

MIDWEST MATTERS



GENERAL MANAGER NOTES

Good morning,

On June 1st we hired from within our agency Andy Hopper to be our Eastern KS State Manager. Though many of you in the agency know him, I thought it be prudent to use this newsletter to officially introduce him to you all and in particular in his own words *why take on this position?*

So, without further ado:

MY WHY:

When I think about why I accepted the Kansas Manager position, the answer is simple. FUMA gave me a life I never could have built otherwise. As an agent, it didn't just provide a paycheck. It gave my family a real quality of life and the flexibility to show up for the people who matter most to me, in ways I'll never take for granted. That experience changed everything for me, and it's the foundation of why I'm here today.

Now my purpose is to give that same opportunity to all of you. For our newer agents, that means helping you build something from the ground up. And for those of you who've already put in the years, achieved success, and built a great life, my job is just as much about you. I want to help you protect what you've built, keep growing, and reach new goals, while you share the wisdom that makes this whole team stronger. Whether you're just starting out or you've been doing this longer than I have, your success and your quality of life are what drive me.

Here's my promise to you. In every conversation, every meeting, and every single day, you should feel that commitment from me. I'm here to support you, to have your back, and to help you reach further than you thought possible. Let's work together to build a better FUMA, every day.

Andy Hopper

AGENT SPOTLIGHT



Greg Frank

PAGE 4



HOME OFFICE INFO

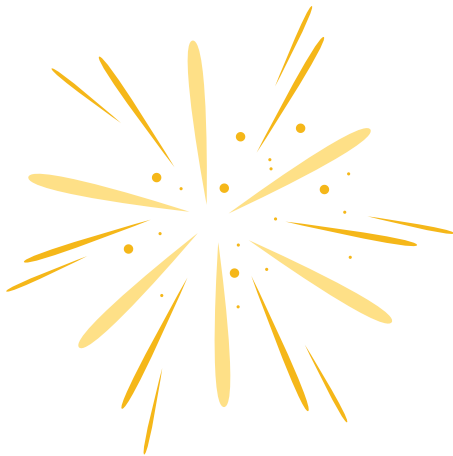
JULY 2ND LIMITED STAFF

JULY 3RD - CLOSED

LOOKING AHEAD

SEPTEMBER 7TH - CLOSED

Happy
Birthday



NICOLE JOHNSON	July 1st
BLAKE PEARSON	July 4th
GERALD NOLTE	July 5th
SARA SWACKHAMER	July 9th
HILLARY WACHAL	July 13th
SAMANTHA ALMQUIST	July 16th

YEARS OF SERVICE

Jeff Downing began his career on July 1st, 2008..... 18 Years of Service!

Mandy Trout began her career on July 1st, 2024..... 2 Years of Service!

*Theresa Burnell began her career on July 8th, 2024... 2 Years of Service!

Tom Clark began his career on July 14th, 1997..... 29 Years of Service!

Kris Narvaz started her career on July 15th, 2014... 12 Years of Service!

Tye Johnson started his career on July 15th, 2004... 22 Years of Service!

Thank you for 85 years of loyal service!



Agent NEWS

Randy and his wife celebrated 40 years of marriage together on May 10th. June 1st also marks 37 years of working along side each other!



Pam Caba's daughter; Mackenzie, who many agents have met was married June 6, 2026 in Destin, Florida, to her 8th grade sweetheart. They are now Mr and Mrs Lubbers!!

Nicole Faulconer and her husband renewed their wedding vows in Puerto Vallarta, accompanied by 24 of their close friends and family!
Happy 30th Wedding Anniversary!



Best Insurance Agency



WINNER

Hinrichs Insurance-Farmers Union Midwest Agency

Best Insurance Agent (First/Last Name & Workplace)



WINNER

Curtis Hinrichs - Hinrichs Insurance FUMA

Hinrichs Insurance is the winner for both Best Insurance Agency and Best Insurance Agent.

Out of 23,564 nominations, nearly 90,000 votes, and over 11,000 participants, this is an incredible achievement! Congrats Curtis!

EXCLUSIVE INTERVIEW

WITH

Greg Frank

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

A: ***My own policy. Easy peezy lemon squeezy- no push back!***

Q: What are you most proud of accomplishing during your insurance career?

A: ***Staying the course and perseverance.***

Q: What is something you have postponed for years that you are finally going to do now that you are retiring?

A: ***Take my wife wherever she wants to go and visit all top 100 golf courses in the US.***

Q: What song would you play as you walk out of the office on your last day?

A: ***'My Way' by Frank Sinatra.***

Q: What insurance term or phrase that you would be happy to never hear again?

A: ***"Does my insurance cover that?"***

Q: What service practices do you think are disappearing that shouldn't?

A: ***Personal contact- not sitting face to face with clients.***

Q: If you had to start all over today, what would you do differently?

A: ***Nope.***

Q: What is a system or routine that helped you stay organized?

A: ***Having a secretary that runs the place! Couldn't do it without her.***

Q: Do you have a most memorable policy sold?

A: ***Delivering a check to a grieving widow for life insurance.***

Q: Did you think this would be your career when you first started as an agent?

A: ***If someone had told me that this would have been my job for 42 years, I would have laughed at them, but I wouldn't change a thing.***

Q: What will you miss the most about being an insurance agent?

A: ***The people; the clients. They become family so losing that daily connection.***

Q: What is your favorite type of pie? (Saved the most important question for last!)

A: ***TIE: Death by chocolate pie made by a lady at church and coconut cream pie!***

Lasting Advice

Treat everyone the same, whether they have a \$100 or \$100k policy. Get to know who they are and they are more likely to stay with you.

2026 Farmers Union Agent Summit Contest

Secrets Baby Beach Aruba

May Update All Agents-April 4-9, 2027

TOTAL POINTS

Andrew Malone	66,182
Amanda Fritch	37,062
Tracie Warder	36,207
Tye Johnson	31,052
Dan Matthews	27,331
Mark Kavan	24,490
Katelyn Barragan	24,307
Pam Caba	22,080
Blake Pearson	20,652
Jay Obermiller	19,411
Karrie Watts	19,337
Mandy Trout	17,889
Brandon Speavack	17,288
Curtis Hinrichs	17,169
Zach Teske	15,861
Amber Conway	11,467
Randy Mader	11,147
Kyle Wade	10,303

Brandon Dahna	9,895
Susan McKinney	9,509
Greg Frank	9,166
Staci Foreman	8,814
Trina Smith	8,672
Clayton Schmitz	6,918
Matt Anderson	5,812
Lacey Lange	5,499
Richard Boxum	5,436
Brian West	5,324
Nicole Tonjes	5,254
Jack Olson	5,226
Brian Koch	5,019
Sara Swackhamer	4,876
Ryan Scheetz	4,865
Tommy Velasquez	4,116
Lavelle McFarland	3,862
Hilary Wachal	3,538

Danielle Benash	3,504
Tom Clark	2,879
Will Clark	2,769
Kyle Petrik	2,566
Haley Helzer	2,308
Vicky Elliott	1,917
Jason Ortman	1,536
Samantha Almquist	1,327
Jerry Nolte	610
Roy McCoy	186

Top Financial Services Agent TOP 10

Hilary Wachal	21,666
Roy McCoy	11,069
Randy Mader	10,109
Nicole Tonjes	10,053
Dan Matthews	8,730
Brandon Spevacek	4,395
Stacey Addison	3,858
Jason Ortman	3,262
Scott Kamrath	2,966
Amber Conway	1,924

COMMERCIAL CLUB

TOP NEW AGENT

Scott Kamrath	307,877
Tracie Warder	203,469
Katelyn Barragan	156,009
Karrie Watts	154,740
Blake Pearson	154,524
Mandy Trout	106,380
Lacey Lange	92,690
Will Clark	77,374
Kyle Petrik	57,174
Samantha Almquist	29,862

Pam Caba	94,236
Ryan Scheetz	52,806
Tommy Velasquez	49,382
Curtis Hinrichs	43,371
Stacey Addison	36,336
Kris Narvaez	34,599
Tacie Warder	34,460
Scott Kamrath	28,363
Blake Pearson	27,862
Kyle Wade	27,516
Hilary Wachal	26,527
Andrew Malone	21,230
Jeff Kindel	20,752

SUMMIT CROP GROUP

Will be updated at later date!

Agent New Premium for May

New Premium Property & Casualty Lines

(Agent New Premium all companies from EPIC)

Scott Kamrath	91,046	Vicky Elliot	11,026	Hilary Wachal	3,585
Ryan Scheetz	57,230	Lacey Lange	10,966	Jack Olson	3,077
Kris Narvaez	49,270	Yvonne Guy	10,919	Clayton Schmitz	2,986
Brian West	42,969	Danielle Benash	9,652	Jeff Downing	2,804
Pam Caba	29,619	Tom Clark	9,603	Nicole Johnson	2,360
Nicole Faulconer	28,487	Stacey Addison	9,095	Tye Johnson	2,176
Mark Kavan	23,369	Kyle Petrik	8,980	David Snyder	2,077
Kyle Wade	19,482	Amber Conway	8,561	Jay Obermiller	1,928
Blake Pearson	17,786	Andy Hopper	8,139	Andrew Malone	1,561
Dan Matthews	16,861	Curtis Hinrichs	7,772	Brian Koch	1,323
Tracie Warder	16,037	Brandon Spevacek	7,431	Staci Foreman	1,239
Nicole Tonjes	15,260	Karrie Watts	6,532	Samantha Almquist	1,174
Katelyn Barragan	14,834	Matthew Anderson	6,186	Jennifer Edwards	683
Amanda Fritch	14,813	Randy Mader	5,470	Jeff Kindel	207
Tommy Velasquez	13,047	Sara Swackhamer	4,725		
Will Clark	12,686	Steve Yearout	4,446		
Hanna Hertzog	12,189	Jason Ortman	4,438		
Haley Helzer	11,827	Mandy Trout	4,204		
Zach Teske	11,826	Trina Smith	3,767		
Brandon Dahna	11,082	Lavelle McFarland	3,730		

New Premium Financial Services

Dan Matthews	105,055
Randy Mader	13,212
Scott Kamrath	10,111
Tracie Warder	3,884
Amber Conway	2,524
Zach Teske	2,211
Tom Clark	2,047
Ryan Scheetz	1,344
Pam Caba	1,278
Mark Kavan	821
Brian Koch	350

FUMA Production

FARMERS UNION

Scott Kamrath	109,637
Amanda Fritch	109,238
Mark Kavan	88,314
Ryan Scheetz	77,274
Katelyn Barragan	58,831
Mandy Trout	56,620
Lacey Lange	44,934
Brian West	41,167
Jason Ortman	40,900
Karrie Watts	40,854

NATIONWIDE

Tracie Warder	30,705
Nicole Faulconer	9,959
Zach Teske	8,589
Blake Pearson	7,490
Will Clark	5,116

ENCOMPASS

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

AMERICAN MODERN

Yvonne Guy	16,805
Trina Smith	15,859
Karrie Watts	10,126
Brandon Dahna	8,042
Kyle Wade	7,981
Brandon Spevacek	7,656
Kris Narvaez	7,301
Lavelle McFarland	7,229
Danielle Benash	6,629
Nicole Tonjes	5,894

BATTLE CREEK

Curtis Hinrichs	37,281
Kyle Wade	161

LIBERTY MUTUAL PL

Zach Teske	11,448
Brandon Spevacek	6,743
Scott Kamrath	6,068
Tracie Warder	5,744
Yvonne Guy	5,350
Nicole Tonjes	3,187
Staci Foreman	3,073
Jason Ortman	2,779
Nicole Faulconer	2,692

KANSAS MUTUAL

Kris Narvaez	14,578
Kyle Petrik	8,951
Will Clark	7,884
Zach Teske	6,126
Brandon Dahna	6,033
Jeff Kindel	5,008
Haley Helzer	4,866
Todd Whitehill	3,439
Mandy Trout	2,947
Hanna Hertzig	2,664

LIBERTY MUTUAL CL

Blake Pearson	59,264
Tracie Warder	13,694
Tom Clark	4,864
Kyle Wade	2,534
Danielle Benash	1,964
Karrie Watts	1,440
Zach Teske	1,388
Jennifer Edwards	1,335
Pam Caba	1,170
Brandon Speavek	983
Mark Kavan	655
Clayton Schmitz	513
Brian Koch	450

PROGRESSIVE

Scott Kamrath	68,871
Kris Narvaez	67,393
Karrie Watts	65,063
Curtis Hinrichs	54,511
Nicole Faulconer	49,169
Yvonne Guy	49,133
Stacey Addison	47,919
Ryan Scheetz	47,717
Tracie Warder	42,620
Danielle Benash	42,419

FUMA Production

TRAVELERS PL

Ryan Scheetz	9,746
Hanna Hertzig	7,981
Mandy Trout	7,253
Zach Teske	5,647
Scott Kamrath	5,427
Nicole Faulconer	4,710
Andrew Malone	3,867
Will Clark	3,726
Kyle Petrik	3,020
Jeff Kindel	2,752

TRAVELERS CL

Kyle Wade	5,478
Katelyn Barragan	2,312
Kris Narvaez	1,917
Tye Johnson	1,755
Brian Koch	1,607
Danielle Benash	1,317
Yvonne Guy	1,196
Dan Matthews	908
Susan McKinney	507
Curtis Hinrichs	500

FOREMOST

Dan Matthews	18,466
Blake Pearson	17,786
Andrew Malone	13,395
Scott Kamrath	9,379
Curtis Hinrichs	9,106
Ryan Scheetz	8,231
Tracie Warder	5,859
Pam Caba	5,824
Vicky Elliot	5,259
Brian Koch	5,132

ENCOVA

Pam Caba	83,517
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
Clayton Schmitz	1,129

SECURA

Yvonne Guy	7,145
Stacey Addison	6,395
Brandon Spevack	4,151
Mandy Trout	1,792
Jeff Kindel	1,746
Jason Ortman	758

STATE AUTO

Brandon Spevacek	11,674
Haley Helzer	250

Financial Services Award

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



TOP FINANCIAL SERVICES AGENT

Theresa Burnell	22,221	Peyton Stammer	10,156
Hilary Wachal	21,666	Randy Mader	10,109
Sara Stucky	14,391	Nicole Tonjes	10,053
Alex Downing	11,560	Dan Matthews	8,730
Roy McCoy	11,069	Brandon Spevacek	4,395