

MIDWEST MATTERS



General Manager Notes IN THE SUMMER TIME...

School is out... Farmers are in the fields hard at work. Winter wheat is up and so is some corn. And our **Summer Retreat Challenge has started!** Who's in for a trip to Kansas City for a Royals vs Braves game and some fun staying in the Village West Shops of Legends area? Open your prospect hot list and get that business on the books to be one of the top 10 qualifiers! It's hard to believe that we are nearly halfway through 2025 already. On the heels of 2024, we continue to grow as an agency. **Our FUI premium is up over 10% as is our FUI commission. Our FUMA agent commission is also up nearly 10% year to date!** Although Farmers Union Insurance continues to be our number one company and best alternative for personal lines **keep placing only your most preferred business with them...** We are seeing some companies move to or at least forecast of plans to open up by year end. Let's hope that the weather cooperates! When these companies open up for business, they will be looking for it right away. So again, have your prospect hot lists handy for when this happens.

We know that it is because of you and your hard work that our agency and your businesses continue to grow! It's a great time to be a Midwest Agent... **Thank you for all you do!**

...and if you read the title of this article and can tell me the rest of the opening verse from this 1970 hit, I'll send you a \$10 gift card!

Jeff



June Birthdays

Roy McCoy June 6
Curtis Hinrichs June 10
Peyton Stammer June 13
Jeff Downing June 25
Lavelle McFarland June 29

June Anniversaries

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

Randy Mader began his career on June 1, 1989...36 years Service
Steve Yearout began his career on June 8, 1992...33 years Service
Todd Whitehill began his career on June 1, 2008...17 years Service
Jeff Kindel began his career on June 1, 2008...17 years Service
David Snyder began his career on June 11, 2009...16 years Service
Brandon Spevacek began his career on June 15, 2014...11 years Service
Kyle Wade began his career on June 1, 2015...10 years Service
Kathy Hurlbut began her career on June 15, 2022...3 years Service



2026 Farmers Union Agencies Summit Contest

Secrets Tides Punta Cana

April Update All Agents

TOTAL POINTS

Ryan Scheetz	33172	Matt Anderson	5904
Amanda Fritch	29389	Susan McKinney	5844
Tye Johnson	22704	Randy Mader	5304
Jeff Kindel	21690	Ken Troost	5212
Lacey Lange	19634	Dan Matthews	5153
Tom Clark	19433	Ron Clark	5025
Mark Kavan	17986	Jack Olson	4889
Kris Narvaez	17654	Brandon Spevacek	4844
Brandon Dahna	16232	Mario Lopez	4755
Nicole Faulconer	14620	Greg Frank	4708
Jay Obermiller	13576	Yvonne Guy	4675
Blake Pearson	11576	Jason Ortman	4237
Andrew Malone	11217	Mandy Trout	4097
Samantha Almquist	11171	Hanna Hertzog	3910
Trina Smith	10806	Zach Teske	3909
Danielle Benash	9353	Staci Foreman	3489
Jerry Nolte	8777	Jennifer Edwards	3439
Brian Koch	7824	Jason Frazier	3156
Andy Hopper	7396	Brian West	2589
Pam Caba	7156	Celeste Mikijanis	2511
Curtis Hinrichs	6970	Stacey Addison	2093
Tommy Velasquez	5969	Todd Whitehill	2007
Sara Swackhamer	5956	Nicole Tonjes	1953

TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

Roy McCoy	18828
Hilary Christian	18529
Nicole Tonjes	9118
Sara Swackhamer	6737
Jason Ortman	5032
Brian West	3775
Amanda Fritch	1755
Nicole Faulconer	1746
Vicky Elliott	1494
Amber Conway	1467
Mandy Trout	1291
Dan Matthews	1006
Kyle Wade	1005
Danielle Benash	932
Pam Caba	866
Nicole Johnson	854
Tom Clark	798
Jack Olson	791
Mark Kavan	636
Staci Foreman	576

TOP NEW AGENT

Blake Pearson	193029
Trina Smith	143342
Lacey Lange	107740
Susan McKinney	79389
Mandy Trout	74232
Samantha Almquist	51029
Krystal Lind	35622
April Heim	35040
Celeste Mikijanis	25836
Katelyn Barragan	1634
Karrie Watts	0

FUMA COMMERCIAL CLUB

Ryan Scheetz	165810
Blake Pearson	114418
Pam Caba	84130
Lacey Lange	37216
Mark Kavan	22638
Zach Teske	21578

(ELIGIBLE)

SUMMIT CROP GROUP

First Crop Update Will be in June

Agent New Premium for April

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Blake Pearson	105,284	Kyle Wade	30,309	Jack Olson	12,854	Jason Frazier	3,401
Jeff Kindel	103,482	Nicole Faulconer	25,635	Nicole Tonjes	12,691	Roy McCoy	3,391
Ryan Scheetz	80,262	Curtis Hinrichs	24,751	Mario Lopez	12,067	Tye Johnson	3,133
Amanda Fritch	76,628	Kris Narvaez	21,982	April Heim	11,889	Clayton Schmitz	2,220
Andrew Malone	71,602	Trina Smith	21,574	Jay Obermiller	10,982	Sara Swackhamer	1,965
Pam Caba	69,396	Haley Helzer	20,639	Jim Gierhan	10,655	Greg Frank	1,885
Tom Clark	65,513	Yvonne Guy	20,471	Tommy Velasquez	10,300	Samantha Almquist	1,696
Brandon Dahna	55,822	Zach Teske	17,625	Ron Clark	9,033	Katelyn Barragan	1,634
Mark Kavan	55,663	Celeste Mikijanis	17,449	Hilary Christian	7,905	Todd Whitehill	1,460
Staci Foreman	55,130	Jerry Nolte	17,214	Jennifer Edwards	7,858	Susan McKinney	1,067
Danielle Benash	50,987	Stacey Addison	16,996	Lavelle McFarland	6,734	Nicole Schaller	1,061
Dan Matthews	47,432	Brandon Spevacek	15,856	Randy Mader	5,886	Nicole Johnson	558
Jason Ortman	46,411	Krystal Lind	15,671	Brian West	5,597	Matt Anderson	233
Mandy Trout	45,277	Andy Hopper	15,099	Vicky Elliott	4,088	David Snyder	0
Amber Conway	39,996	Hanna Hertzog	14,055	Steve Yearout	3,970	Richard Boxum	0
Brian Koch	33,716	Lacey Lange	13,829	Ken Troost	3,935	Karrie Watts	0

New Premium Financial Services

Jason Ortman	316,000
Andrew Malone	17,165
Hilary Christian	4,309
Mandy Trout	2,885
Dan Matthews	1,969
Jack Olson	396
Mark Kavan	250

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Amanda Fritch	120,572
Mark Kavan	80,619
Ryan Scheetz	64,130
Tom Clark	54,170
Mandy Trout	37,682
Jack Olson	32,851
Jerry Nolte	32,580
Lacey Lange	31,543
Jeff Kindel	31,062
Andy Hopper	30,771
Jay Obermiller	29,921
Danielle Benash	29,385
Kyle Wade	28,061
Curtis Hinrichs	22,042
Brandon Spevacek	20,583
Zach Teske	18,793
Nicole Tonjes	18,068
Brian West	17,893
Haley Helzer	17,672
Andrew Malone	16,399

AMERICAN MODERN

AGENT	TOTALS
Jason Ortman	13,691
Danielle Benash	12,811
Tommy Velasquez	6,617
Kenneth Troost	4,760
Nicole Faulconer	4,018
Tom Clark	3,722
Amber Conwayl	3,509
Jeff Kindel	3,383
Blake Pearson	3,281
Tye Johnson	2,935
Brandon Dahna	2,906
Haley Helzer	2,597
Steve Yearout	2,493
Jack Olson	2,476
Hanna Hertzig	2,188

NATIONWIDE

AGENT	TOTALS
Susan McKinney	47,864
Stacey Addison	46,729
Ron Clark	9,922
Krystal Lind	6,181
Zach Teske	4,406
Haley Helzer	2,500
Mark Kavan	1,736
Staci Foreman	357
Shannon Schibi	-
Jay Obermiller	-
Jennifer Edwardsi	-
Samantha Almquist	-
Staci Foreman	-
Vicky Elliott	-
Mario Lopez	-

BATTLE CREEK

AGENT	TOTAL
Brian Koch	6,818
Jack Olson	5,484
Amber Conway	4,293
Nicole Tonjes	1,938
Nicole Johnson	558
Danielle Benash	204
Danielle Benash	-
Clayton Schmitz	-
Mark Kavan	-
Tye Johnson	-
Brian West	-
Sara Swackhamer	-
Jason Ortman	-
Nicole Johnson	-
Ken Troost	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	66,478
Kris Narvaez	19,219
Brandon Spevacek	9,126
Haley Helzer	9,000
Zach Teske	7,568
Ron Clark	7,543
Celeste Mikijanis	5,573
Randy Mader	4,814
Greg Frank	4,573
Stacey Addison	3,810

ENCOMPASS

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

SAFECO

AGENT	TOTALS
Blake Pearson	21,006
Mandy Trout	15,342
April Heim	8,885
Pam Caba	8,291
Jason Ortman	6,610
Haley Helzer	4,392
Jack Olson	4,666
Mario Lopez	4,622
Jeff Kindel	4,376
Andy Hopper	4,229
Samantha Almquist	3,823
Tom Clark	3,742
Krystal Lind	3,432
Randy Mader	2,789
Zach Teske	2,660

PROGRESSIVE

AGENT	TOTALS
Lacey Lange	50,431
Trina Smith	45,542
Ryan Scheetz	43,094
Brandon Dahna	41,020
Pam Caba	36,678
Andrew Malone	35,430
Curtis Hinrichs	33,069
Mark Kavan	29,226
Nicole Faulconer	29,129
Brandon Spevacek	26,655
Kris Narvaez	25,766
Danielle Benash	24,552
Yvonne Guy	22,878
Zach Teske	17,282
Samantha Almquist	16,735
Amanda Fritch	16,560
Randy Mader	15,574
Kyle Wade	15,321
Jason Ortman	15,295
Stacey Addison	14,990

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	9,014
Blake Pearson	5,597
Nicole Johnson	5,191
Curtis Hinrichs	4,700
Ron Clark	3,942
Jerry Nolte	3,118
Nicole Faulconer	2,840
Haley Helzer	2,066
Zach Teske	1,914
Mandy Trout	1,846
Jennifer Edwards	1,834
Nicole Tonjes	1,644
Samantha Almquist	1,475
Tom Clark	1,219
Krystal Lind	856
Jeff Kindel	619
Yvonne Guy	553
Jason Ortman	520

(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
Samantha Almquist	2,446
Brian Koch	2,313
Stacey Addison	1,067
Celeste Mikijanis	943
Tom Clark	941

(From EPIC)

ENCOVA

AGENT	ALL LINES
Pam Caba	41,973
Amanda Fritch	5,202
Ryan Scheetz	4,624
Curtis Hinrichs	2,377
Lavelle McFarland	1,685
Mark Kavan	877
Lacey Lange	505
Trina Smith	270
Kenneth Troost	-
Tommy Velasquez	-

(From EPIC)

FOREMOST

AGENT	ALL LINES
Trina Smith	48,920
Danielle Benash	12,587
Nicole Faulconer	8,647
Kyle Wade	5,935
Mario Lopez	5,596
Celeste Mikijanis	4,884
Mandy Trout	4,021
Tommy Velasquez	3,717
Samantha Almquist	3,333
Mark Kavan	3,180

(From EPIC)

SECURA

AGENT	ALL LINES
Brandon Dahna	3,106
Jeff Kindel	2,713
Yvonne Guy	2,402
Brandon Spevacek	1,412
Haley Helzer	609
April Heim	500
Staci Foreman	490
Tom Clark	347
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	18828	JASON ORTMAN	5032
HILARY CHRISTIAN	18529	BRIAN WEST	3775
NICOLE TONJES	9118	AMANDA FRITCH	2674
THERESA BURNELL	8029	NICOLE FAULCONER	1755
SARA SWACKHAMER	6737	VICKY ELLIOTT	1746