

MIDWEST MATTERS



General Manager Notes

CHRISTMAS 2024

Hard to believe that it's December already! Where did 2024 go? But it is that time of year to reflect on all you've accomplished this year... relishing in all your successes! But also planning on how you can do better in 2025 and avoid any shortcomings you may have had this past year.

I encourage you all to finish the year, strong, protecting your customers and communities. But please do not forget that this season is for remembering why we are here and who we are here for. Don't forget to give thanks for all you have and to spend time with your family!

From my family to you and yours, thank you each and every one of you for all you do and may you all have a very Merry Christmas!

Jeff



December Birthdays

Haley Helzer December 1
Brandon Dahna December 13
Steve Yearout December 13
Mark Kavan December 14
Kathy Hurlbut December 26

December Anniversaries

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

Richard Boxum began his career on December 1, 1975...49 years Service
Greg Frank began his career on December 19, 1983... 41 years Service
Jay Obermiller began his career on December 15, 1995...29 years Service
Jim Gierhan began his career on December 1, 2003...21 years Service
Hanna Hertzog began her career on December 1, 2011...13 years Service
Curtis Hinrichs began his career on December 1, 2018...6 years Service
Wendee Jones began her career on December 1, 2019...5 years Service
Brandon Dahna began his career on December 1, 2023...1 year Service



2025 Farmers Union Agencies Summit Contest

Secrets Moxché Playa Del Carmen

October Update All Agents

TOTAL POINTS

Amanda Fritch	89099	Vicky Elliott	20516
Mark Kavan	77696	Brian West	19161
Jay Obermiller	71748	Jack Olson	18229
Tom Clark	47546	Sara Swackhamer	17491
Ryan Scheetz	46697	Brandon Spevacek	17412
Jason Ortman	43735	Tommy Velasquez	17221
Kyle Wade	42975	Matt Anderson	16188
Pam Caba	36759	Lavelle McFarland	14103
Amber Conway	35165	Randy Mader	13517
Brian Koch	33162	Lacey Lange	13303
Jeff Kindel	31145	Nicole Faulconer	12652
Nicole Tonjes	29996	Ron Clark	11740
Brandon Dahna	28626	Clayton Schmitz	9968
Tye Johnson	26892	Trina Smith	9723
Danielle Benash	26741	Kris Narvaez	9121
Zach Teske	24869	David Snyder	8960
Samantha Almquist	24467	Jennifer Edwards	7819
Yvonne Guy	23306	Greg Frank	7747
Staci Foreman	22859	Krystal Lind	7475
Hanna Hertzog	22768	Haley Helzer	7381
Curtis Hinrichs	22041	Ken Troost	6971
Andy Hopper	21096	Hilary Christian	6147
Andrew Malone	21039	Jim Gierhan	5488

TOP FINANCIAL SERVICES AGENT

(Top 20 Shown)

Roy McCoy	52287
Hilary Christian	41678
Nicole Tonjes	18091
Jason Ortman	12786
Peyton Stammer	8055
Amanda Fritch	5961
Matt Anderson	4249
Ambe Conway	4014
Vicky Elliott	3672
Curtis Hinrichs	3264
Jack Olson	3254
Tom Clark	3247
Danielle Benash	3124
Ryan Scheetz	2762
Brian West	2443
Jennifer Edwards	2399
Pam Caba	1995
Yvonne Guy	1782
Brian Koch	1674
Mark Kavan	1659

TOP NEW AGENT

Brandon Dahna	350110
Trina Smith	193872
Samantha Almquist	173387
Lacey Lange	141460
Krystal Lind	56110
Celeste Mikijanis	45569
Mandy Trout	44236
Jarod Berkstresser	3742

FUMA COMMERCIAL CLUB

Andy Hopper	169213
Yvonne Guy	155804
Nicole Faulconer	85029
Samantha Almquist	83093
Zach Teske	79074
Ryan Scheetz	65177

(ELIGIBLE)

SUMMIT CROP GROUP

Richard Boxum	297
Jason Ortman	49
Mark Kavan	39
Amber Conway	30
Tom Clark	21
Jay Obermiller	19
Jim Gierhan	5
Greg Frank	5

Agent New Premium for October

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Yvonne Guy	87,513	Celeste Mikijanis	25,643	Brian West	11,843	Amber Conway	6,004
Ryan Scheetz	80,958	Tommy Velasquez	25,605	Todd Whitehill	10,982	Matt Anderson	3,534
Andrew Malone	65,975	Ron Clark	25,363	Jennifer Edwards	10,784	Richard Boxum	3,196
Nicole Faulconer	43,824	Lavelle McFarland	23,683	Brian Koch	10,112	Jack Olson	2,480
Brandon Dahna	41,370	Brandon Spevacek	22,966	Nicole Tonjes	9,879	Jerry Nolte	2,463
Danielle Benash	40,964	Sara Swackhamer	22,632	Krystal Lind	9,862	Steve Yearout	2,299
Randy Mader	32,385	Jeff Kindel	19,451	Mario Lopez	9,349	Staci Foreman	2,269
Dan Matthews	32,297	Samantha Almquist	19,376	Roy McCoy	9,188	Jim Gierhan	309
Zach Teske	30,860	Kris Narvaez	17,374	Hilary Christian	8,996	Jason Frazier	123
Andy Hopper	30,767	Hanna Hertzog	16,455	Clayton Schmitz	8,275	David Snyder	0
Pam Caba	29,170	Curtis Hinrichs	16,446	Vicky Elliott	8,030	Nicole Schaller	0
Jason Ortman	28,467	Ken Troost	15,755	Jay Obermiller	7,667		
Amanda Fritch	28,020	Lacey Lange	15,607	Greg Frank	7,611		
Mark Kavan	27,045	Kyle Wade	14,262	Tom Clark	7,254		
Haley Helzer	26,615	Stacey Addison	13,295	Tye Johnson	6,826		
Mandy Trout	26,415	Trina Smith	12,278	Nicole Johnson	6,035		

New Premium Financial Services

Matt Anderson	2,832	Amanda Fritch		Amber Conway		Pam Caba	
Hilary Christian	2,616	Jack Olson		Jeff Kindel		Randy Mader	
Kyle Wade	2,344	Andy Hopper		Jay Obermiller		Richard Boxum	
Nicole Tonjes	2,200	Brandon Spevacek		Jason Frazier		Ron Clark	
Lacey Lange	1,954	Haley Helzer		Jerry Nolte		Roy McCoy	
Celeste Mikijanis	1,200	Brian Koch		Jim Gierhan		Ryan Scheetz	
Mandy Trout	734	Clayton Schmitz		Ken Troost		Samantha Almquist	
Staci Foreman	632	David Snyder		Kris Narvaez		Stacey Addison	
Curtis Hinrichs	505	Danielle Benash		Krystal Lind		Brandon Dahna	
Peyton Stammer	455	Greg Frank		Lavelle McFarland		Steve Yearout	
Sara Swackhamer	250	Jim Gierhan		Mario Lopez		Todd Whitehill	
Jason Ortman	180	Ken Troost		Mark Kavan		Tom Clark	
Brian West	738	Kris Narvaez		Nicole Faulconer		Tommy Velasquez	
Dan Matthews	714	Nicole Tonjes		Nicole Johnson		Trina Smith	
Andrew Malone	608	Jack Olson		Nicole Schaller		Tye Johnson	
Jennifer Edwards	94	Greg Frank		Mandy Trout		Vicky Elliott	

FUMA Production

FARMERS UNION

AGENT	TOTALS
Amanda Fritch	194,458
Mark Kavan	140,137
Pam Caba	116,995
Ryan Scheetz	110,673
Nicole Tonjes	93,795
Tye Johnson	88,645
Jason Ortman	87,711
Jeff Kindel	83,929
Jay Obermiller	79,621
Tom Clark	79,511
Andy Hopper	79,425
Jack Olson	58,637
Matthew Anderson	54,655
Sara Swackhamer	52,483
Haley Helzer	50,601
Andrew Malone	48,572
Danielle Benash	47,680
Randy Mader	45,552
Brian West	40,626
Brandon Spevacek	38,468

AMERICAN MODERN

AGENT	TOTALS
Trina Smith	16,880
Jason Ortman	15,554
Tye Johnson	12,633
Brandon Dahna	10,954
Roy McCoy	10,434
Jeff Kindel	9,669
Yvonne Guy	9,491
Pam Caba	8,852
Andy Hopper	7,600
Jeff Kindel	7,352
Kyle Wade	7,214
Brian West	6,456
Nicole Faulconer	6,178
Haley Helzer	5,974
Danielle Benash	5,964

NATIONWIDE

AGENT	TOTALS
Ron Clark	19,522
Amanda Fritch	11,732
Zach Teske	6,887
Yvonne Guy	5,369
Clayton Schmitz	4,159
Andy Hopper	4,098
Ryan Scheetz	2,859
Zach Teske	1,644
Brian Koch	1,529
Kyle Wade	1,151
Samantha Almquist	987
Jay Obermiller	662
Staci Foreman	431
Krystal Lind	245
Jennifer Edwards	198

BATTLE CREEK

AGENT	TOTALS
Brian Koch	36,861
Sara Swackhamer	14,030
Curtis Hinrichs	7,643
Nicole Tonjes	5,017
Tommy Velasquez	4,187
Jason Ortman	3,885
Jay Obermiller	3,483
Nicole Johnson	3,255
Amber Conway	2,535
Amanda Fritch	1,745
Mark Kavan	1,104
Lavelle McFarland	852
Tye Johnson	795
Clayton Schmitz	716
Vicky Elliott	-

KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	124,001
Brandon Spevacek	46,048
Trina Smith	27,605
Kris Narvaez	26,991
Zach Teske	21,671
Jeff Kindel	20,147
Nicole Faulconer	17,249
Steve Yearout	16,997
Yvonne Guy	12,350
Jason Ortman	11,634

ENCOMPASS

AGENT	TOTALS
Ryan Scheetz	43,629
Amanda Fritch	10,264
Lavelle McFarland	10,124
Brian Koch	8,520
Mark Kavan	7,889

SAFECO

AGENT	TOTALS
Zach Teske	58,256
Jeff Kindel	27,359
Steve Yearout	26,175
Haley Helzer	23,249
Andy Hopper	22,797
Yvonne Guy	15,281
Tom Clark	15,261
Stacey Addison	13,710
Nicole Faulconer	13,142
Trina Smith	13,093
Celeste Mikijanis	11,583
Brandon Spevacek	11,261
Kris Narvaez	10,892
Ron Clark	10,202
Jason Frazier	8,625

PROGRESSIVE

AGENT	TOTALS
Kris Narvaez	135,408
Brandon Dahna	105,890
Samantha Almquist	95,328
Andy Hopper	93,566
Ryan Scheetz	68,025
Curtis Hinrichs	63,816
Lacey Lange	63,138
Yvonne Guy	59,054
Zach Teske	58,338
Brandon Spevacek	57,374
Danielle Benash	52,034
Pam Caba	49,857
Amanda Fritch	42,583
Mark Kavan	35,457
Andrew Malone	35,158
Lavelle McFarland	33,628
Trina Smith	28,227
Nicole Faulconer	27,027
Tommy Velasquez	24,725
Sara Swackhamer	23,711

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	25,371
Zach Teske	11,877
Mandy Trout	5,713
Krystal Lind	5,543
Yvonne Guy	5,170
Nicole Tonjes	4,328
Curtis Hinrichs	4,306
Randy Mader	3,933
Kris Narvaez	3,611
Tom Clark	3,208
Hanna Hertzog	2,919
Roy McCoy	2,278
Lavelle McFarland	2,262
Jack Olson	2,251
Hilary Christian	2,043
Nicole Schaller	1,636
Mark Kavan	1,166
Brian Koch	1,146
Brian West	960
Kyle Wade	699
(From EPIC)	

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Yvonne Guy	28,962
Kris Narvaez	14,333
Samantha Almquist	5,434
Nicole Faulconer	4,803
Trina Smith	4,799
Zach Teske	4,452
Nicole Tonjes	4,101
Andy Hopper	3,286
Brandon Dahna	3,284
Tom Clark	2,760
(From EPIC)	

ENCOVA

AGENT	ALL LINES
Jay Obermiller	9,473
Jason Ortman	6,933
Roy McCoy	4,973
Ryan Scheetz	4,794
Mark Kavan	3,938
Kyle Wade	3,886
Pam Caba	3,881
Jennifer Edwards	3,561
Kenneth Troost	2,522
Tommy Velasquez	2,424
(From EPIC)	

FOREMOST

AGENT	ALL LINES
Danielle Benash	21,266
Trina Smith	18,465
Tommy Velasquez	17,629
Lacey Lange	10,990
Ryan Scheetz	10,651
Nicole Faulconer	10,099
Todd Whitehill	8,850
Mandy Trout	7,889
Haley Helzer	6,424
Pam Caba	6,304
(From EPIC)	

SECURA

AGENT	ALL LINES
Zach Teske	56,623
Andy Hopper	22,519
Yvonne Guy	17,663
Krystal Lind	9,937
Brandon Spevacek	5,177
Jeff Kindel	1,798
Staci Foreman	1,589
Trina Smith	1,024
Tom Clark	893

STATE AUTO

AGENT	ALL LINES
Tom Clark	52,858
Haley Helzer	9,651
Yvonne Guy	7,505
Randy Mader	4,379
Zach Teske	3,633
Andy Hopper	3,308
Brandon Spevacek	2,787
(From EPIC)	



Financial Services Award



TOP FINANCIAL SERVICES AGENT

ROY MCCOY	52287	AMANDA FRITCH	5961
HILARY CHRISTIAN	41678	MATT ANDERSON	4949
NICOLE TONJES	18091	AMBER CONWAY	4014
JASON ORTMAN	12786	VICKY ELLIOT	3672
PEYTON STAMMER	8055	CURTIS HINRICHS	3264