

MIDWEST MATTERS



General Manager Notes

ACCOMPLISHMENT

**It's not what you do...
it's what you accomplish!**

Some years ago, I published an article in our Midwest Matters Newsletter with the title above. Many people do not understand the meaning of the title, but it's really simple... **What really matters is results!**

People too often mistake effort with accomplishment, when in reality if your efforts do not end up with the results you expect... what have you accomplished? The mentality of rewarding for effort plays out well in youth sports because you want children to be active and find activities they enjoy so they continue to participate. But participation trophies are not a part of business reality. When is the last time you earned any money from a prospect who said, "I really like you and I appreciate your effort, but we are going with Farm Bureau"? That paid you nothing right???

How can you turn that scenario from just an effort to an actual accomplishment... and a payday? ...Try keeping up your effort by putting the prospect into EPIC and following up with them in 6 month intervals. I promise that your effort will eventually accomplish a sale. Then perhaps accomplish a referral and with that accomplish commission earnings! Don't stop with just making an effort. When you set out to accomplish something, see it through! We continue to see our agents growing and we want to help each of you continue to achieve success! It's a great time to be a FUMA Agent. Good Luck, Happy Selling, and Thank You for all you do to help us all be successful!

Jeff



**Farmers
Union
Midwest
Agency**

August Birthdays

Pam Caba August 5
Jay Obermiller August 6
Randy Mader August 8
Tom Clark August 17
Katelyn Barragan August 17
Jennifer Edwards August 20
Stacey Addison August 23

August Anniversaries

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

Lillian Fritch began her career on August 1, 1992...33 years Service
Vicky Elliott began her career on August 1, 1992...33 years Service
Clayton Schmitz began his career on August 1, 2006...19 years Service
Brian Koch began his career on August 15, 2011...14 years Service
Sandra Johnson began her career on August 1, 2012...13 years Service
Yvonne Guy began her career on August 1, 2015...10 years Service
Amanda Fritch began her career on August 1, 2018...7 years Service
Brad Mendenhall began his career on August 1, 2021...4 years Service
Krystal Lind began her career on August 1, 2022...3 years Service
Trina Smith began her career on August 1, 2023...2 years Service
Wendy Jurgens began her career on August 1, 2023...2 years Service

Summer Retreat Final Numbers For Those Who Attained 25 Points

RYAN SCHEETZ 75
 MARK KAVAN 67
 YVONNE GUY 62
 TRINA SMITH 61
 LACEY LANGE 59
 PAM CABA 56
 DANIELLE BENASH 48
 BRANDON DAHNA 46
 ANDREW MALONE 43
 JASON ORTMAN 43
 KARRIE WATTS 43
 AMANDA FRITCH 37
 BRANDON SPEVACEK 33
 SARA STUCKY 31
 SAMANTHA ALMQUIST 29
 AMBER CONWAY 27
 DAN MATTHEWS 25

Roy McCoy's Granddaughter



can, a critical component for a club that had three All-Americans across the pitch.

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Neosho County Female Athlete Kamri Naff | Softball

Utility in its finest fashion, Neosho County Panthers star and Chanute native Kamri Naff was the lynchpin for the softball program.

In the circle, Naff pitched 10-6.2 innings, posting a 16-4 overall record with one save, a 2.69 ERA, 81 strikeouts and a 1.27 WHIP.

At the plate, Naff nursed a .428 average, slugged .697, belted nine home runs and 21 extra-base hits.

For her efforts across the field, Naff was a Second Team All-KJCCC selection for a team that won 34 games and finished second in the KJCCC.

Neosho County Coach

Summer Retreat Attendees and Guests





2026 Farmers Union Agencies Summit Contest

Secrets Tides Punta Cana

June Update All Agents-March 22-27, 2026

TOTAL POINTS

Tye Johnson	42171	Tommy Velasquez	11738
Amanda Fritch	36172	Pam Caba	10793
Mark Kavan	35023	Jack Olson	10654
Brandon Spevacek	34560	Dan Matthews	10455
Ryan Scheetz	33022	Sara Swackhamer	9376
Tom Clark	28675	Greg Frank	9158
Lacey Lange	27715	Haley Helzer	8176
Blake Pearson	26967	Jerry Nolte	7709
Kris Narvaez	25024	Zach Teske	7316
Andrew Malone	23258	Matt Anderson	7195
Brandon Dahna	23092	Lavelle McFarland	6618
Jeff Kindel	22005	Ken Troost	6312
Jay Obermiller	17370	Yvonne Guy	6193
Mandy Trout	15803	Hilary Christian	5849
Curtis Hinrichs	15723	Staci Foreman	5832
Samantha Almquist	15087	Katelyn Barragan	4545
Nicole Faulconer	14064	David Snyder	4152
Jason Ortman	13992	Karrie Watts	3739
Randy Mader	13704	Jennifer Edwards	3738
Danielle Benash	13534	Brian Koch	2903
Andy Hopper	13393	Jason Frazier	2877
Trina Smith	13092	Roy McCoy	2524
Susan McKinney	12515	Nicole Tonjes	2396

TOP FINANCIAL SERVICES AGENT (Top 20 Shown)

Roy McCoy	29569
Hilary Christian	26796
Nicole Tonjes	13377
Sara Swackhamer	6937
Jason Ortman	6273
Brian West	4204
Mandy Trout	2790
Amanda Fritch	2608
Nicole Faulconer	2325
Vicky Elliott	2187
Amber Conway	2141
Pam Caba	1502
Jack Olson	1220
Danielle Benash	1162
Dan Matthews	1160
Nicole Johnson	1145
Tom Clark	1141
Kyle Wade	1137
Mark Kavan	917
Randy Mader	870

TOP NEW AGENT

Blake Pearson	246033
Trina Smith	177166
Lacey Lange	167528
Mandy Trout	118049
Susan McKinney	99966
Tracie Warder	84342
Samantha Almquist	74004
Krystal Lind	61148
April Heim	51614
Karrie Watts	42720
Katelyn Barragan	40371

FUMA COMMERCIAL CLUB

Ryan Scheetz	173594
Pam Caba	162487
Trina Smith	132059
Blake Pearson	128958
Lacey Lange	52149
Samantha Almquist	51348

(ELIGIBLE)

SUMMIT CROP GROUP

First Crop Update Will be in August

Agent New Premium for June

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Andy Hopper	87,085	Jason Orman	25,189	Nicole Tonjes	11,930	Nicole Schaller	5,504
Ryan Scheetz	53,609	Hanna Hertzig	24,729	Jay Obermiller	11,930	Susan McKinney	5,085
Lavelle McFarland	49,252	Ken Troost	24,420	Brandon Spevacek	11,399	Roy McCoy	4,847
Mark Kavan	49,001	Nicole Faulconer	24,113	Brian Koch	10,913	Clayton Schmitz	4,784
Amanda Fritch	48,425	Blake Pearson	23,458	Todd Whitehill	10,426	Jennifer Edwards	4,765
Haley Helzer	45,223	Zach Teske	22,381	Kris Narvaez	10,336	Matt Anderson	4,310
Pam Caba	41,964	Jeff Kindel	21,618	Tye Johnson	10,314	Tracie Warder	4,073
Jerry Nolte	39,164	Karrie Watts	20,305	Tommy Velasquez	10,006	Sara Swackhamer	3,327
Andrew Malone	38,433	Jack Olson	19,752	Krystal Lind	9,648	Will Clark	2,932
Lacey Lange	34,381	Katelyn Barragan	19,089	Hilary Christian	9,548	Steve Yearout	1,930
Tom Clark	31,819	Kyle Wade	16,659	Dan Matthews	9,115	Nicole Johnson	1,723
Curtis Hinrichs	29,244	Trina Smith	15,073	Jason Frazier	8,856	Richard Boxum	1,142
Brandon Dahna	28,587	Randy Mader	13,664	Stacey Addison	8,767	Brian West	993
Danielle Benash	27,687	Samantha Almquist	13,618	Vicky Elliott	8,002	Staci Foreman	940
Yvonne Guy	26,490	April Heim	13,408	Greg Frank	6,184	David Snyder	0
Mandy Trout	25,769	Amber Conway	12,297	Jim Gierhan	6,056		

New Premium Financial Services

Roy McCoy	12,611	Jason Ortman	1,584
Hilary Christian	6,712	April Heim	1,552
Brandon Dahna	5,143	Jeff Kindel	1,073
Lacey Lange	4,863	Tommy Velasquez	850
David Snyder	4,855	Krystal Lind	102
Sara Stucky	4,837		
Danielle Benash	4,751		

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Amanda Fritch	179,548
Mark Kavan	125,904
Ryan Scheetz	105,073
Tom Clark	72,645
Brandon Spevacek	61,708
Lacey Lange	56,332
Haley Helzer	54,355
Mandy Trout	47,946
Curtis Hinrichs	43,892
Jack Olson	43,560
Jeff Kindel	42,560
Danielle Benash	41,072
Nicole Tonjes	38,881
Jay Obermiller	37,386
Tye Johnson	37,147
Andrew Malone	35,942
Andy Hopper	35,609
Jason Ortman	35,044
Kyle Wade	34,074
Jerry Nolte	32,924

AMERICAN MODERN

AGENT	TOTALS
Danielle Benash	19,313
Jason Ortman	17,611
Brandon Dahna	11,903
Tommy Velasquez	6,617
Yvonne Guy	5,650
Kenneth Troost	5,166
Tom Clark	4,591
Vicky Elliott	4,110
Nicole Faulconer	4,018
Katelyn Barragan	3,795
Amber Conway	3,509
Jeff Kindel	3,383
Samantha Almquist	3,352
Blake Pearson	3,281
Roy McCoy	3,098

NATIONWIDE

AGENT	TOTALS
Susan McKinney	47,864
Stacey Addison	40,896
Will Clark	15,529
Krystal Lind	12,986
Nicole Faulconer	6,005
Brandon Spevacek	5,892
Zach Teske	4,667
Yvonne Guy	3,725
Andy Hopper	3,056
Haley Helzer	2,500
Mark Kavan	1,736
April Heim	1,355
Staci Foreman	357
Brian Koch	330
Jason Ortman	-131

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
-	-
-	-
-	-
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KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	90,239
Kris Narvaez	22,229
Zach Teske	19,208
Stacey Addison	12,166
Randy Mader	10,532
Jeff Kindel	9,255
Brandon Spevacek	9,126
Jim Gierhan	8,976
Haley Helzer	8,513
Will Clark	7,543

ENCOMPASS

AGENT	TOTALS
Kyle Wade	16,437
Lavelle McFarland	8,132
Brian Koch	4,913
Vicky Elliott	1,821
-	-

SAFECO

AGENT	TOTALS
Blake Pearson	41,203
Tracie Warder	22,058
Mandy Trout	15,342
Krystal Lind	13,543
Pam Caba	8,291
April Heim	7,966
Jack Olson	7,914
Jason Ortman	6,610
Brandon Spevacek	5,222
Haley Helzer	4,932
Jason Frazier	4,843
Jeff Kindel	4,376
Andy Hopper	4,229
Samantha Almquist	3,823
Tom Clark	3,742

PROGRESSIVE

AGENT	TOTALS
Trina Smith	168,661
Ryan Scheetz	69,223
Samantha Almquist	67,585
Tracie Warder	55,501
Brandon Dahna	49,506
Andrew Malone	49,147
Lacey Lange	46,203
Brandon Spevacek	44,993
Curtis Hinrichs	42,441
Pam Caba	39,626
Yvonne Guy	39,180
Danielle Benash	35,587
Mark Kavan	35,637
Kris Narvaez	28,164
Lavelle McFarland	26,844
Kyle Wade	23,250
Nicole Faulconer	22,219
Amanda Fritch	21,860
Zach Teske	19,912
Jason Ortman	19,205

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	21,896
Tom Clark	7,728
Curtis Hinrichs	7,672
Will Clark	7,553
Andrew Malone	6,086
Blake Pearson	5,597
Nicole Faulconer	5,029
Zach Teske	4,210
Yvonne Guy	4,172
Katelyn Barragan	4,159
Jerry Nolte	3,118
Jason Frazier	2,964
Krystal Lind	2,107
Haley Helzer	2,066
Mandy Trout	1,846
Jennifer Edwards	1,834
Nicole Tonjes	1,644
Samantha Almquist	1,475

(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
Samantha Almquist	2,446
Jason Ortman	2,408
Brian Koch	2,313
Stacey Addison	1,167

(From EPIC)

ENCOVA

AGENT	ALL LINES
Pam Caba	72,030
Jack Olson	7,276
Amanda Fritch	6,963
Kyle Wade	6,910
Ryan Scheetz	4,624
Lavelle McFarland	3,283
Lacey Lange	2,532
Mark Kavan	1,377
Curtis Hinrichs	1,200
Vicky Elliott	911

(From EPIC)

FOREMOST

AGENT	ALL LINES
Trina Smith	60,834
Danielle Benash	13,379
Nicole Faulconer	8,647
Samantha Almquist	8,390
Mandy Trout	8,359
Clayton Schmitz	6,230
Kyle Wade	5,935
Jennifer Edwards	5,801
Blake Pearson	5,793
Andy Hopper	4,884

(From EPIC)

SECURA

AGENT	ALL LINES
Jerry Nolte	37,993
Brandon Dahna	4,507
Brandon Spevacek	4,487
Jeff Kindel	2,713
Yvonne Guy	2,402
Krystal Lind	1,929
Jennifer Edwards	917
Haley Helzer	609
April Heim	500

STATE AUTO

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

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(From EPIC)



Financial Services Award



TOP FINANCIAL SERVICES AGENT

ROY MCCOY	29569	JASON ORTMAN	6273
HILARY CHRISTIAN	26796	PEYTON STAMMER	4701
NICOLE TONJES	13377	BRIAN WEST	4204
THERESA BURNELL	10987	MANDY TROUT	2790
SARA SWACKHAMER	6937	AMANDA FRITCH	2608