

MIDWEST MATTERS



General Manager Notes

BE DIFFERENT, BE “UNIQUE”!

Have you ever stepped back and looked at your agency, your business, or perhaps yourself and wondered, “when did I become just like every other insurance agent in my town”? When did I stop caring about the small commission customers? When did I start coming in at 9:00 or 10:00 vs 7:00 AM? When did I get comfortable? When did I start taking my opportunities for granted? ...If you can step back to look and this is what you see... **You deserve better!** You may want to set yourself down and consider **#1) What are my strengths?** Why do people want to do business with me? **#2) Why have I not successfully won accounts in the past? Do I have areas of weakness that I can work on to be better?** **#3) What are the opportunities that I walk or drive by every day?** If I really open my eyes to my community, where does potential exist? **#4) What am I afraid of...? What threats are there to my success?** Is the actual fear of success an issue and how do I deal with that?

You should take a few minutes with a cup of coffee or tea and do something different... Spend these minutes answering these questions... You’ve just done a SWOT Analysis on your agency. You can use your findings to make your prospecting, retention, financial and personal plans for 2026. The market has started to change. In 2026 it will move fast and companies will want new business. Do you have your prospect inventory? Do you have your customer service processes established? **Are you uniquely equipped and prepared to win against your competition?**

It’s a great time to be a Midwest Agent... **Thank you for all you do!**

Jeff



**Farmers
Union
Midwest
Agency**

September Birthdays

Susan McKinney September 1
Ryan Scheetz September 5
Brandon Spevacek September 9
Jim Gierhan September 10
Richard Boxum September 12

September Anniversaries

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

Jerry Nolte began his career on September 1, 1991...34 years Service
Haley Helzer began her career on September 15, 2016...9 years Service
Nicole Tonjes began her career on September 11, 2018...7 years Service
Lavelle McFarland began his career on September 1, 2021...4 years Service



2026 Farmers Union Agencies Summit Contest
Secrets Tides Punta Cana
May Update All Agents-March 22-27, 2026

TOTAL POINTS		TOP FINANCIAL SERVICES AGENT	
tye Johnson	54818	Andy Hopper	13583
Amanda Fritch	45692	Nicole Faulconer	12550
Mark Kavan	40816	Matt Anderson	12511
Ryan Scheetz	38282	Zach Teske	10623
Brandon Spevacek	37133	Sara Swackhamer	10232
Lacey Lange	35649	Greg Frank	10146
Blake Pearson	32993	Tommy Velasquez	9955
Andrew Malone	32229	Katelyn Barragan	9459
Brandon Dahna	28423	Jack Olson	9410
Kris Narvaez	26807	Lavelle McFarland	8665
Tom Clark	26325	Jerry Nolte	7348
Jeff Kindel	22588	Hilary Christian	7232
Jay Obermiller	21986	Ken Troost	7199
Samantha Almquist	20298	Haley Helzer	7036
Jason Ortman	20030	Yvonne Guy	6875
Trina Smith	19540	Staci Foreman	6534
Danielle Benash	18568	Stacey Addison	6205
Mandy Trout	18263	Brian Koch	5385
Dan Matthews	18120	Karrie Watts	5025
Pam Caba	17971	Jason Frazier	4899
Curtis Hinrichs	17144	Nicole Tonjes	4041
Susan McKinney	16903	David Snyder	3790
Randy Mader	14906	Krystal Lind	3789
TOP NEW AGENT		FUMA COMMERCIAL CLUB	
Trina Smith	233640	Dan Caba	196229
Blake Pearson	230793	Ryan Scheetz	170974
Lacey Lange	218979	Trina Smith	169469
Mandy Trout	139116	Blake Pearson	129250
Susan McKinney	109405	Jack Olson	55496
Samantha Almquist	100820	Lacey Lange	54056
Tracie Warder	90325		
Katelyn Barragan	86958		
Krystal Lind	74673		
Will Clark	62914		
April Heim	57614		
Karrie Watts	50396		
		(ELIGIBLE)	
		SUMMIT CROP GROUP	
		Jim Cierhan	80
		Brian Koch	25
		Richard Boxum	1

Agent New Premium for July

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Pam Caba	68,037	Kyle Wade	16,702	Jay Obermiller	7,137	Krystal Lind	1,435
Ryan Scheetz	53,435	Brandon Dahna	16,650	Jason Frazier	5,861	Tye Johnson	1,351
Lacey Lange	50,772	Yvonne Guy	15,512	Brian West	5,833	Lavelle McFarland	1,114
Dan Matthews	31,839	Nicole Faulconer	14,345	Karrie Watts	4,664	Ken Troost	1,106
Mark Kavan	31,613	Blake Pearson	13,892	Susan McKinney	4,351	Hilary Christian	975
Andrew Malone	30,622	Jeff Kindel	12,785	Amber Conway	4,150	Sara Swackhamer	975
Danielle Benash	29,637	Brian Koch	12,096	Haley Helzer	3,783	Nicole Johnson	759
Trina Smith	27,311	Tom Clark	11,965	Nicole Schaller	3,097	Will Clark	666
Amanda Fritch	24,108	Kris Narvaez	11,577	Steve Yearout	3,054	Andy Hopper	580
Katelyn Barragan	22,873	Tommy Velasquez	10,156	Brandon Spevacek	3,036	David Snyder	409
Jack Olson	21,914	Hanna Hertzog	9,653	Vicky Elliott	2,577	Todd Whitehill	300
Matt Anderson	20,627	Mandy Trout	8,357	Clayton Schmitz	2,494	Richard Boxum	0
Samantha Almquist	20,425	Zach Teske	8,348	April Heim	2,358	Jerry Nolte	0
Jason Ortman	18,000	Jennifer Edwards	7,902	Nicole Tonjes	2,251	Randy Mader	0
Curtis Hinrichs	17,879	Jim Gierhan	7,666	Greg Frank	2,053	Roy McCoy	0
Stacey Addison	16,869	Tracie Warder	7,632	Staci Foreman	1,679		

New Premium Financial Services

Roy McCoy	12,611	Tommy Velasquez	1,465
Mark Kavan	11,418	Danielle Benash	1,298
Hilary Christian	5,757	April Heim	1,152
Sara Stucky	4,024	Brandon Dahna	751
Jeff Kindel	3,777	Nicole Tonjes	708
Lacey Lange	3,757		
Dan Matthews	2,560		

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Amanda Fritch	202,862
Mark Kavan	172,148
Ryan Scheetz	113,425
Lacey Lange	86,541
Tom Clark	81,901
Brandon Spevacek	64,485
Haley Helzer	59,434
Danielle Benash	58,729
Curtis Hinrichs	57,406
Jason Ortman	55,470
Andrew Malone	53,417
Jeff Kindel	51,573
Jack Olson	49,219
Pam Caba	49,054
Mandy Trout	47,946
Jay Obermiller	47,597
Dan Matthews	40,975
Tye Johnson	39,532
Kyle Wade	39,086
Matthew Anderson	38,829

AMERICAN MODERN

AGENT	TOTALS
Danielle Benash	20,909
Jason Ortman	18,424
Brandon Dahna	17,618
Tommy Velasquez	6,617
Yvonne Guy	5,650
Kenneth Troost	5,166
Jeff Kindel	5,155
Nicole Faulconer	5,127
Tom Clark	4,831
Vicky Elliott	4,110
Trina Smith	4,016
Katelyn Barragan	3,795
Amber Conway	3,509
Samantha Almquist	3,352
Blake Pearson	3,281

NATIONWIDE

AGENT	TOTALS
Susan McKinney	47,864
Stacey Addison	40,896
Zach Teske	18,001
Krystal Lind	15,272
Will Clark	10,362
Nicole Faulconer	6,005
Brandon Spevacek	5,892
Pam Caba	5,150
Yvonne Guy	3,725
Danielle Benash	3,565
Andy Hopper	3,056
Haley Helzer	2,500
Mark Kavan	1,736
April Heim	1,355
Staci Foreman	357

BATTLE CREEK

AGENT	TOTAL
Brian Koch	10,884
Jack Olson	5,759
Amber Conway	4,293
Nicole Tonjes	2,022
Nicole Johnson	558
Danielle Benash	204
-	-
-	-
-	-
-	-
-	-
-	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	93,620
Kris Narvaez	22,229
Zach Teske	19,208
Stacey Addison	14,107
Randy Mader	11,905
Haley Helzer	10,281
Jeff Kindel	9,255
Brandon Spevacek	9,126
Jim Gierhan	8,976
Jason Frazier	8,559

ENCOMPASS

AGENT	TOTALS
Kyle Wade	23,905
Lavelle McFarland	8,132
Brian Koch	4,913
Vicky Elliott	1,821
-	-

SAFECO

AGENT	TOTALS
Blake Pearson	54,468
Tracie Warder	22,058
Mandy Trout	15,342
Krystal Lind	13,543
Brandon Spevacek	8,325
Pam Caba	8,291
April Heim	7,966
Jack Olson	7,914
Jason Ortman	6,610
Haley Helzer	4,932
Jason Frazier	4,843
Zach Teske	4,731
Jeff Kindel	4,376
Andy Hopper	4,229
Samantha Almquist	3,823

PROGRESSIVE

AGENT	TOTALS
Trina Smith	176,850
Ryan Scheetz	71,277
Samantha Almquist	69,101
Andrew Malone	62,197
Tracie Warder	56,047
Brandon Dahna	56,027
Curtis Hinrichs	54,218
Danielle Benash	51,071
Lacey Lange	49,615
Yvonne Guy	46,209
Pam Caba	44,000
Brandon Spevacek	41,945
Jack Olson	41,880
Mark Kavan	41,127
Kris Narvaez	33,241
Nicole Faulconer	30,858
Lavelle McFarland	29,052
Katelyn Barragan	27,454
Amanda Fritch	25,272
Zach Teske	24,939

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	25,695
Yvonne Guy	11,991
Tom Clark	9,346
Will Clark	8,069
Curtis Hinrichs	7,672
Andrew Malone	6,086
Blake Pearson	5,597
Nicole Faulconer	5,029
Krystal Lind	4,753
Zach Teske	4,620
Katelyn Barragan	4,159
Mandy Trout	3,802
Jerry Nolte	3,118
Jason Frazier	2,964
Haley Helzer	2,066
Kyle Wade	2,017
Jennifer Edwards	1,834
Karrie Watts	1,695

(From EPIC)

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Lavelle McFarland	6,046
Zach Teske	5,181
Mandy Trout	4,324
Ryan Scheetz	4,302
Yvonne Guy	3,430
Trina Smith	3,293
Brian Koch	2,833
Samantha Almquist	2,446
Jason Ortman	2,408
Danielle Benash	1,445

(From EPIC)

ENCOVA

AGENT	ALL LINES
Pam Caba	101,346
Jack Olson	14,552
Ryan Scheetz	7,534
Amanda Fritch	6,963
Kyle Wade	6,910
Lacey Lange	4,637
Lavelle McFarland	3,283
Vicky Elliott	1,730
Mark Kavan	1,377
Curtis Hinrichs	1,200

(From EPIC)

FOREMOST

AGENT	ALL LINES
Trina Smith	71,018
Danielle Benash	13,939
Nicole Faulconer	13,702
Samantha Almquist	12,587
Kyle Wade	11,501
Jennifer Edwards	10,059
Blake Pearson	8,647
Mandy Trout	8,578
Tommy Velasquez	5,935
Kris Narvaez	5,793

(From EPIC)

SECURA

AGENT	ALL LINES
Jerry Nolte	37,993
Trina Smith	16,891
Brandon Dahna	4,507
Brandon Spevacek	4,487
Jeff Kindel	2,713
Yvonne Guy	2,609
Krystal Lind	1,929
Jennifer Edwards	917
Haley Helzer	609

STATE AUTO

AGENT	ALL LINES
Brandon Dahna	15,041
Tom Clark	6,848
-	-
-	-
-	-
-	-
-	-

(From EPIC)



Financial Services Award



TOP FINANCIAL SERVICES AGENT

HILARY CHRISTIAN	30721	JASON ORTMAN	6725
ROY MCCOY	30177	PEYTON STAMMER	5383
THERESA BURNELL	16996	MARK KAVAN	4826
NICOLE TONJES	15369	BRIAN WEST	4390
SARA SWACKHAMER	7002	AMBER CONWAY	3182