

MIDWEST MATTERS



General Manager Notes

SPRING HAS SPRUNG

Our management team completed our Agency Career Builder Meeting in Lawrence for our newer agents this week. The week before we hosted our Annual Two State Convention in Kearney. The week prior to that we held a New Agent Orientation in our Lincoln office for Five (5) new agents. And I see that our agents have been continuing to add on New Business! Spring has sprung and boy has it been busy!

I think we are all looking at 2025 with cautious optimism. We still have exclusive access to one of the few companies open to new Auto, Home and Farm. Companies are still very open to Commercial Business. Financial Services and Crop Products are begging for your attention! If Meat Loaf had this many options, the title of his song would have been different.

Keep your prospect inventory high, keep in communication with your customers and don't stop looking for opportunities! **It's a great time to be a FUMA Agent. Thanks for all you do!** BTW, if you recognize the artist and song referenced above, send me an email for a \$10 gift card!

Jeff



**Farmers
Union
Midwest
Agency**

May

Birthdays

Kenneth Troost May 7
Zach Teske May 7
Brian Koch May 13
Mandy Trout May 14
Rob Fisher May 23
Trina Smith May 25
Wendy Jurgens May 29

May

Anniversaries

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

Nicole Faulconer began her career on May 18, 2000...25 years Service
Tameka Burcham began her career on May 1, 2006...19 years Service
Sara Swackhamer began her career on May 15, 2015...10 years Service
Kevin Harrington began his career on May 1, 2017...8 years Service
Jack Olson began his career on May 1, 2009...7 years Service

AGENT NEWS

Terry Kirby getting his award from Jeff!



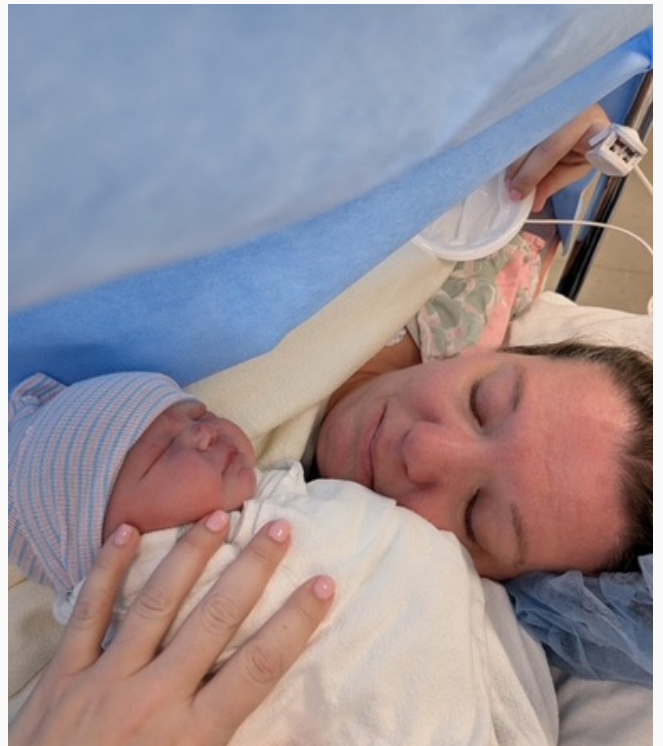
Welcome Reier Thoren Scheetz! He was born 4/15 at 7:26 PM. He weighed 8 lbs 2 oz and is 20 inches.



Entertainment (Ron) at annual 2 state Convention.



Avery Jay Swackhamer born 2/17/2025 7lbs 8oz 19 1/2 inches long.





2026 Farmers Union Agencies Summit Contest

Secrets Tides Punta Cana

March Update All Agents

TOTAL POINTS		TOP FINANCIAL SERVICES AGENT (Top 20 Shown)	
Ryan Scheetz	26545	Roy McCoy	4643
Tom Clark	17113	Hilary Christian	2077
Lacey Lange	17049	Nicole Tonjes	2043
Tye Johnson	13716	Sara Swackhamer	1320
Tommy Velasquez	13310	Brian West	446
Jay Obermiller	13154	Amanda Fritch	393
Jeff Kindel	12139	Jason Ortman	387
Mark Kavan	12032	Vicky Elliott	324
Kris Narvaez	10323	Amber Conway	321
Randy Mader	10183	Mandy Trout	242
Trina Smith	9487	Dan Matthews	236
Brandon Dahna	9352	Nicole Faulconer	199
Mandy Trout	8674	Kyle Wade	197
Amanda Fritch	8451	Danielle Benash	183
Danielle Benash	7797	Nicole Johnson	155
Jerry Nolte	7314	Jack Olson	119
Sara Swackhamer	7274	Pam Caba	119
Andrew Malone	6950	Tom Clark	118
Samantha Almquist	6464	Mark Kavan	113
Nicole Faulconer	6317	Staci Foreman	112
Ron Clark	5917		
Matt Anderson	4967		
Ken Troost	4665		
Greg Frank	4580		
Blake Pearson	4546		
Andy Hopper	4485		
Curtis Hinrichs	4272		
Brandon Spevacek	3962		
Staci Foreman	3141		
Roy McCoy	2884		
Jennifer Edwards	2626		
Stacey Addison	2617		
Brian West	2339		
Dan Matthews	2078		
Yvonne Guy	1884		
Pam Caba	1700		
Celeste Mikijanis	1643		
Hanna Hertzig	1598		
Nicole Tonjes	1574		
David Snyder	1332		
Jason Frazier	1221		
Todd Whitehill	956		
Mario Lopez	419		
Lavelle McFarland	369		
Jack Olson	276		
Karrie Watts	-		

TOP NEW AGENT		FUMA COMMERCIAL CLUB	
Lacey Lange	109863	Ryan Scheetz	154313
Trina Smith	98656	Pam Caba	64330
Blake Pearson	80988	Blake Pearson	47666
Mandy Trout	58757	Lacey Lange	37216
Samantha Almquist	47436	Jason Ortman	17927
Krystal Lind	26439	Mark Kavan	17409
April Heim	24724		
Celeste Mikijanis	8186		
Karrie Watts	-		
-	-		

(ELIGIBLE)

SUMMIT CROP GROUP
First Crop Update Will be in June

Agent New Premium for March

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Jeff Kindel	106,569	Jerry Nolte	29,081	Roy McCoy	12,711	Greg Frank	4,163
Ryan Scheetz	75,102	Blake Pearson	25,900	Andy Hopper	12,678	Tye Johnson	2,991
Stacey Addison	67,740	Haley Helzer	24,389	April Heim	12,673	Nicole Johnson	2,481
Andrew Malone	60,966	Amanda Fritch	23,942	Hanna Hertzog	12,517	Todd Whitehill	2,295
Brandon Dahna	57,337	Zach Teske	23,854	Jack Olson	12,109	Nicole Schaller	2,184
Mark Kavan	57,302	Ron Clark	23,719	Samantha Almquist	10,677	Vicky Elliott	1,768
Danielle Benash	55,910	Tom Clark	23,642	Randy Mader	9,768	Brian West	1,663
Pam Caba	54,821	Sara Swackhamer	22,552	Lavelle McFarland	9,519	Steve Yearout	1,502
Dan Matthews	54,125	Amber Conway	18,865	Curtis Hinrichs	8,679	Jim Gierhan	1,442
Jason Ortman	43,676	Kris Narvaez	18,850	Hilary Christian	8,671	Clayton Schmitz	1,133
Trina Smith	38,696	Tommy Velasquez	16,348	Jay Obermiller	8,071	Richard Boxum	478
Brian Koch	36,011	Brandon Spevacek	15,814	Matt Anderson	7,429	David Snyder	-
Mandy Trout	33,094	Krystal Lind	15,775	Jennifer Edwards	7,400	Ken Troost	-
Nicole Faulconer	31,912	Nicole Tonjes	14,977	Mario Lopez	6,944	Karrie Watts	-
Lacey Lange	30,802	Staci Foreman	14,526	Jason Frazier	6,109		
Kyle Wade	29,765	Yvonne Guy	14,505	Celeste Mikijan	5,017		

New Premium Financial Services

Roy McCoy	172,807	Pam Caba	49
Hilary Christian	32,242	Curtis Hinrichs	20
Jennifer Edwards	3,240		
Dan Matthews	2,636		
Brandon Dahna	1,890		
Stacey Addison	1,499		
Staci Foreman	854		
Mandy Trout	345		
Jason Ortman	280		
Trina Smith	184		
Zach Teske	155		

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Mark Kavan	62,310
Ryan Scheetz	49,376
Amanda Fritch	47,064
Mandy Trout	37,682
Jerry Nolte	30,380
Lacey Lange	29,422
Kyle Wade	28,061
Danielle Benash	24,129
Jay Obermiller	23,962
Jeff Kindel	22,921
Zach Teske	20,388
Andy Hopper	18,239
Jack Olson	17,730
Matt Anderson	14,932
Haley Helzer	14,901
Brian West	14,708
Ron Clark	14,265
Tom Clark	14,143
Staci Foreman	13,210
Nicole Tonjes	12,866

AMERICAN MODERN

AGENT	TOTALS
Jason Ortman	14,353
Danielle Benash	11,048
Tommy Velasquez	6,617
Kenneth Troost	4,760
Nicole Faulconer	4,018
Amber Conway	3,509
Jeff Kindel	3,383
Blake Pearson	3,281
Brandon Dahna	2,906
Haley Helzer	2,597
Steve Yearout	2,493
Jack Olson	2,476
Hanna Hertzog	2,188
Yvonne Guy	2,033
Jay Obermiller	2,021

NATIONWIDE

AGENT	TOTALS
Stacey Addison	46,119
Ron Clark	8,018
Krystal Lind	6,181
Mark Kavan	1,736
Staci Foreman	357
Andy Hopper	-
Krystal Lind	-
Curtis Hinrichs	-
Shannon Schibi	-
Jay Obermiller	-
Jennifer Edwardsi	-
Samantha Almquist	-
Staci Foreman	-
Vicky Elliott	-
Mario Lopez	-

BATTLE CREEK

AGENT	TOTAL
Amber Conway	4,293
Nicole Tonjes	1,938
Nicole Johnson	558
Danielle Benash	204
Amber Conway	-
Mark Kavan	-
Danielle Benash	-
Clayton Schmitz	-
Mark Kavan	-
Tye Johnson	-
Brian West	-
Sara Swackhamer	-
Jason Ortman	-
Nicole Johnson	-
Ken Troost	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	56,035
Kris Narvaez	14,464
Brandon Spevacek	9,126
Ron Clark	7,543
Haley Helzer	7,192
Greg Frank	4,573
Stacey Addison	3,810
Jeff Kindel	3,340
Trina Smith	3,162
Celeste Mikijanis	2,969

ENCOMPASS

AGENT	TOTALS
Lavelle McFarland	4,528
Kyle Wade	4,506
Amanda Fritch	-
Mark Kavan	-
Brian Koch	-

SAFECO

AGENT	TOTALS
Blake Pearson	21,006
April Heim	8,885
Mandy Trout	7,518
Jason Ortman	6,610
Haley Helzer	4,932
Jack Olson	4,666
Jeff Kindel	4,376
Andy Hopper	4,229
Samantha Almquist	3,823
Tom Clark	3,742
Randy Mader	2,789
Trina Smith	2,425
Celeste Mikijanis	2,290
Brandon Spevacek	1,968
Staci Foreman	970

PROGRESSIVE

AGENT	TOTALS
Ryan Scheetz	118,933
Trina Smith	30,378
Pam Caba	29,119
Brandon Dahna	26,974
Lacey Lange	21,543
Mark Kavan	15,397
Nicole Faulconer	14,884
Curtis Hinrichs	12,198
Andrew Malone	11,310
Kris Narvaez	11,094
Danielle Benash	10,750
Brandon Spevacek	9,774
Samantha Almquist	8,628
Dan Matthews	8,225
Randy Mader	7,917
Amanda Fritch	7,163
Zach Teske	6,992
Jeff Kindel	6,226
Yvonne Guy	5,590
Kyle Wade	5,490

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Nicole Johnson	5,191
Ron Clark	2,997
Zach Teske	1,914
Nicole Tonjes	1,644
Ryan Scheetz	1,552
Samantha Almquist	1,475
Nicole Faulconer	1,358
Tom Clark	1,219
Haley Helzer	1,020
Jeff Kindel	619
Yvonne Guy	553
Jason Ortman	520
Jason Frazier	519
Hanna Hertzog	411
Celeste Mikijanlis	361
Jason Frazier	-
Randy Mader	-
Mario Lopez	-

(From EPIC)

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Zach Teske	5,181
Mandy Trout	4,324
Ryan Scheetz	4,302
Lavelle McFarland	3,713
Trina Smith	3,293
Brian Koch	2,313
Stacey Addison	1,067
Celeste Mikijanlis	943
Tom Clark	941
Mark Kavan	250

(From EPIC)

ENCOVA

AGENT	ALL LINES
Pam Caba	39,746
Curtis Hinrichs	2,377
Lavelle McFarland	1,685
Mark Kavan	877
Ryan Scheetz	570
Lacey Lange	505
Trina Smith	270
Tommy Velasquez	-
Kenneth Troost	-
Jack Olson	-

(From EPIC)

FOREMOST

AGENT	ALL LINES
Trina Smith	36,351
Danielle Benash	12,587
Nicole Faulconer	6,887
Samantha Almquist	6,356
Kyle Wade	5,935
Tommy Velasquez	3,717
Mark Kavan	2,943
Andrew Malone	2,763
Jennifer Edwards	1,959
Kris Narvaez	1,931

(From EPIC)

SECURA

AGENT	ALL LINES
Brandon Dahna	3,106
Yvonne Guy	2,402
Brandon Spevacek	1,406
Staci Foreman	490
Tom Clark	347
Jeff Kindel	253
Jason Ortman	-
Stacey Addison	-
Yvonne Guy	-

STATE AUTO

AGENT	ALL LINES
Brandon Dahna	15,041
Shannon Schibi	-
Andy Hopper	-
Zach Teske	-
Haley Helzer	-
Andy Hopper	-
Jennifer Edwards	-

(From EPIC)



Financial Services Award



TOP FINANCIAL SERVICES AGENT

ROY MCCOY	16516	BRIAN WEST	3573
HILARY CHRISTIAN	14399	PEYTON STAMMER	2008
NICOLE TONJES	7436	AMANDA FRITCH	1324
SARA SWACKHAMER	5626	JASON ORTMAN	1278
THERESA BURNELL	3942	VICKY ELLIOTT	1113