

MIDWEST MATTERS



General Manager Notes

OCTOBER

Howdy folks, what a great Native American summer we have had! However, as I write this, we are getting some moisture but still in desperate need of rain through both of our states. My fear is the majority is going to come this winter in the form of snow and ice. Buy your new snow shovels now and tune up your snow blowers!

It's been a very challenging year, but through September 3rd quarter reporting... we are still ahead of our target in commission revenue from all sources, which means agents continue to grow in Crop, P&C and Financial Services earnings. Also, we are currently in line for some profit share bonuses from a few of our company markets. One of those markets is still Farmers Union Insurance. Thank you for all you do!

See you all in November-December at your State Farmers Union Conventions!

Jeff



**Farmers
Union
Midwest
Agency**

November Birthdays

Jack Olson November 5

L Wayne November 7

Kevin Harrington November 14

Krystal Lind November 21

Dan Conway November 24

Roger Blanken November 24

Jason Frazier November 26

Vicky Elliott November 30

Hanna Hertzog November 30

Lacey Lange November 30

November Anniversaries

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

Jason Frazier began his career on November 1, 2021...3 years Service

Brian West began his career on November 1, 2012...12 years Service

Kenneth Troost began his career on November 10, 2008...16 years Service

Tommy Velasquez began his career on November 15, 2020...4 years Service

Roy McCoy began his career on November 16, 2009...15 years Service

AGENT NEWS

Here are a couple of photos from the Chiefs Monday Night Football game me and my husband, Mike Howland, attended on Oct 7, with Brad and his wife, Jenn. This was the tail gate package I bought at convention for Terry's benefit auction.

As you can see we had great seats, with Jason Kelce and the Monday Night Football crew set up directly in front of us. No, we didn't run down to the front just to take pics, but we did have to scam a lot of other people out of the way when we showed up to our seats. lol

We had a great time thanks to Brad, Jenn and his tailgate crew. Stace





2025 Farmers Union Agencies Summit Contest

Secrets Moxché Playa Del Carmen

September Update All Agents

TOTAL POINTS

Amanda Fritch	86201	Tommy Velasquez	16299
Mark Kavan	72690	Jack Olson	15947
Jay Obermiller	64281	Brandon Spevacek	15401
Tye Johnson	49919	Sara Swackhamer	14538
Tom Clark	49503	Matt Anderson	14297
Brian Koch	43715	Nicole Faulconer	13104
Ryan Scheetz	38804	Ron Clark	13086
Jason Ortman	37876	Samantha Almquist	11797
Pam Caba	36228	Clayton Schmitz	11692
Kyle Wade	33901	Randy Mader	11485
Jeff Kindel	31322	Lavelle McFarland	11468
Nicole Tonjes	28870	Lacey Lange	9550
Brandon Dahna	23597	Andrew Malone	8391
Danielle Benash	23465	Greg Frank	8363
Vicky Elliott	23132	David Snyder	8036
Andy Hopper	23027	Haley Helzer	7473
Hanna Hertzog	21886	Hilary Christian	7458
Amber Conway	21687	Krystal Lind	6774
Zach Teske	20748	Jennifer Edwards	6736
Curtis Hinrichs	20717	Ken Troost	6712
Staci Foreman	19514	Trina Smith	6221
Brian West	19286	Kris Narvaez	5803
Yvonne Guy	18147	Jason Frazier	4912

TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

Roy McCoy	44335
Hilary Christian	38065
Nicole Tonjes	16498
Jason Ortman	10126
Peyton Stammer	7060
Amanda Fritch	5635
Amber Conway	3616
Matt Anderson	3467
Vicky Elliott	3317
Curtis Hinrichs	3106
Tom Clark	3069
Jack Olson	2992
Danielle Benash	2861
Ryan Scheetz	2719
Brian West	2300
Jennifer Edwards	2286
Pam Caba	1785
Yvonne Guy	1613
Sara Swackhamer	1558
Brian Koch	1542

TOP NEW AGENT

Brandon Dahna	335911
Samantha Almquist	174342
Trina Smith	173100
Lacey Lange	133449
Krystal Lind	46779
Mandy Trout	17294
Celeste Mikijanis	14570
Jarod Berkstresser	5409

FUMA COMMERCIAL CLUB

Andy Hopper	169213
Yvonne Guy	160040
Nicole Faulconer	85029
Samantha Almquist	79188
Zach Teske	72799
Ryan Scheetz	65177

(ELIGIBLE)

SUMMIT CROP GROUP

Richard Boxum	297
Jason Ortman	49
Mark Kavan	39
Amber Conway	30
Tom Clark	21
Jay Obermiller	19
Jim Gierhan	5
Greg Frank	5

Agent New Premium for September

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Kris Narvaez	80,198	Staci Foreman	17,799	Roy McCoy	10,761	Mandy Trout	2,480
Brandon Dahna	58,918	Yvonne Guy	17,726	Mario Lopez	10,233	Krystal Lind	1,638
Andy Hopper	52,064	Nicole Tonjes	17,497	Jason Frazier	8,690	Clayton Schmitz	1,143
Andrew Malone	51,462	Tommy Velasquez	17,070	Celeste Mikijanis	8,634	Sara Swackhamer	1,006
Jason Ortman	44,570	Brian West	15,848	Lavelle McFarland	8,320	Richard Boxum	678
Nicole Faulconer	43,288	Randy Mader	15,266	Tom Clark	8,069	Jerry Nolte	444
Ryan Scheetz	43,148	Curtis Hinrichs	15,039	Tye Johnson	7,590	Todd Whitehill	386
Amanda Fritch	30,661	Matt Anderson	14,457	Greg Frank	7,049	David Snyder	0
Pam Caba	27,872	Hilary Christian	14,312	Kyle Wade	6,916	Nicole Johnson	0
Lacey Lange	27,514	Danielle Benash	14,069	Samantha Almquist	6,480	Nicole Schaller	0
Jeff Kindel	27,061	Stacey Addison	13,795	Jennifer Edwards	6,288		
Mark Kavan	26,261	Jay Obermiller	12,841	Hanna Hertzog	6,277		
Zach Teske	22,518	Haley Helzer	12,520	Ken Troost	5,919		
Steve Yearout	20,510	Vicky Elliott	11,650	Jack Olson	5,753		
Brian Koch	19,235	Amber Conway	11,241	Jim Gierhan	3,176		
Trina Smith	17,898	Brandon Spevacek	11,193	Ron Clark	2,567		

New Premium Financial Services

Mark Kavan	2,832	Amanda Fritch	Jason Ortman	Pam Caba
Mandy Trout	2,616	Andrew Malone	Jeff Kindel	Randy Mader
Peyton Stammer	2,344	Andy Hopper	Jay Obermiller	Richard Boxum
Kyle Wade	2,200	Brandon Spevacek	Jennifer Edwards	Ron Clark
Hilary Christian	1,954	Brian West	Jerry Nolte	Roy McCoy
Brian Koch	1,200	Celeste Mikijanis	Jim Gierhan	Ryan Scheetz
Brandon Dahna	734	Clayton Schmitz	Ken Troost	Samantha Almquist
Stacey Addison	632	David Snyder	Kris Narvaez	Sara Swackhamer
Amber Conway	505	Danielle Benash	Krystal Lind	Staci Foreman
Theresa Burnell	455	Greg Frank	Lavelle McFarland	Steve Yearout
Lacey Lange	250	Jim Gierhan	Mario Lopez	Todd Whitehill
Curtis Hinrichs	180	Ken Troost	Matt Anderson	Tom Clark
Haley Helzer		Kris Narvaez	Nicole Faulconer	Tommy Velasquez
Hanna Hertzog		Nicole Tonjes	Nicole Johnson	Trina Smith
Jack Olson		Jack Olson	Nicole Schaller	Tye Johnson
Jason Frazier		Greg Frank	Nicole Tonjes	Vicky Elliott

FUMA Production

FARMERS UNION

AGENT	TOTALS
Amanda Fritch	196,680
Mark Kavan	131,182
Pam Caba	109,554
Ryan Scheetz	98,589
Nicole Tonjes	87,958
Tye Johnson	85,424
Jeff Kindel	81,039
Jay Obermiller	77,468
Tom Clark	77,361
Andy Hopper	70,629
Jason Ortman	68,050
Jack Olson	57,650
Matthew Anderson	49,595
Haley Helzer	48,371
Danielle Benash	44,492
Sara Swackhamer	42,828
Brandon Spevacek	36,639
Brian West	35,257
Hanna Hertzog	33,527
Kyle Wade	32,117

AMERICAN MODERN

AGENT	TOTALS
Trina Smith	14,517
Jason Ortman	14,076
Brandon Dahna	11,978
Yvonne Guy	10,681
Roy McCoy	10,434
Pam Caba	8,852
Tye Johnson	8,153
Andy Hopper	7,600
Jeff Kindel	7,352
Kyle Wade	7,214
Brian West	6,456
Nicole Faulconer	6,178
Haley Helzer	5,974
Jay Obermiller	5,119
Sara Swackhamer	5,022

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
Kyle Wade	1,151
Brian Koch	1,107
Samantha Almquist	987
Jay Obermiller	662
Staci Foreman	431
Krystal Lind	245
Jennifer Edwards	198
Jason Ortman	-
Mark Kavan	-

BATTLE CREEK

AGENT	TOTALS
Brian Koch	36,861
Sara Swackhamer	14,030
Tommy Velasquez	4,187
Curtis Hinrichs	4,044
Jason Ortman	3,885
Nicole Tonjes	3,605
Jay Obermiller	3,483
Nicole Johnson	3,255
Amber Conway	2,535
Amanda Fritch	1,745
Mark Kavan	1,104
Tye Johnson	969
Lavelle McFarland	852
Clayton Schmitz	716
Vicky Elliott	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	118,986
Brandon Spevacek	44,348
Trina Smith	24,887
Kris Narvaez	18,421
Jeff Kindel	18,108
Zach Teske	16,992
Steve Yearout	14,005
Nicole Faulconer	13,357
Hanna Hertzog	10,954
Yvonne Guy	9,944

ENCOMPASS

AGENT	TOTALS
Ryan Scheetz	43,629
Amanda Fritch	10,264
Lavelle McFarland	10,124
Brian Koch	8,520
Mark Kavan	7,889

SAFECO

AGENT	TOTALS
Zach Teske	54,358
Jeff Kindel	27,359
Steve Yearout	26,749
Andy Hopper	21,795
Haley Helzer	20,322
Yvonne Guy	15,281
Tom Clark	15,261
Stacey Addison	13,710
Trina Smith	13,245
Kris Narvaez	12,521
Nicole Faulconer	12,513
Brandon Spevacek	11,261
Ron Clark	10,202
Samantha Almquist	9,770
Mario Lopez	7,797

PROGRESSIVE

AGENT	TOTALS
Kris Narvaez	126,218
Samantha Almquist	95,148
Brandon Dahna	94,249
Andy Hopper	93,566
Ryan Scheetz	79,817
Yvonne Guy	63,697
Curtis Hinrichs	59,970
Brandon Spevacek	55,741
Lacey Lange	55,060
Pam Caba	44,973
Zach Teske	42,226
Amanda Fritch	41,681
Danielle Benash	41,439
Mark Kavan	32,101
Nicole Faulconer	27,080
Trina Smith	26,817
Lavelle McFarland	26,075
Andrew Malone	25,857
Tommy Velasquez	23,919
Jack Olson	23,226

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	25,371
Zach Teske	11,877
Yvonne Guy	5,170
Curtis Hinrichs	4,306
Randy Mader	3,933
Nicole Tonjes	3,658
Kris Narvaez	3,611
Tom Clark	3,208
Hanna Hertzog	2,919
Krystal Lind	2,910
Roy McCoy	2,278
Lavelle McFarland	2,262
Hilary Christian	2,043
Nicole Schaller	1,636
Mark Kavan	1,166
Brian Koch	1,146
Jack Olson	1,008
Brian West	960
Kyle Wade	699
Mandy Trout	689
(From EPIC)	

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Yvonne Guy	28,962
Kris Narvaez	14,333
Nicole Faulconer	4,803
Trina Smith	4,799
Zach Teske	4,452
Nicole Tonjes	4,101
Andy Hopper	3,286
Brandon Dahna	3,284
Samantha Almquist	3,094
Tom Clark	2,760
(From EPIC)	

ENCOVA

AGENT	ALL LINES
Jay Obermiller	9,473
Jason Ortman	6,933
Ryan Scheetz	4,794
Mark Kavan	4,188
Kyle Wade	3,886
Pam Caba	3,881
Roy McCoy	3,840
Jennifer Edwards	3,561
Kenneth Troost	2,522
Tommy Velasquez	2,424
(From EPIC)	

FOREMOST

AGENT	ALL LINES
Tommy Velasquez	17,629
Lacey Lange	15,641
Trina Smith	14,824
Ryan Scheetz	10,651
Todd Whitehill	8,850
Nicole Faulconer	7,227
Pam Caba	6,304
Sara Swackhamer	5,642
Hilary Christian	5,331
Danielle Benash	5,136
(From EPIC)	

SECURA

AGENT	ALL LINES
Zach Teske	56,623
Andy Hopper	22,519
Yvonne Guy	17,663
Krystal Lind	11,875
Brandon Spevacek	5,177
Staci Foreman	1,589
Trina Smith	1,024
Tom Clark	893
Brandon Dahna	669

STATE AUTO

AGENT	ALL LINES
Tom Clark	52,858
Yvonne Guy	7,505
Zach Teske	3,633
Andy Hopper	3,308
Brandon Spevacek	2,787
Trina Smith	1,840
Brandon Dahna	1,161
(From EPIC)	



Financial Services Award



TOP FINANCIAL SERVICES AGENT

ROY MCCOY	44335	AMANDA FRITCH	5635
HILARY CHRISTIAN	38065	AMBER CONWAY	3616
NICOLE TONJES	16498	MATT ANDERSON	3467
JASON ORTMAN	10126	VICKY ELLIOT	3317
PEYTON STAMMER	7060	CURTIS HINRICHs	3106