

MIDWEST MATTERS



General Manager Notes

DO YOU PLAN FOR “SUCCESS”?

If I ask that question to 100 people... I guarantee 25 will say “yes”, 25 will say “no” and 25 will look at me and say “what do you mean”! I would hope and expect that you would be in the 25 who would say yes! But, let's for a minute assume we need to explain the importance of “Planning for Success”:

#1) If you don't have a plan how will you get there?

#2) If you don't have a plan how will you know when you do?

First of all planning is a relative term just like “cleanliness”. It means different things to different people. So your plan may be simple and a little messy (...needs cleaned up) or your plan may be precise and pristine.

Second, planning must be fluid... flexible. It must allow for adjustments such as market change, underwriting restrictions, new companies, markets or opportunities.

But, the common factor for all plans is... it must state where you want to end up. What is your expected end result to be successful. If you start there and work backward, Congratulations “You Are Planning for your Success”!

2024 was a challenge, but every single agent grew. 2025 may be more of a challenge... so what constitutes success for you in 2025? Regardless of what 2025 brings us... **It's a great time to be a Midwest Agent... Thank you for all you do!**

Thank you for all you do!

Jeff



**Farmers
Union
Midwest
Agency**

March Birthdays

Ron Clark March 2

Todd Whitehill March 2

Jason Ortman March 12

Jarod Berkstresser March 16

Tameka Burcham March 23

Andrew Malone March 26

David Snyder March 28

Kyle Wade March 30

Celeste Mikijanlis March 30

Nicole Schaller March 31

March Anniversaries

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

Jason Ortman began his career on March 1, 2006...19 years Service

Ryan Scheetz began his career on March 1, 2019...6 years Service

Rob Fisher began his career on March 1, 2019...6 years Service

Samantha Almquist began her career on March 20, 2023...2 years Service

Peyton Stammer began her career on March 13, 2024...1 year Service



2026 Farmers Union Agencies Summit Contest

Secrets Tides Punta Cana

January Update All Agents

TOTAL POINTS				TOP FINANCIAL SERVICES AGENT (Top 20 Shown)	
Dan Matthews	6190	Trina Smith	1691	Hilary Christian	4643
Brandon Spevacek	5648	Roy McCoy	1461	Roy McCoy	2077
Lacey Lange	5535	Matt Anderson	1373	Nicole Tonjes	2043
Randy Mader	4902	Kris Narvaez	1337	Brian West	1320
Nicole Faulconer	4531	Amanda Fritch	1127	Amanda Fritch	446
Ken Troost	4367	Celeste Mikijanis	1111	Amber Conway	393
Andrew Malone	4142	Samantha Almquist	1004	Vicky Elliott	387
Pam Caba	4120	Richard Boxum	982	Danielle Benash	324
Ryan Scheetz	3862	Stacey Addison	893	Jason Ortman	321
Tye Johnson	3757	Ron Clark	849	Jack Olson	242
Tommy Velasquez	3632	Krystal Lind	575	Pam Caba	236
Yvonne Guy	3497	David Snyder	524	Tom Clark	199
Mandy Trout	3312	Jerry Nolte	415	Jeff Kindel	197
Danielle Benash	2871	Nicole Johnson	413	Staci Foreman	183
Tom Clark	2622	Jeff Kindel	397	Yvonne Guy	155
Brandon Dahna	2550	Jennifer Edwards	354	Brian Koch	119
Sara Swackhamer	2465	Jarod Berkstresser	174	Jennifer Edwards	119
Steve Yearout	2146	Mario Lopez	152	Kris Narvaez	118
Curtis Hinrichs	2044	Vicky Elliott	68	Randy Mader	113
Greg Frank	2036	Amber Conway	66	Mark Kavan	112
Nicole Tonjes	1969	Clayton Schmitz	39		
Mark Kavan	1798	Todd Whitehill	39		
Jack Olson	1795	Lavelle McFarland	-		
TOP NEW AGENT		FUMA COMMERCIAL CLUB		SUMMIT CROP GROUP	
Lacey Lange	56690	Lacey Lange	33116	First Crop Update Will be in June	
Blake Pearson	36686	Ryan Scheetz	16975		
Brandon Dahna	31278	Pam Caba	10101		
Trina Smith	24754	Mark Kavan	8067		
Mandy Trout	17450	Brandon Dahna	5983		
Samantha Almquist	16444	Vicky Elliott	4416		
April Heim	12139				
Krystal Lind	4180				
Celeste Mikijanis	2767				
Jarod Berkstresser	955				

(ELIGIBLE)

Agent New Premium for January

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Dan Matthews	91,145	Curtis Hinrichs	21,389	Ken Troost	10,457	Celeste Mikijanis	2,701
Ryan Scheetz	58,532	Kyle Wade	21,302	Hanna Hertzog	9,563	Ron Clark	2,463
Lacey Lange	53,103	Amanda Fritch	20,847	April Heim	9,454	Jerry Nolte	2,447
Mark Kavan	49,543	Kris Narvaez	20,328	Steve Yearout	9,406	Jack Olson	2,260
Andrew Malone	35,291	Jay Obermiller	18,770	Krystal Lind	9,351	Andy Hopper	1,490
Blake Pearson	34,610	Jason Ortman	17,826	Matt Anderson	6,742	Vicky Elliott	1,218
Brandon Dahna	34,019	Yvonne Guy	17,465	Nicole Johnson	5,444	Jarod Berkstresser	955
Nicole Faulconer	29,217	Brandon Spevacek	17,146	Brian Koch	5,207	Sara Swackhamer	759
Trina Smith	28,712	Roy McCoy	15,710	Hilary Christian	5,119	Jennifer Edwards	724
Danielle Benash	26,914	Zach Teske	14,755	Amber Conway	4,565	Richard Boxum	553
Mandy Trout	25,836	Stacey Addison	14,279	Staci Foreman	4,151	Jason Frazier	355
Tommy Velasquez	24,131	Lavelle McFarland	13,455	Jim Gierhan	3,684	Todd Whitehill	300
Jeff Kindel	23,767	Tye Johnson	13,367	Greg Frank	3,484	Clayton Schmitz	-
Randy Mader	23,179	Haley Helzer	13,339	Mario Lopez	3,069	David Snyder	-
Nicole Tonjes	22,145	Pam Caba	11,887	Brian West	3,013		
Samantha Almquist	21,822	Tom Clark	11,556	Nicole Schaller	2,951		

New Premium Financial Services

Jason Ortman	115,000
Roy McCoy	96,359
Hilary Christian	9,600
Ryan Scheetz	3,637
Jennifer Edwards	3,572
Amanda Fritch	2,897
Staci Foreman	1,356
Brandon Dahna	1,165
Curtis Hinrichs	534
Jack Olson	457
David Snyder	407

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Mark Kavan	42,140
Jerry Nolte	26,553
Lacey Lange	20,327
Jay Obermiller	18,978
Ryan Scheetz	18,309
Mandy Trout	14,690
Amanda Fritch	14,115
Nicole Tonjes	12,624
Curtis Hinrichs	11,322
Staci Foreman	10,874
Haley Helzer	10,758
Jack Olson	10,210
Brandon Spevacek	10,012
Andy Hopper	9,984
Kyle Wade	8,710
Jeff Kindel	8,702
Ron Clark	7,922
Zach Teske	6,741
Danielle Benash	6,718
Tom Clark	6,668

AMERICAN MODERN

AGENT	TOTALS
Tommy Velasquez	10,559
Danielle Benash	7,071
Kenneth Troost	4,760
Jason Ortman	4,661
Blake Pearson	3,281
Steve Yearout	2,493
Jack Olson	2,476
Hanna Hertzog	2,188
Yvonne Guy	2,033
Jay Obermiller	2,021
Nicole Faulconer	1,825
Roy McCoy	1,764
Tye Johnson	1,661
Tom Clark	1,535
Zach Teske	1,527

NATIONWIDE

AGENT	TOTALS
Krystal Lind	4,558
Ron Clark	3,215
Mark Kavan	1,736
Staci Foreman	357
Yvonne Guy	-
Andy Hopper	-
Krystal Lind	-
Curtis Hinrichs	-
Shannon Schibi	-
Jay Obermiller	-
Jennifer Edwardsi	-
Samantha Almquist	-
Staci Foreman	-
Vicky Elliott	-
Mario Lopez	-

BATTLE CREEK

AGENT	TOTAL
Nicole Tonjes	1,938
Jay Obermiller	-
Curtis Hinrichs	-
Brian Koch	-
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	27,143
Kris Narvaez	8,906
Stacey Addison	3,810
Jason Frazier	2,871
Celeste Mikijanis	2,744
Roy McCoy	2,078
Jim Gierhan	1,777
Krystal Lind	1,731
Jeff Kindel	1,634
Greg Frank	1,276

ENCOMPASS

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

SAFECO

AGENT	TOTALS
Blake Pearson	20,871
Jason Ortman	6,610
Jeff Kindel	4,376
Andy Hopper	4,229
Samantha Almquist	3,823
Trina Smith	2,425
Staci Foreman	970
Yvonne Guy	618
Ron Clark	418
Nicole Faulconer	387
Haley Helzer	-
Brandon Spevacek	-
Ryan Scheetz	-
Kris Narvaez	-
Stacey Addison	-

PROGRESSIVE

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

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Nicole Johnson	5,191
Ron Clark	1,927
Nicole Tonjes	1,644
Ryan Scheetz	1,552
Nicole Faulconer	1,358
Haley Helzer	1,020
Hanna Hertzog	411
Celeste Mikijanlis	361
Curtis Hinrichs	-
Stacey Addison	-
Tom Clark	-
Todd Whitehill	-
Brandon Spevacek	-
Roy McCoy	-
Kris Narvaez	-
Jason Frazier	-
Randy Mader	-
Mario Lopez	-

(From EPIC)

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Mandy Trout	4,324
Ryan Scheetz	4,302
Zach Teske	4,041
Trina Smith	3,293
Brian Koch	1,053
Celeste Mikijanlis	943
Tom Clark	941
Mark Kavan	250
Andy Hopper	-
Yvonne Guy	-

(From EPIC)

ENCOVA

AGENT	ALL LINES
Curtis Hinrichs	2,377
Lavelle McFarland	1,485
Ryan Scheetz	570
Danielle Benash	-
Kyle Wade	-
Jay Obermiller	-
Jennifer Edwards	-
Tommy Velasquez	-
Kenneth Troost	-
Jack Olson	-

(From EPIC)

FOREMOST

AGENT	ALL LINES
Trina Smith	28,024
Tommy Velasquez	3,717
Mark Kavan	2,943
Kris Narvaez	1,931
Krystal Lind	1,537
Tom Clark	-
Brian Koch	-
Mark Kavan	-
Ryan Scheetz	-
Kyle Wade	-

(From EPIC)

SECURA

AGENT	ALL LINES
Andy Hopper	-
Krystal Lind	-
Randy Mader	-
Ron Clark	-
Samantha Almquist	-
Shannon Schibi	-
Brandon Spevacek	-
Stacey Addison	-
Yvonne Guy	-

STATE AUTO

AGENT	ALL LINES
Tom Clark	-
Shannon Schibi	-
Andy Hopper	-
Zach Teske	-
Haley Helzer	-
Andy Hopper	-
Jennifer Edwards	-

(From EPIC)



Financial Services Award



TOP FINANCIAL SERVICES AGENT

HILARY CHRISTIAN	4643	AMBER CONWAY	393
ROY MCCOY	2077	VICKY ELLIOTT	387
NICOLE TONJES	2043	DANIELLE BENASH	324
BRIAN WEST	1320	JASON ORTMAN	321
AMANDA FRITCH	446	JACK OLSON	242