

MIDWEST MATTERS



General Manager Rob Fisher
would like to introduce
Regional Production Director
Josh Nordin to our Agency!

Josh Nordin, CIC, is a seasoned insurance operations manager and sales leader with two decades of experience building and growing insurance agencies, as well as managing territory sales for insurance carriers. Since entering the industry in 2005, he has held roles spanning underwriting, operations, and sales, giving him a rare combination of both the day-to-day mechanics of agency operations and the strategic levers with carriers that drive premium growth. Early in his career at Midwest Insurance Agency Alliance (MIAA) and All American Insurance, he started as recruiter and producer, transitioned to Vice President of Underwriting and, ultimately, Senior Vice President of Operations. Josh led corporate operations, co-created the company's Agency Development Department, and helped establish more than 90 independent insurance agencies to their total of 204 across the Midwest. Over the following decade, Josh sharpened his sales and territory leadership at Liberty Mutual Insurance and SECURA Insurance Companies, appointing, training, and growing independent agency partnerships across Kansas and Western Missouri while consistently meeting aggressive growth targets and preserving underwriting profitability. He recently served as Director of Agency Partnerships at SafetyCulture Care, building program business and E&S products for the risk management tech company utilizing his marketplace experience and agency relationships.



Josh pairs deep sales and operational expertise with a relationship-first philosophy. He enjoys spending his free time with his best friend and wife Adele, his teenage daughter and son Penny & Silas, and a close group of friends playing music, attending concerts, watching movies and hosting social gatherings.

Welcome Josh!

AGENT SPOTLIGHT



Jack Olson

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SUMMER RETREAT AFTON, OK

AUG 5TH-7TH

ACB MEETING SALINA, KS

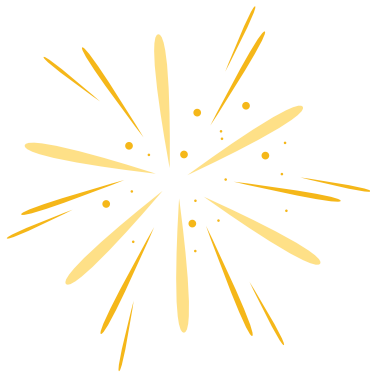
AUG. 25TH-26TH



Home Office

Closed Sept. 7th

**Happy
Birthday**



PAM CABA

August 5th

JAY OBERMILLER

August 6th

RANDY MADER

August 8th

KATELYN BARRAGAN

August 18th

TOM CLARK

August 17th

JENNIFER EDWARDS

August 20th

STACEY ADDISON

August 23rd

YEARS OF SERVICE

Clayton Schmitz began his career on August 1st, 2006... Thank you for 20 years of service!

Brian Koch started his career on August 15th, 2011... Thank you for 15 years of service!

Sandra Johnshon began her career on August 1st, 2012... Thank you for 14 years of service!

Yvonne Guy started her career on August 1st, 2015... Thank you for 11 years of service!

Amanda Fritch started her career on August 1st, 2018... Thank you for 8 years of service!

Krystal Lind started her career on August 1st, 2022... Thank you for 4 years of service!

Trina Smith started her career on August 1st, 2023... Thank you for 3 years of service!

Thank you for 75 years of loyal service!

Agent News!

FUMA in Action:

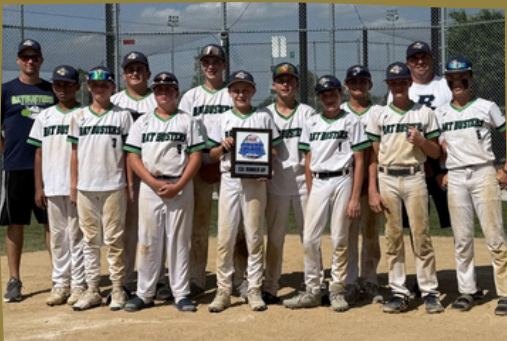
Sara Stucky and Peyton Stammer were able to sponsor an event and create a team to compete for the Autism Family Network. Their team name was "Serving the Spectrum". This was a fun way to raise awareness and get some amazing leads!

They were the only all girls team and the only teenagers, and they took 5th place out of 13 teams!



Kyle Wade has coached his son's travel baseball team, the Grand Island Bat Busters the past 3 years. This year they were runner up in the Nebraska USSSA 13UA State Tournament out of 16 teams!

It was a 3 day tournament, where they lost the Championship to the Yutan Chieftains in a heartbreaker: 9-7 after leading 7-4 going into the bottom of 6th inning in a 7 inning game.



Krystal Lind's son Jackson made the Lawrence Area Player of the Year for golf. Shot a 79 at KS 6A state Tournament and had 3 top 20 finishes during his school golf season. He has qualified for the Notah Begay III Golf National Championship Regional round and is excited to compete at Firekeeper to hopefully move on to Nationals.



EXCLUSIVE INTERVIEW

WITH

Jack Olson

Q: What was your 1st insurance sale and how did it go?

A: Home and Auto. It went better than expected, client was very patient with me and is still a client to this day- 14 years later. (ps: It was himself!)

Q: What's the best piece of insurance advice you can give clients?

A: Please ask questions, We are here to help with anything you might need.

Q: How do you build lasting relationships with your clients?

A: Communication. Help when needed, simple as just calling them back when they ask.

Q: What goals are you working toward this year?

A: Retention and growth.

Q: What is one accomplishment you're especially proud of?

A: Opening my own agency from scratch. Starting a business with zero clients.

Q: What do you enjoy most about working with our team?

A: The conversation. Being able to work through any issue and getting it done.

Q: How would your teammates describe you in three words?

A: Pain in the ass!! (4 words, sorry)

Q: What is the most rewarding part of your job?

A: Helping our clients at the best or worst times of need.

Q: Do you have a most memorable policy sold?

A: Life policy. Worked with a husband and wife client. Explained the importance of life insurance. 3 years later the husband passed away unexpectedly. The spouse was devastated but thankful they had the life insurance.

Q: What does "going the extra mile" mean to you?

A: After hours calls with a client or future client, staying late meeting with a client, or showing up to a clients/friend's event because it's the right thing to do.

Q: What's something you're passionate about outside of work?

A: Family!!

Q: What's one skill you'd love to learn?

A: Patience.

Q: What's the best piece of advice you've ever received?

A: Be careful what you wish for, you might just get it. And the all-time best... "Never match wits with an idiot."

Q: What's the most common insurance question you receive?

A: How much! Or its covered, right?

Q: What is your favorite pie?

A: Pecan Pie.



2026 Farmers Union Agent Summit Contest

Secrets Baby Beach Aruba

May Update All Agents-April 4-9, 2027

TOTAL POINTS

Andrew Malone	77,967
Amanda Fritch	41,394
Tracie Warder	38,811
Dan Matthews	36,166
Pam Caba	34,691
Katelyn Barragan	30,496
Blake Pearson	24,037
Mark Kavan	23,804
Jay Obermiller	21,276
Tye Johnson	20,874
Curtis Hinrichs	18,735
Mandy Trout	17,350
Karrie Watts	17,240
Ryan Scheetz	16,581
Brandon Speavack	15,739
Greg Frank	10,693
Amber Conway	9,968

Brandon Dahna	9,584
Clayton Schmitz	9,101
Staci Foreman	8,909
Brian West	8,624
Randy Mader	8,340
Zach Teske	8,158
Lacey Lange	7,905
Kyle Wade	7,499
Trina Smith	6,522
Richard Boxum	5,694
Sara Swackhamer	5,686
Nicole Tonjes	5,457
Vicky Elliott	5,217
Will Clark	5,139
Jack Olson	5,034
Brian Koch	4,920
Matt Anderson	4,543

Hilary Wachal	3,538
Samantha Almquist	3,425
Jason Ortman	3,217
Haley Helzer	3,077
Stacey Addison	2,607
Danielle Benash	2,327
Susan McKinney	2,264
Jeff Kindel	1,797
Tommy Velasquez	1,496
Lavelle McFarland	1,256
Kris Narvaez	1,204
Jerry Nolte	836
Kyle Petrik	816
Roy McCoy	407

Top Financial Services Agent TOP 10

COMMERCIAL CLUB

TOP NEW AGENT

Scott Kamrath	308,067
Tracie Warder	186,126
Katelyn Barragan	193,161
Karrie Watts	161,724
Blake Pearson	170,960
Mandy Trout	125,389
Lacey Lange	99,690
Will Clark	91,230
Kyle Petrik	68,804
Samantha Almquist	32,835

Ryan Scheetz	110,077
Blake Pearson	98,770
Pam Caba	82,902
Trina Smith	67,741
Curtis Hinrichs	63,234
Tracie Warder	55,028
Tommy Velasquez	48,238
Brian Koch	40,939
Dan Matthews	40,037
Stacey Addison	38,307
Kyle Wade	27,516
Hilary Wachal	26,527

Theresa Burnell	28,315
Hilary Wachal	25,289
Alex Downing	17,523
Sara Stucky	15,621
Dan Matthews	12,341
Randy Mader	12,192
Nicole Tonjes	11,871
Roy McCoy	11,864
Peyton Stammer	11,069
Brandon Spevack	4,418

SUMMIT CROP GROUP

First update in August!!

Agent New Premium for June

New Premium Property & Casualty Lines

(Agent New Premium all companies from EPIC)

Dan Matthews	78,868	Will Clark	15,133	Clayton Schmitz	2,185
Curtis Hinrichs	58,217	Yvonne Guy	14,963	Jay Obermiller	2,083
Ryan Scheetz	57,318	Hanna Hertzig	14,624	Randy Mader	1,929
Katelyn Barragan	48,751	Stacey Addison	14,509	Nicole Johnson	1,598
Mark Kavan	37,128	Tye Johnson	14,487	Jeff Downing	1,497
Pam Caba	36,777	Lavelle McFarland	14,262	Amber Conway	1,478
Amanda Fritch	31,562	Kris Narvaez	12,674	Brian Koch	1,234
Jack Olson	22,322	Zach Teske	12,106	Brandon Dahna	1,098
Nicole Faulconer	21,548	Haley Helzer	9,576	Matthew Anderson	1,014
Brandon Spevacek	21,009	Staci Foreman	8,653	Tom Clark	875
Danielle Benash	20,329	Mandy Trout	8,081	Jim Gierhan	490
Scott Kamrath	18,458	Jennifer Edwards	7,631	Jerry Nolte	459
Jeff Kindel	17,772	Kyle Wade	7,136	Steve Yearout	392
Lacey Lange	17,641	Todd Whitehill	6,727		
Kyle Petrik	17,292	Andrew Malone	5,929		
Tracie Warder	17,286	Jason Ortman	5,106		
Blake Pearson	17,014	Vicky Elliot	4,958		
Trina Smith	16,397	Brian West	3,729		
Nicole Tonjes	15,806	Samantha Almquist	2,353		
Karrie Watts	15,410	Tommy Velasquez	2,278		

New Premium Financial Services

Roy McCoy	368,194	Sara Swackhamer	1,584
Dan Matthews	120,468	Pam Caba	1,278
Randy Mader	26,943	Alex Downing	1,254
Tracie Warder	3,884	Kyle Petrik	680
Sara Stucky	3,263	Trina Smith	384
Amber Conway	2,523	Jack Olson	379
Mark Kavan	2,124	Brian Koch	350
Tom Clark	2,047	Karrie Watts	240
Danielle Benach	1,920		

FUMA Production

FARMERS UNION

Amanda Fritch	122,223
Amber Conway	28,533
Andrew Malone	34,600
Brandon Dahna	9,034
Brandon Spevacek	52,058
Brian Koch	11,050
Brian West	41,167
Clayton Schmitz	22,960
Curtis Hinrichs	26,097
Dan Matthews	4,956

NATIONWIDE

Tracie Warder	30,705
Zach Teske	15,631
Nicole Faulconer	12,676
Blake Pearson	10,083
Will Clark	9,143
Brandon Spevacek	8,016
Tom Clark	6,608
Kyle Wade	5,850
Nicole Johnson	3,860
Brandon Dahna	2,291

ENCOMPASS

Lacey Lange	9,377
Jack Olson	5,374
Ryan Scheetz	2,805
Mark Kavan	2,624
Vicky Elliot	2,464
Nicole Tonjes	1,135

AMERICAN MODERN

Trina Smith	24,801
Yvonne Guy	23,651
Karrie Watts	11,895
Brandon Spevacek	11,186
Kris Narvaez	10,825
Jason Ortman	10,195
Nicole Tonjes	9,845
Brandon Dahna	8,042
Danielle Benash	7,404
Lavelle McFarland	7,229

BATTLE CREEK

Curtis Hinrichs	67,484
Nicole Tonjes	3,652
Kyle Wade	161

LIBERTY MUTUAL PL

Scott Kamrath	14,231
Zach Teske	12,576
Brandon Spevacek	11,834
Nicole Faulconer	11,446
Tracie Warder	5,744
Blake Pearson	5,672
Yvonne Guy	5,350
Nicole Tonjes	3,187
Staci Foreman	3,073
Jason Ortman	2,779

KANSAS MUTUAL

Kris Narvaez	19,231
Will Clark	10,966
Kyle Petrik	8,951
Zach Teske	6,126
Brandon Dahna	6,033
Hanna Hertzog	5,776
Jeff Kindel	5,008
Steve Yearout	4,993
Haley Helzer	4,866
Matt Naff	3,904

LIBERTY MUTUAL CL

Blake Pearson	59,264
Tracie Warder	20,100
Tom Clark	4,864
Pam Caba	3,555
Kyle Wade	2,534
Karrie Watts	2,520
Danielle Benash	1,964
Zach Teske	1,388
Jennifer Edwards	1,335
Brandon Spevacek	983
Nicole Tonjes	814
Mark Kavan	655
Clayton Schmitz	513
Brian Koch	450

PROGRESSIVE

Scot Kamrath	94,596
Kris Narvaez	73,532
Yvonne Guy	71,255
Curtis Hinrichs	70,673
Karrie Watts	70,414
Ryan Scheetz	63,396
Danielle Benash	59,768
Nicole Faulconer	59,338
Stacey Addison	58,926
Katelyn Barragan	58,756

FUMA Production

TRAVELERS PL

Zach Teske	11,708
Katelyn Barragan	8,446
Hanna Hertzig	7,981
Nicole Faulconer	7,447
Karrie Watts	7,325
Mandy Trout	7,253
Scott Kamrath	6,154
Ryan Scheetz	4,873
Andrew Malone	3,867
Will Clark	3,726

TRAVELERS CL

Jeff Kindel	9,143
Kyle Wade	6,963
Curtis Hinrichs	3,204
Jason Ortman	2,695
Katelyn Barragan	2,312
Tye Johnson	1,755
Brian Koch	1,607
Danielle Benash	1,317
Yvonne Guy	1,196
Trina Smith	1,076

FOREMOST

Dan Matthews	18,466
Blake Pearson	17,786
Ryan Scheetz	16,462
Andrew Malone	14,133
Curtis Hinrichs	11,823
Scott Kamrath	9,379
Danielle Benash	9,119
Peyton Traut	8,240
Tommy Velasquez	6,774
Mark Kavan	6,606

ENCOVA

Pam Caba	999,999
Dan Matthews	34,210
Tracie Warder	26,554
Tommy Velasquez	9,345
Vicky Elliot	6,579
Brian Koch	5,155
Tom Clark	4,719
Ryan Scheetz	4,012
Danielle Benash	1,986
Andrew Malone	1,840

SECURA

Yvonne Guy	7,145
Stacey Addison	6,395
Brandon Spevack	4,151
Mandy Trout	1,792
Jeff Kindel	1,746
Jason Ortman	758
Haley Helzer	704
Hanna Hertzig	363
Tom Clark	268

STATE AUTO

Brandon Spevacek	11,634
Haley Helzer	250

Financial Services Award

**YOU AND YOUR GUEST COULD BE ENJOYING
A TRAVEL OPPORTUNITY NEXT YEAR!**



TOP FINANCIAL SERVICES AGENT

Theresa Burnell	28,315	Randy Mader	12,192
Hilary Wachal	25,289	Nicole Tonjes	11,871
Alex Downing	17,523	Roy McCoy	11,864
Sara Stuckey	15,621	Peyton stammer	11,069
Dan Matthews	12,341		