Tonjes	1,986	Hanna Hertzig	Jacob Irvin	Todd Whitehill
Krystal Lind	1,160	Lavelle McFarland	Nicole Faulconer	Tom Clark
Stacey Addison	1,009	Tommy Velasquez	Nicole Johnson	Tommy Velasquez
Brandon Dahna	600	Amanda Fritch	Nicole Schaller	Tye Johnson
Trina Smith	340	Andy Hopper	Jason Frazier	Vicky Elliott
Clayton Schmitz		Brian Koch	Jason Ortman	Yvonne Guy
Jennifer Edwards		Brian West	Randy Mader	Trina Smith
Jeff Kindel		Jerry Nolte	Richard Boxum	Lacey Lange
Amber Conway		Jim Gierhan	Ron Clark	
Staci Foreman		Ken Troost	Brandon Spevacek	
Tommy Velasquez		Kris Narvaez	Samantha Almquist	
David Snyder		Hilary Christian	Sara Swackhamer	
Curtis Hinrich		Dustin Ford	Shannon Schibi	
Nicole Tonjes		Greg Frank	Stacey Addison	

FUMA Production

FARMERS UNION

AGENT	TOTALS
Amanda Fritch	143,068
Mark Kavan	96,092
Nicole Tonjes	79,701
Pam Caba	74,191
Tye Johnson	68,035
Jeff Kindel	64,535
Ryan Scheetz	60,484
Jay Obermiller	59,642
Tom Clark	57,228
Jason Ortman	46,435
Haley Helzer	42,159
Sara Swackhamer	33,241
Andy Hopper	30,348
Jack Olson	29,732
Brian West	26,069
Danielle Benash	25,689
Keneth Troost	24,036
Hanna Hertzog	23,798
Kyle Wade	21,874
Matthew Anderson	18,399

AMERICAN MODERN

AGENT	TOTALS
Tye Johnson	9,574
Trina Smith	9,530
Roy McCoy	8,336
Jason Ortman	8,131
Andy Hopper	7,044
Kyle Wade	6,153
Brandon Dahna	4,846
Nicole Johnson	4,562
Nicole Faulconer	3,850
Yvonne Guy	3,590
Hilary Christian	3,347
Kenneth Troost	3,277
Sara Swackhamer	2,861
Tommy Velasquez	2,506
Jeff Kindel	2,449

NATIONWIDE

AGENT	TOTALS
Ron Clark	18,633
Amanda Fritch	11,732
Yvonne Guy	5,369
Andy Hopper	4,098
Ryan Scheetz	2,491
Zach Teske	1,644
Jay Obermiller	662
Krystal Lind	245
Jennifer Edwards	198
Brian Koch	107
Samantha Almquist	100
Jason Ortman	-
Staci Foreman	-
Jacob Irvin	-
Mark Kavan	-

BATTLE CREEK

AGENT	TOTALS
Brian Koch	30,383
Sara Swackhamer	14,030
Jay Obermiller	3,483
Nicole Tonjes	3,255
Curtis Hinrichs	2,948
Tye Johnson	2,922
Amber Conway	2,535
Tommy Velasquez	1,276
Clayton Schmitz	716
Mark Kavan	367
Lavelle McFarland	182
Vicky Elliott	-
Jason Ortman	-
Nicole Johnson	-
Nicole Tonjes	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	92,996
Brandon Spevacek	15,591
Trina Smith	13,939
Kris Narvaez	12,374
Zach Teske	10,976
Nicole Faulconer	9,367
Yvonne Guy	7,830
Jeff Kindel	7,259
Jim Gierhan	6,080
Jennifer Edwards	5,148

ENCOMPASS

AGENT	TOTALS
Ryan Scheetz	23,341
Amanda Fritch	10,264
Lavelle McFarland	8,284
Mark Kavan	6,578
Brian Koch	5,036

SAFECO

AGENT	TOTALS
Zach Teske	26,261
Tom Clark	22,555
Jeff Kindel	20,398
Haley Helzer	18,471
Ron Clark	16,263
Yvonne Guy	15,281
Andy Hopper	11,831
Brandon Spevacek	10,174
Steve Yearout	9,557
Stacey Addison	9,449
Roy McCoy	7,940
Kris Narvaez	7,555
Nicole Faulconer	5,587
Jason Frazier	5,569
Ryan Scheetz	4,767

PROGRESSIVE

AGENT	TOTALS
Brandon Dahna	50,213
Yvonne Guy	49,426
Danielle Benash	42,008
Curtis Hinrichs	38,878
Brandon Spevacek	28,534
Pam Caba	25,309
Zach Teske	24,797
Amanda Fritch	23,169
Ryan Scheetz	22,006
Stacey Addison	21,646
Samantha Almquist	19,817
Nicole Faulconer	18,213
Mark Kavan	17,054
Kris Narvaez	17,040
Sara Swackhamer	15,337
Tommy Velasquez	14,458
Kyle Wade	13,299
Lavelle McFarland	12,887
Lacey Lange	12,729
Trina Smith	12,302

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	19,341
Curtis Hinrichs	4,306
Randy Mader	3,933
Yvonne Guy	3,724
Kris Narvaez	3,611
Zach Teske	2,483
Lavelle McFarland	2,262
Nicole Schaller	1,636
Mark Kavan	1,166
Brian Koch	1,146
Hilary Christian	1,006
Brian West	960
Nicole Tonjes	871
Kyle Wade	699
Andy Hopper	426
Trina Smith	286
Haley Helzer	284
Sara Swackhamer	68
Vicky Elliott	-
Mario Lopez	-
(From EPIC)	

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Yvonne Guy	33,864
Kris Narvaez	13,627
Zach Teske	8,255
Nicole Faulconer	4,423
Trina Smith	3,474
Brandon Dahna	3,284
Samantha Almquist	3,094
Tom Clark	2,760
Andy Hopper	2,681
Ryan Scheetz	2,137
(From EPIC)	

ENCOVA

AGENT	ALL LINES
Kenneth Troost	15,183
Ryan Scheetz	8,223
Jason Ortman	6,933
Jay Obermiller	5,502
Roy McCoy	3,840
Mark Kavan	3,689
Lacey Lange	2,121
Brian Koch	2,067
Tommy Velasquez	1,906
Pam Caba	1,892
(From EPIC)	

FOREMOST

AGENT	ALL LINES
Ryan Scheetz	6,980
Lacey Lange	6,160
Trina Smith	5,996
Todd Whitehill	5,690
Nicole Faulconer	4,843
Tommy Velasquez	3,697
Brian Koch	3,114
Yvonne Guy	2,587
Randy Mader	2,546
Danielle Benash	2,515
(From EPIC)	

SECURA

AGENT	ALL LINES
Zach Teske	50,093
Yvonne Guy	21,720
Andy Hopper	13,128
Krystal Lind	11,875
Brandon Spevacek	2,383
Staci Foreman	1,538
Trina Smith	1,024
Brandon Dahna	669
Stacey Addison	651

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

HILARY CHRISTIAN	25337	RYAN SCHEETZ	2582
ROY MCCOY	18719	CURTIS HINRICHS	2468
NICOLE TONJES	11010	AMBER CONWAY	2419
JASON ORTMAN	8532	TOM CLARK	2400
AMANDA FRITCH	3990	VICKY ELLIOTT	2165