

MIDWEST MATTERS



General Manager Notes

SECOND HALF 2024 IS HERE!

June is in the books... **we have passed the mid-point of 2024!** Many changes continue in the industry with companies continuing to tighten underwriting guidelines and binding restrictions. New increased rates are going into effect on renewals. Customers left unserved and uneducated will shop! This is definitely a time to continuously be in contact with your customers! Wendy Jurgens has been assisting many of our Midwest agents with email Birthday wishes and Facebook posts in an effort to keep our agents in front of their customers and prospects. She can help you as well. It is a difficult time for customers to understand rates and deductible increases. Keep in contact with your customers even if just to say, "Happy Birthday" or "Hi"!

Many other changes have been in process at Midwest. With Cyber Security a major issue to our E&O carrier and our Business Liability carrier as well as to all of us... Wendy has been helping agents move their Facebook pages under our business umbrella. It is still your Facebook to own and control, but if it's hijacked we can help you get it back! Same with email and confidential information of your customers and commission statements. Utilizing our FUMInsurance.com email you can have an automatic encryption service and protection of yours and your customers confidential information! It is reported that 43% of all cyber-attacks in 2023 were against small businesses. This was up from the prior year and expected to continue to rise in 2024! **Your FUMInsurance.com email through Outlook protected by RediSystems and Rmail encryption are your safest communications next to through EPIC notes!**

I hope you all have a safe and happy Independence Day! Remember, it was our independence that has allowed our country to prosper and for you to have the freedom to earn the living you desire in the career you have chosen! **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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MIDWEST MATTERS

Calender

START APRIL 29TH
THROUGH JULY 28TH- ANY
10 THIRTEEN WEEK
CHALLENGE

JUNE 3-JULY 12
SUMMER RETREAT
CONTEST-KANSAS CITY
JULY 25-28

JULY 5TH AND 6TH THE
REGIONAL OFFICE WILL BE
CLOSED FOR
INDEPENDENCE DAY
HOLIDAY

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

JUNE 3-JULY 12
SUMMER RETREAT
CONTEST-KANSAS CITY
JULY 25-28

KANSAS CSR TRAINING WEST
GREAT BEND, KS 08/6
KANSAS CSR TRAINING EAST
TOPEKA, KS 08/7
NEBRASKA CSR TRAINING
YORK, NE 08/8

AUGUST 13-14
FUMA FFL MEETING IN
LINCOLN

July Birthdays

Nicole Johnson July 1

Jerry Nolte July 5

Sara Swackhamer July 9

Hilary Christian July 13

Samantha Almquist July 16

July Anniversaries

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

Jeff Downing began his career on July 1, 2008...16 Years Service

Tom Clark began his career on July 14, 1997...27 years Service

Tye Johnson began his career on July 15, 2004...20 years Service

Kris Narvaez began her career on July 15, 2014...10 years Service



AGENT NEWS

Summer is always busy and if you are doing any of the activities in your communities such as parades, fairs, community events please send those to me. We love to see them and all the great work you are doing. If you have any coming up and need help with ideas for them please reach out to me and I can help you with ideas, banners or anything else you made need for them.

AS YOU MAY ALREADY KNOW JACOB IRVIN IN KANSAS IS NO LONGER WITH FUMA AND TRAVIS MCCARTER IN NEBRASKA IS NO LONGER WITH FUMA. WE HAVE A CLAY COUNTY NEBRASKA OFFICE THAT WILL BE TAKING OVER THE OFFICE TRAVIS WAS IN AND WE HAVE TWO NEW AGENTS THAT WILL BE STARTING IN KANSAS WITH US IN JULY. WE WILL BE SENDING OUT INFORMATION ON THEM SHORTLY.

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

From the Hub

I DON'T KNOW ABOUT YOU ALL, HOWEVER IT'S HOT IN LINCOLN.

WE ARE ON OUR WAY AND VACATIONS AND DAYS OFF ARE IN FULL SWING. BE PREPARED FOR DELAYS DUE TO TIME AND/OR RESOURCES.

NOTE: WE WILL BE CLOSED JULY 4TH AND 5TH FOR THE HOLIDAY ---

I AM PLEASE TO SAY THAT I THINK ALLOWING YOU TO GO DIRECT IN SOME CASES HAS REALLY BEEN A LIFE SAVER AS WELL AS A SHORTCUT TO SUCCESS. IF YOU WISH TO APPROACH A MARKET DIRECTLY BE SURE TO CALL AND LET US KNOW. THIS DOES NOT APPLY TO BROKERS. 😊

DON'T FORGET TO LOOK AT THE SHORT TERM EVENTS IN YOUR AREA. WE DO QUITE WELL WITH THOSE.

KATHY IS BACK AND APPEARS TO BE PICKING UP ALMOST WHERE SHE LEFT OFF. WE WILL BE INCREASING HER HOURS ONCE AGAIN IN JULY. TAG HER ON YOUR CERTIFICATE REQUESTS.

IT'S MID-YEAR AND A GOOD TIME TO SAY THANK YOU FOR ALL THAT YOU DO. THE SECOND HALF OF THE YEAR LOOKS TO BE PROMISING! WE ARE GOING TO BE LOOKING AT AND SCHEDULING TRAINING FOR CSRS AND AGENTS (SEPARATELY). WATCH FOR THOSE ANNOUNCEMENTS.

WISHING EACH OF YOU A HAPPY 4TH OF JULY. BE SAFE....



Always Be Branding "ABB"

I WE HAVE SOME NEW SIGNS THAT WENT UP THIS MONTH. CLAYTON SCHMITZ AND SARA SWACKHAMER, THEY LOOK GREAT! MATT ANDERSON WILL HAVE HIS UP SOON. IT HAS BEEN FAST AND FURIOUS THE LAST FEW MONTHS. I CANNOT SAY HOW PROUD I AM OF ALL OF YOU FOR DOING ALL THE THINGS NEEDED FOR BRANDING THAT HAVE DONE SO. IT WILL MAKE IT EASIER FOR ALL OF US ONCE WE ARE ALL GOING THE SAME DIRECTION AND WORKING TOGETHER AS ONE TEAM.

I HAVE SENT OUT EMAILS TO THOSE THAT STILL NEED TO DO THINGS TO COME IN COMPLIANCE WITH BRANDING AND WILL HELP THE BEST I CAN TO FACILITATE THAT. I HAD ALSO SENT OUT AN EMAIL THAT WE ARE GOING TO START USING FUMA EMAILS FOR COMMUNICATION BECAUSE OF THE NEEDED SECURITY WITH ALL THE CYBER ATTACKS THAT ARE ONLY GETTING WORSE. IF YOU EVER NEED ANYTHING FOR YOUR OFFICE PLEASE REACH OUT AND I WILL BE MORE THAN HAPPY TO HELP GET THAT DONE FOR YOU.

WENDY JURGENS



YVONNE GUY INSURANCE IS HIRING

Job Description

- **Basic Function:** To offer administrative support for agent in the production of multi-line insurance products and to place phone calls to set up appointments with current accounts as well as to set up appointments with prospective accounts.
- **Principal Accountabilities:** Handle phone calls, Daily mail, Recordkeeping, Computer updates, Inquiries, Data input, Maintain data base, Filing, Setting appointments and annual reviews for agent, Pre approach mailings, Other administrative duties as assigned, Manage agents daily schedule, handle basic claims functions.
- **Qualifications:** Minimum hiring age 18, High School Diploma or equivalent, Excellent oral and written communication skills, Computer knowledge, Excellent organizational skills, Reasonable and predictable attendance, Excellent phone skills, Property & Casualty license is preferred, Spanish speaking preferred.

Job Type: Full-time

Pay: \$14-\$17 per hour depending on experience

Send Your Resume To
yguy@fumainurance.com



MANAGER NOTES

Well, it's definitely summertime as I write this. Outside temps over 100...make you miss the snow yet? 😊

As I travel around and discuss various items with agents, the one thing that is brought up the most is reviews. And what a timely subject with rates and claims as they are. In the discussions I have been having, it was brought up as to what type of review is the best. In person, phone, mail, text...Lets discuss

First of all, text...no. There, that's off the table.

Now, in my opinion any other type of review is better than no review. But let's break each one down.

First and foremost, in person with a face to face. Give that personal touch and the "I care about your insurance" as your agent. You become better acquainted with the client and better equipped to discuss their needs after seeing what's important to them, if you can, do an in-home review. Look at pictures on the wall, items around the house, and if a farm, review buildings and equipment. Now check and make sure you aren't missing anything. Do you have everything insured and insured correctly? Have you double checked the autos, home etc and made sure it all matches the policies you have on file? What updates need to be made? Maybe they have bought something new, car, machinery, new building...maybe they have sold something and forgot to call. Check it all, document the file in epic, and last, cross sell.

Now, for the phone, only if you cannot secure an in person with them. Do exactly as above but make an appointment to have time to do so. That way they can have a copy in front of them as you will also, and you can go line by line and basically do the same as in person. And once again document in epic and cross sell.

Last and not least if securing an appointment either in person or vis phone does not work, mail a letter requesting such and make sure you document their response. This is so important if any claims arise in the future.

I know most of this will be elementary to most of you, and I am glad. It should become second nature to everyone. In the end, my message this month is, in todays market, communicate with your clients as often and necessary as you can. Talk to them about EVERYTHING that could possibly be a concern to them. Tangible and Intangible. Because as we have said a million times, if you don't, someone will. In today's market, take the extra minute to go the extra mile. Document everything. Be the agent that others wish they had.

Kevin Herrold- Nebraska State Manager

New Policies Added In March

Brandon Dahna	76	Ken Troost	8
Mark Kavan	28	Sara Swackhamer	7
Zach Teske	24	Jim Gierhan	7
Jason Ortman	23	Lacey Lange	7
Brian Koch	22	Samantha Almquist	7
Andy Hopper	19	Staci Foreman	6
Pam Caba	19	Brian West	6
Yvonne Guy	18	Lavelle McFarland	6
Jeff Kindel	17	Roy McCoy	4
Jennifeer Edwards	17	Amber Conway	4
Brandon Spevacek	16	Greg Frank	4
Nicole Faulconer	16	Hanna Hertzig	4
Amanda Fritch	15	Jack Olson	4
Curtis Hinrichs	15	Clayton Schmitz	3
Ryan Scheetz	15	Hilary Christian	3
Tye Johnson	13	Ron Clark	3
Trina Smith	12	Travis McCarter	3
Haley Helzer	12	Nicole Johnson	2
Tom Clark	12	Todd Whitehill	2
Tommy Velasquez	11	David Snyder	1
Danielle Benash	11	Jason Frazier	1
Stacey Addison	11	Jerry Nolte	1
Steve Yearout	11	Nicole Schaller	1
Vicky Elliott	10	Peyton Stammer	1
Kyle Wade	10	Randy Mader	1
Nicole Tonjes	9	Richard Boxum	1
Kris Narvaez	9	Krystal Lind	0
Mario Lopez	8	Matt Anderson	0
Jay Obermiller	8		0

Totals 595



2025 Farmers Union Agencies Summit Contest

Secrets Moxché Playa Del Carmen

May Update All Agents

TOTAL POINTS

Amanda Fritch	54483	Sara Swackhamer	11138
Mark Kavan	49045	Clayton Schmitz	10742
Tom Clark	46313	Curtis Hinrichs	10492
Jay Obermiller	45214	Haley Helzer	9638
Tye Johnson	37497	Samantha Almquist	8875
Brian Koch	29843	Brandon Dahna	8560
Jason Ortman	27224	Ron Clark	8316
Jeff Kindel	25070	Staci Foreman	8264
Kyle Wade	25025	Randy Mader	7990
Yvonne Guy	22688	Nicole Faulconer	6527
Nicole Tonjes	21796	Lavelle McFarland	6467
Andy Hopper	19828	Jack Olson	6220
Zach Teske	19381	Travis McCarter	5859
Hanna Hertzog	17269	Krystal Lind	5436
Vicky Elliott	16342	Jennifer Edwards	5024
Danielle Benash	16328	Jim Gierhan	4948
Pam Caba	14459	David Snyder	4609
Tommy Velasquez	13720	Richard Boxum	4593
Amber Conway	13587	Steve Yearout	3746
Brian West	12291	Kris Narvaez	3673
Ryan Scheetz	12065	Ken Troost	3436
Matt Anderson	12013	Stacey Addison	3157
Brandon Spevacek	11241	Jason Frazier	2981

TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

Hilary Christian	21653
Roy McCoy	14061
Nicole Tonjes	9181
Jason Ortman	8176
Amanda Fritch	3513
Ryan Scheetz	2542
Tom Clark	2244
Amber Conway	2015
Matt Anderson	1957
Jennifer Edwards	1934
Danielle Benash	1886
Vicky Elliott	1815
Jack Olson	1763
Brian West	1170
Yvonne Guy	1064
Mark Kavan	995
Curtis Hinrichs	947
Staci Foreman	916
Brian Koch	815
Sara Swackhamer	784

TOP NEW AGENT

Brandon Dahna	227017
Trina Smith	90403
Staci Foreman	89965
Samantha Almquist	70295
Lavelle McFarland	57029
Krystal Lind	45414
Jennifer Edwards	44543
Lacey Lange	32053
Travis McCarter	31138
Andrew Malone	0
Mandy Trout	0

FUMA COMMERCIAL CLUB

Andy Hopper	118127
Yvonne Guy	116990
Nicole Faulconer	80045
Zach Teske	68012
Ryan Scheetz	54672
Trina Smith	54839

(ELIGIBLE)

SUMMIT CROP GROUP

First Crop Update Will be in June

Agent New Premium for May

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Andy Hopper	121,583	Nicole Tonjes	27,007	Ken Troost	9,969	Vicky Elliott	2,253
Nicole Faulconer	103,316	Haley Helzer	26,561	Travis McCarter	9,099	Jim Gierhan	1,540
Jeff Kindel	96,825	Jay Obermiller	26,355	Todd Whitehill	8,090	Jack Olson	917
Zach Teske	81,506	Hanna Hertzog	21,636	Steve Yearout	7,330	Jason Frazier	554
Brandon Dahna	59,136	Sara Swackhamer	20,270	Lacey Lange	7,231	Ron Clark	342
Brian Koch	58,730	Danielle Benash	17,354	Amber Conway	7,219	Richard Boxum	213
Yvonne Guy	56,533	Tommy Velasquez	17,040	Nicole Schaller	5,676	Krystal Lind	125
Tom Clark	54,463	Trina Smith	15,251	Lavelle McFarland	5,035	David Snyder	0
Pam Caba	51,191	Brandon Spevacek	14,656	Greg Frank	3,754	Matt Anderson	0
Amanda Fritch	46,122	Jennifer Edwards	14,388	Nicole Johnson	3,340	Mandy Trout	0
Mark Kavan	45,287	Mario Lopez	14,143	Randy Mader	3,288		
Ryan Scheetz	42,440	Stacey Addison	13,548	Andrew Malone	3,056		
Staci Foreman	35,659	Kris Narvaez	13,203	Hilary Christian	2,748		
Jason Ortman	35,014	Brian West	11,520	Clayton Schmitz	2,718		
Kyle Wade	30,314	Curtis Hinrichs	10,826	Jerry Nolte	2,592		
Tye Johnson	27,469	Samantha Almquist	9,985	Roy McCoy	2,379		

New Premium Financial Services

Roy McCoy	315,284	Krystal Lind		Lillian Fritch		Staci Foreman
Haley Helzer	22,000	Jeff Kindel		Haley Helzer		Steve Yearout
Curtis Hinrichs	6,615	Hanna Hertzog		Jacob Irvin		Todd Whitehill
Peyton Stammer	5,561	Lavelle McFarland		Nicole Faulconer		Tom Clark
Jason Ortman	3,733	Tommy Velasquez		Nicole Johnson		Tommy Velasquez
Trina Smith	1,795	Amanda Fritch		Nicole Schaller		Tye Johnson
David Snyder	1,409	Andy Hopper		Jason Frazier		Vicky Elliott
Hanna Hertzog	1,200	Brian Koch		Jason Ortman		Yvonne Guy
Hilary Christian	715	Brian West		Randy Mader		Trina Smith
Brandon Dahna	337	Jerry Nolte		Richard Boxum		Lacey Lange
Lavelle McFarland	336	Jim Gierhan		Ron Clark		
Brian Koch	105	Ken Troost		Brandon Spevacek		
Staci Foreman	54	Kris Narvaez		Samantha Almquist		
Lacey Lange	16	Hilary Christian		Sara Swackhamer		
Jennifer Edwards	1	Dustin Ford		Shannon Schibi		
Nicole Tonjes		Greg Frank		Stacey Addison		

FUMA Production

FARMERS UNION

AGENT	TOTALS
Amanda Fritch	120,835
Mark Kavan	87,139
Pam Caba	68,390
Nicole Tonjes	64,519
Jeff Kindel	61,471
Tom Clark	57,228
Tye Johnson	54,956
Jay Obermiller	51,477
Haley Helzer	41,505
Jason Ortman	41,357
Sara Swackhamer	33,241
Matthew Anderson	28,122
Kenneth Troost	24,036
Hanna Hertzog	23,798
Ryan Scheetz	23,324
Kyle Wade	21,874
Brian West	21,815
Andy Hopper	21,082
Brandon Spevacek	19,228
Amber Conway	16,335

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
Zach Teske	6,887
Yvonne Guy	5,369
Ryan Schee	2,491
Samantha Almquist	887
Jay Obermiller	662
Krystal Lind	245
Jennifer Edwards	198
Jay Obermiller	107
Jennifer Edwardsi	-
Samantha Almquist	-
Staci Foreman	-
Jacob Irvin	-
Mark Kavan	-

BATTLE CREEK

AGENT	TOTAL
Sara Swackhamer	14,030
Brian Koch	12,498
Jay Obermiller	3,483
Nicole Tonjes	3,255
Tommy Velasquez	3,158
Curtis Hinrichs	2,948
Tye Johnson	2,303
Amber Conway	2,082
Clayton Schmitz	716
Mark Kavan	367
Travis McCarter	199
Lavelle McFarland	182
Jason Ortman	-
Nicole Johnson	-
Nicole Tonjes	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	68,278
Brandon Spevacek	15,591
Kris Narvaez	11,342
Nicole Faulconer	9,367
Zach Teske	8,741
Jeff Kindel	7,259
Samantha Almquist	7,049
Trina Smith	6,381
Jim Gierhan	6,080
Yvonne Guy	4,967

ENCOMPASS

AGENT	TOTALS
Ryan Scheetz	18,611
Lavelle McFarland	8,284
Brian Koch	5,036
Mark Kavan	2,198
Kyle Wade	-

SAFECO

AGENT	TOTALS
Zach Teske	39,368
Jeff Kindel	24,263
Andy Hopper	14,162
Ron Clark	14,083
Kris Narvaez	13,399
Tom Clark	12,974
Haley Helzer	12,659
Stacey Addison	11,981
Brandon Spevacek	8,984
Yvonne Guy	8,079
Mario Lopez	7,964
Roy McCoy	7,940
Steve Yearout	7,625
Nicole Faulconer	7,227
Todd Whitehill	6,474

PROGRESSIVE

AGENT	TOTALS
Brandon Dahna	47,860
Yvonne Guy	46,724
Curtis Hinrichs	38,271
Danielle Benash	37,155
Brandon Spevacek	27,921
Pam Caba	23,615
Amanda Fritch	21,786
Stacey Addison	21,646
Samantha Almquist	20,227
Mark Kavan	17,828
Ryan Scheetz	17,301
Zach Teske	17,047
Sara Swackhamer	16,742
Nicole Faulconer	14,884
Kris Narvaez	13,974
Lavelle McFarland	13,561
Lacey Lange	11,105
Jennifer Edwards	10,738
Amber Conway	10,504
Trina Smith	10,377

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	15,579
Curtis Hinrichs	4,306
Yvonne Guy	3,724
Randy Mader	3,317
Lavelle McFarland	2,262
Nicole Schaller	1,636
Mark Kavan	1,166
Brian Koch	1,146
Hilary Christian	1,006
Brian West	960
Kyle Wade	699
Zach Teske	485
Andy Hopper	426
Trina Smith	286
Haley Helzer	284
Hanna Hertzog	-
Jason Frazier	-
Jerry Nolte	-
Vicky Elliott	-
Mario Lopez	-
(From EPIC)	

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Yvonne Guy	15,628
Kris Narvaez	13,627
Zach Teske	7,127
Trina Smith	3,474
Brandon Dahna	3,284
Samantha Almquist	3,094
Nicole Faulconer	2,930
Tom Clark	2,760
Andy Hopper	2,681
Stacey Addison	1,893
(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	2,340
Brian Koch	2,067
Nicole Tonjes	1,436
Jack Olson	917
Clayton Schmitz	796
(From EPIC)	

FOREMOST

AGENT	ALL LINES
Ryan Scheetz	6,980
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
Brandon Dahna	2,068
(From EPIC)	

SECURA

AGENT	ALL LINES
Zach Teske	31,969
Yvonne Guy	21,720
Krystal Lind	11,875
Brandon Spevacek	2,383
Staci Foreman	1,538
Trina Smith	1,024
Brandon Dahna	669
Andy Hopper	620
Jeff Kindel	260

STATE AUTO

AGENT	ALL LINES
Tom Clark	52,858
Zach Teske	3,882
Andy Hopper	3,308
Trina Smith	-
Haley Helzer	-
Andy Hopper	-
Jennifer Edwards	-
(From EPIC)	



Financial Services Award



TOP FINANCIAL SERVICES AGENT

HILARY CHRISTIAN	21653	RYAN SCHEETZ	2542
ROY MCCOY	14061	TOM CLARK	2244
NICOLE TONJES	9181	AMBER CONWAY	2015
JASON ORTMAN	8176	MATT ANDERSON	1957
AMANDA FRITCH	3513	JENNIFER EDWARDS	1934