

THE SCOOP



RECRUITING CHANGES EVERYTHING
THE KEY TO BUILDING LONG-TERM WEALTH

RECRUITING CHANGES EVERYTHING
THE KEY TO BUILDING LONG-TERM WEALTH

Senior Life
How did your conversation go?
 Let us know by filling out the below form.

Full Name *

Phone *

Disposition *

SUBMIT

alg.srlifeteam.com

Scout

After talking with the recruit, disposition them here:

slscout1.srlifeteam.com

Today 1:13 PM

New Recruiting Lead!

Name: John Doe
 Phone: (229) 228-6936
 Email: johndoe1@gmail.com
 State: GA
 Licensed?: Yes
 Source: Facebook

After talking with the recruit, disposition them here:

slscout1.srlifeteam.com

+ Text Message

I The I'm

Q W E R T Y U I O P

A S D F G H J K L

RECRUITING CHANGES EVERYTHING

THE KEY TO BUILDING LONG-TERM WEALTH

- **Selling pays today's bills - recruiting builds tomorrow's freedom.**

At Senior Life, we don't just toss around buzzwords like "generational wealth" or "ownership." We show agents how to scale the right way - not by hiring a bunch of people and hoping something sticks. This starts with one rule: Leadership starts at the front. If you haven't produced, you're not ready to recruit.

If you haven't written business yet, don't try to build a team. Your first recruit is you. Once you're consistently closing sales, then it's time to step into leadership.

- **From Producer to Builder**

When you're ready, Scout is the tool that turns your ambition into action. It's our real-time recruiting CRM, built for agents who are ready to grow a team. Scout delivers recruits to your phone as soon as they respond to our advertisements! But this only works if you treat recruiting like you treat selling - with urgency, precision, and intention.

- **Instead of closing a sale, you're opening a door.**

That means calling recruits right away, following up consistently, and showing them why this business works. The same energy that gets you to \$10,000 a week in personal production will help you recruit a team that does the same.

- **If you're not tracking your recruiting leads, you're flying blind.**

Be sure to disposition every recruiting lead — whether they contracted, started prelicensing, weren't interested, or didn't answer. It helps us track lead quality, improve the system, and understand what's really happening on the front lines.

- **The First Week Matters**

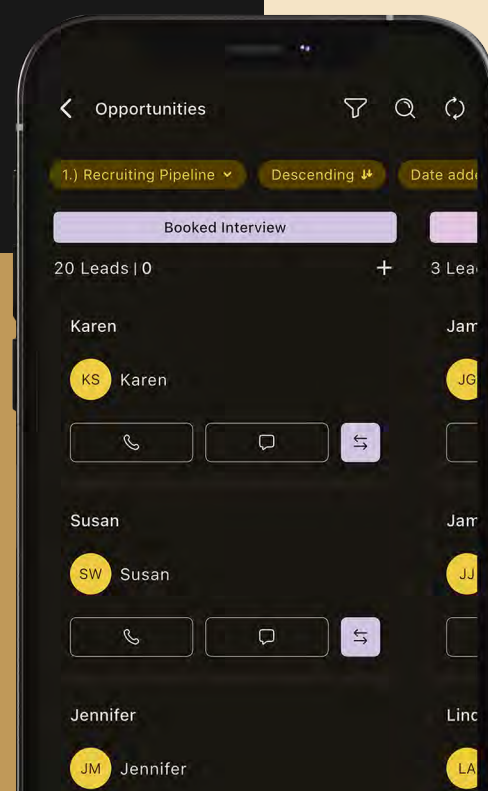
Don't just hire and disappear. A new recruit's first week is their most important. They need a leader, not just a recruiter. Someone to show them the system, get them plugged in, and coach them through that first app. You're not just building a downline. You're replicating yourself.

- **Ready to Build?**

If you're producing and ready to scale, we'll map out a winning recruiting plan together. Book your strategy session here: voorhees.srlifeteam.com/book

We'll talk about lead flow, onboarding, team training, and how to scale your income by developing producers - not just hiring bodies.

Work your recruiting leads like you work your sales leads. Be fast, be intentional, and most of all — lead by example. You can't scale what you haven't done yourself.



Will Voorhees
Senior Life Insurance Company

MAXIMIZING POLICY SUCCESS

THE CRITICAL IMPORTANCE OF

PROPERLY ASSIGNED ROLES



Submitted by
Frank Funderburk

Getting policy roles right from the start isn't just paperwork—it's the foundation for smoother claims, better persistency, and fewer headaches down the road. When roles are assigned correctly, you protect your clients' interests and streamline your own workflow.

Understanding Each Role's Power and Responsibilities

Owner: The policy's command center. Has complete authority to modify the policy at their discretion, including beneficiary updates, ownership transfers, contact information changes, loan requests, policy reprints, and verification requests. Think of them as holding the master key to all policy decisions.

Payor: Your payment specialist. Can update banking information and due dates, plus request removal from or enrollment in the automatic bank service plan. This role keeps the premium payments flowing smoothly.

Primary Beneficiary: Becomes your primary contact once the insured passes away. However, they have zero rights to access policy information or request changes while the insured is living—a crucial distinction that prevents complications.

Contingent/Secondary Beneficiary: Your backup contact, stepping in only if the primary beneficiary has already passed away at claim time. Like the primary beneficiary, they have no rights to policy information or changes during the insured's lifetime.

Insured: Surprisingly, has no direct rights to obtain policy information or request changes. This often catches people off guard, but it's essential to understand for proper policy management.

Critical Considerations

Capacity Matters: The policy owner must be mentally capable of managing the policy. Senior Life will contact them to verify information and schedule payments. If they can't answer basic identity questions, you're setting up future complications that could jeopardize the policy.

Age Restrictions: Never designate a minor as the policy owner. This creates legal complications and administrative nightmares that can derail your client's coverage.

Banking Authority: The payor must be the authorized account holder for the payment account. Mismatched names between the payor and bank account create payment failures and potential policy lapses.

The Bottom Line? Always prioritize your policyholders' best interests when assisting with life insurance applications. Proper role assignment isn't just good business—it's the hallmark of a trusted professional who thinks beyond the initial sale to long-term client success.

SENIOR LIFE

EMPLOYEE SPOTLIGHT

HEATHER**Congratulations, Heather Cessna!**

We are proud to recognize Heather Cessna as our Employee of the Month for her outstanding dedication and exceptional performance in final expense insurance.

Heather has consistently demonstrated excellence in her role as Licensing Coordinator while taking impressive steps to expand her impact within our organization. Her commitment to professional growth shines through her recent accomplishment of earning her Georgia insurance license last month, followed immediately by an outstanding sales performance that resulted in three policy sales within just two weeks.

As a proud south Georgia native from Cairo, Heather brings both local knowledge and genuine care for our community to her work. Her educational foundation from Thomas University, combined with her natural dedication and work ethic, makes her an invaluable member of our Senior Life Insurance team.

Heather's dual expertise as both Licensing Coordinator and licensed sales professional allows her to serve our clients with comprehensive knowledge and support. Her quick success in sales demonstrates not only her natural ability but also her deep understanding of how final expense insurance truly helps families during their most difficult times.

Thank you, Heather, for your outstanding contributions to Senior Life Insurance and for the compassionate service you provide to families throughout Georgia.

Your dedication does not go unnoticed, and we're fortunate to have you as part of our team.

HIPAA AUTHORIZATION WHAT TO KNOW



Submitted by
Eric Mitchell

When selling final expense policies, properly handling HIPAA authorization is critical.

What You Need to Know

HIPAA authorization allows us to access a client's medical records for underwriting. This isn't just paperwork—it's a legal document that protects both the client's privacy and our ability to process their application.

Three Essential Steps



1. You must read the HIPAA authorization form verbatim with each client. **DO NOT SKIP WORDS OR PARAPHRASE.** Each form specifies exactly what medical information we can access and from which providers.



2. Make sure your client understands what they're signing. Explain that we need access to their medical records to evaluate their application.



3. Third, confirm they're comfortable signing before moving forward. A properly informed client who understands the process creates a stronger business relationship.

Why This Matters

Improper HIPAA authorizations can lead to major fines and even possibly criminal offenses. More importantly, mishandling HIPAA violates the trust your clients place in us.

Proper HIPAA handling protects your clients, protects Senior Life, and ensures you can continue helping families secure the coverage they need.

Your attention to this detail makes all the difference.

TOP PRODUCER — OF THE MONTH —

CONGRATULATIONS



LANDI

\$ 65,807.88

TOP 10 PRODUCERS

TOP PRODUCERS OF THE MONTH

01



\$65,807.88
LANDI

02



\$57,107.64
DREW

03



\$54,801.96
MARK

04



\$51,112.68
JARED

05



\$47,202.36
RUBEN

06



\$43,229.28
GRANT

07



\$43,117.92
JESSE

08



\$40,586.52
THOMAS

09



\$39,825.48
DAMON

10



\$38,610.00
SHINGAI

TOP PRODUCERS

—— TOP PRODUCERS OF THE MONTH ——

1	LANDI	\$65,807.88	26	MAX	\$30,550.20	51	SHONKENDRIA	\$24,442.20	76	NAIRELYS	\$21,267.12
2	DREW	\$57,107.64	27	COLBY	\$30,219.96	52	JESSICA	\$24,271.92	77	SARAH	\$21,212.16
3	MARK	\$54,801.96	28	CAROLYN	\$30,188.64	53	GARETH	\$23,829.12	78	MARVELIS	\$21,149.16
4	JARED	\$51,112.68	29	KEMAR	\$30,103.32	54	RICHARD	\$23,761.80	79	LAMAR	\$21,118.92
5	RUBEN	\$47,202.36	30	KEVIN	\$30,094.68	55	MOHAMED	\$23,580.36	80	CHAD	\$20,969.04
6	GRANT	\$43,229.28	31	PAIGE	\$29,942.64	56	AARON	\$23,515.80	81	OWEN	\$20,936.04
7	JESSE	\$43,117.92	32	SETH	\$29,769.48	57	GAGE	\$23,343.84	82	MAHER	\$20,840.40
8	THOMAS	\$40,586.52	33	HUGO	\$29,764.80	58	AMANDA	\$23,063.28	83	NICARA	\$20,801.04
9	DAMON	\$39,825.48	34	GUY	\$29,175.72	59	FEDERIK	\$22,970.64	84	EDWARD	\$20,746.92
10	SHINGAI	\$38,610.00	35	KAREN	\$29,079.36	60	ROBERT	\$22,618.80	85	HANNAH	\$20,692.08
11	NIDAL	\$38,108.64	36	SHAI	\$28,938.48	61	HAKEEM	\$22,565.64	86	ADAM	\$20,667.48
12	MARCUS	\$36,835.92	37	JOSHUA	\$28,525.56	62	DEAN	\$22,446.00	87	ALVARO	\$20,633.28
13	ANTHONY	\$35,601.36	38	VIRGINIA	\$28,372.74	63	JOSHUA	\$22,314.84	88	SCOTT	\$20,564.40
14	VIVIAN	\$35,471.28	39	JONATHAN	\$27,609.84	64	THOMAS	\$22,293.72	89	CANDICE	\$20,557.80
15	EPHIGENIA	\$34,475.76	40	BERNARD	\$27,486.84	65	JESUS	\$22,257.36	90	DANIEL	\$20,485.56
16	ROBERT	\$34,352.28	41	PATRICIA	\$27,351.00	66	NICHOLAS	\$22,035.24	91	PAULA	\$20,275.80
17	ZOE	\$33,677.28	42	ALEK	\$27,054.00	67	ERENYS	\$21,901.44	92	DOMITILA	\$20,142.60
18	MIRANDA	\$32,650.66	43	DUSTIN	\$26,725.32	68	RACHEL	\$21,792.84	93	AHMYA	\$20,106.72
19	JERAHMY	\$32,529.84	44	TERRA	\$26,037.72	69	KATHLEEN	\$21,722.40	94	NATHAN	\$20,020.80
20	WILLIAM	\$32,374.56	45	JOAO	\$26,024.88	70	CITLALY	\$21,718.56	95	GASTON	\$20,016.96
21	NATHAN	\$31,767.84	46	OCTAVIO	\$25,863.18	71	BOBBI	\$21,690.96	96	JLICIA	\$19,690.32
22	DALTON	\$31,738.08	47	VANESSA	\$25,844.52	72	BENJAMIN	\$21,506.52	97	SHAWNTRICE	\$19,653.12
23	ROGELIO	\$31,553.94	48	JOANN	\$25,601.76	73	ROBERT	\$21,406.92	98	DEREK	\$19,519.80
24	MICHELE	\$31,277.04	49	TOMESHIA	\$25,248.84	74	BLAKE	\$21,377.04	99	KAILYN	\$19,346.64
25	KEVIN	\$30,930.12	50	KEVEN	\$24,590.28	75	DAVID	\$21,278.16	100	BENJAMIN	\$19,174.08

TOP PRODUCERS

TOP PRODUCERS OF THE MONTH

101	EDWARD	\$19,163.40	126	AYMAN	\$16,853.64	151	VALERIE	\$15,354.84	176	CASSANDRA	\$13,861.08
102	ANDREAS	\$19,074.24	127	MELANIE	\$16,662.00	152	KENNETH	\$15,147.60	177	LIZMAIREN	\$13,831.20
103	PATRICIA	\$18,907.68	128	MARIO	\$16,605.00	153	DAYREMIS	\$15,030.12	178	JOHN	\$13,821.48
104	FERN	\$18,770.16	129	BRENDA	\$16,564.32	154	TYRONE	\$14,990.64	179	MYREON	\$13,781.64
105	RONALD	\$18,712.92	130	MARTA	\$16,523.76	155	TAVIOUS	\$14,989.20	180	RONALD	\$13,741.20
106	JENNIFER	\$18,670.20	131	RHIANNON	\$16,419.60	156	JASON	\$14,914.08	181	MIKAYLA	\$13,710.60
107	JOSHUA	\$18,298.80	132	DARVI	\$16,347.24	157	LARRY	\$14,872.80	182	ROBERTO	\$13,684.44
108	NKIYAH	\$18,180.72	133	CHRISTOPHER	\$16,297.80	158	DONNA	\$14,719.32	183	PEDRO	\$13,636.56
109	COLBI	\$18,114.72	134	SILVIA	\$16,214.70	159	AARON	\$14,706.66	184	LUKE	\$13,475.40
110	MARIA	\$17,984.04	135	NIKKIA	\$16,185.84	160	JARED	\$14,549.16	185	JAYSON	\$13,324.56
111	COURTNEY	\$17,902.68	136	GERSON	\$16,182.84	161	DEANNA	\$14,530.08	186	JANNIFER	\$13,291.20
112	ALI	\$17,882.28	137	CARLENE	\$16,175.64	162	CRISTOBAL	\$14,454.84	187	MONA	\$13,290.24
113	BENITA	\$17,852.64	138	MARIA	\$16,173.84	163	JAMIE	\$14,424.72	188	MARK	\$13,218.60
114	TRAVIS	\$17,592.00	139	RABIH	\$16,132.92	164	MABEL	\$14,315.64	189	JACOB	\$13,203.96
115	DEBBIE	\$17,498.52	140	CHRISTOPHER	\$16,079.28	165	JACOB	\$14,257.92	190	ALEXANDER	\$13,203.36
116	JAMES	\$17,483.76	141	JOHN	\$16,054.08	166	ALEJANDRO	\$14,254.20	191	CYNTHIA	\$13,186.56
117	HUMBERTO	\$17,421.12	142	JUAN	\$15,992.40	167	DARRAK	\$14,183.28	192	IVY	\$13,146.12
118	CHRISTOPHER	\$17,218.68	143	KEISHA	\$15,800.40	168	JAMES	\$14,169.96	193	ANGEL	\$13,124.28
119	ALBERT	\$16,970.40	144	JENNIFER	\$15,793.20	169	CAROLINA	\$14,135.16	194	RALPH	\$13,017.24
120	JEFFERY	\$16,969.80	145	JENNIFER	\$15,765.48	170	BETHANY	\$13,953.84	195	OLY	\$13,006.80
121	TRISTA	\$16,955.76	146	WILVER	\$15,666.96	171	WILLIAM	\$13,953.72	196	CHARLES	\$12,996.12
122	TRINA	\$16,912.68	147	DANNETTE	\$15,552.24	172	SHYWONDIA	\$13,950.12	197	BRAYDEN	\$12,981.60
123	HEATHER	\$16,906.08	148	ANTELMO	\$15,492.72	173	JOSE	\$13,929.24	198	HEATHER	\$12,940.44
124	CHARLEY	\$16,881.24	149	JOSE	\$15,393.36	174	ROBERTO	\$13,899.36	199	TERMAINE	\$12,892.44
125	ZACHARY	\$16,870.08	150	REGINA	\$15,387.00	175	KAYLEE	\$13,866.36	200	KENNETH	\$12,757.32

TOP PRODUCERS

—— TOP PRODUCERS OF THE MONTH ——

201	STEPHEN	\$12,734.28	226	MIATTA	\$11,456.88	251	RAFAEL	\$10,065.84	276	JOHNATHAN	\$9,113.52
202	VICTOR	\$12,725.10	227	DEVAN	\$11,421.36	252	ESA	\$10,063.56	277	ALAN	\$9,082.32
203	MICHAEL	\$12,701.76	228	FRANTZ	\$11,405.28	253	MOUSTAFA	\$10,052.16	278	EDWAR	\$9,069.36
204	STACEY	\$12,667.44	229	FRANA	\$11,381.58	254	FERNANDO	\$10,026.30	279	NELLYS	\$9,051.36
205	JORDAN	\$12,532.44	230	ANDREW	\$11,321.76	255	OMAR	\$9,957.90	280	LAURA	\$9,024.72
206	YVONNIE	\$12,493.20	231	LIDIA	\$11,190.36	256	KOMESHIA	\$9,888.60	281	SANTIAGO	\$9,010.32
207	MARCIA	\$12,478.32	232	ZACK	\$11,103.12	257	ANDREW	\$9,879.36	282	LAUREN	\$8,907.96
208	MAHDI	\$12,440.52	233	YOADI	\$11,082.06	258	JORDAN	\$9,871.20	283	ALCIDE	\$8,890.32
209	BRENDA	\$12,381.84	234	GILBERTO	\$11,047.08	259	PEARL	\$9,821.64	284	ALIRIO	\$8,842.98
210	JAMES	\$12,304.92	235	GIULIANO	\$10,970.22	260	ERICK	\$9,817.32	285	ERICK	\$8,779.68
211	GIOVAN	\$12,301.14	236	TOMISLAV	\$10,944.00	261	JAMES	\$9,804.96	286	KELLIE	\$8,737.08
212	SHARONDA	\$12,292.92	237	JULIO	\$10,865.28	262	JOSHUA	\$9,730.80	287	CELESTE	\$8,735.40
213	CARLOS	\$12,223.92	238	ROBIN	\$10,813.08	263	REINALDO	\$9,711.24	288	TOMAS	\$8,723.16
214	DONNA	\$12,131.16	239	VERONICA	\$10,808.76	263	JASON	\$9,711.24	289	PAMELA	\$8,722.32
215	JOSEPH	\$12,094.08	240	MARIA	\$10,784.16	265	JAMES	\$9,699.00	290	YAMINI	\$8,709.24
216	ARIELLE	\$11,941.44	241	TERRANCE	\$10,734.96	266	STEPHANIE	\$9,665.28	291	SHAKETA	\$8,694.48
217	DAVID	\$11,839.08	242	MARIA	\$10,720.80	267	ANGEL	\$9,607.50	292	TRENT	\$8,681.16
218	LEONEL	\$11,803.32	243	LALY	\$10,692.00	268	KATHERINE	\$9,580.08	293	REBECCA	\$8,622.24
219	AARON	\$11,795.16	244	ANTHONY	\$10,626.48	269	LUZ	\$9,550.92	294	LAURA	\$8,567.04
220	TIMOTHY	\$11,781.00	245	CASHONDA	\$10,547.16	270	VICTOR	\$9,548.28	295	ALICIA	\$8,528.64
221	WILLIAM	\$11,646.84	246	LESLIE	\$10,456.44	271	NIRAI DA	\$9,493.44	296	IVAN	\$8,509.90
222	MARIA	\$11,623.08	247	YELIMAR	\$10,450.44	272	JACQUILLA	\$9,447.12	297	CHET	\$8,506.68
223	SYLWIA	\$11,616.84	248	GABRIEL	\$10,199.94	273	ARMAN	\$9,443.04	298	NORMA	\$8,431.44
224	BRANDIE	\$11,565.24	249	SOLMAR	\$10,183.26	274	ZACH	\$9,274.32	299	LIZBELLA	\$8,414.64
225	ELKA	\$11,496.36	250	ERICA	\$10,106.52	275	DEBRA	\$9,114.12	300	SIERRA	\$8,378.28

TOP PRODUCERS

—— TOP PRODUCERS OF THE MONTH ——

301	DEVIN	\$8,351.28	326	MELISSA	\$7,400.16	351	ERIN	\$6,784.61	376	FRANCISCO	\$6,229.32
302	MARCELUS	\$8,336.64	327	ANTHONY	\$7,386.96	352	ISMAEL	\$6,773.76	377	ADRIAN	\$6,222.24
303	KIMBERLY	\$8,316.24	328	LEKISHA	\$7,386.24	353	YELANDRINE	\$6,714.72	378	BROK	\$6,209.16
304	DUGLANNY	\$8,247.00	329	PAUL	\$7,373.40	354	JENNIFER	\$6,692.04	378	VERONICA	\$6,209.16
305	JESUS	\$8,226.72	330	HAYDEN	\$7,368.72	355	GREG	\$6,685.20	380	JOSE	\$6,113.52
306	FRANCISCO	\$8,171.28	331	CHRISTOPHER	\$7,362.36	356	EMMANUEL	\$6,681.66	381	CYNTHIA	\$6,107.16
307	SABRINA	\$8,017.20	332	RAFAEL	\$7,355.16	357	SAVANNAH	\$6,677.46	382	JULIETA	\$6,094.44
308	KYLE	\$7,967.64	333	ALFONSO	\$7,317.72	358	DAREICY	\$6,607.74	383	CASSIE	\$6,044.64
309	JAMAL	\$7,965.00	334	MICHAEL	\$7,271.40	359	CARSON	\$6,594.48	384	NILSA	\$5,966.22
310	FARONTE'	\$7,955.04	335	EMELI	\$7,232.88	360	TIFFANY	\$6,570.84	385	MARIA	\$5,938.80
311	KIAYA	\$7,899.84	336	CESAR	\$7,224.84	361	BRIAN	\$6,546.60	386	TRAZAWELL	\$5,920.92
312	NANCY	\$7,846.20	337	TERRI	\$7,204.20	362	LUIS	\$6,496.26	387	STEVEN	\$5,918.04
313	LANIKKI	\$7,833.48	338	VICTOR	\$7,190.52	363	CHARLES	\$6,494.28	388	ANA	\$5,904.59
314	CHRISTOPHER	\$7,818.60	339	BLANCA	\$7,170.12	364	ROY	\$6,487.56	389	DARREN	\$5,882.16
315	EFRAIN	\$7,789.74	340	DAMIAN	\$7,117.80	365	CARL	\$6,482.16	390	JOSHUA	\$5,866.32
316	SILVIA	\$7,702.56	341	HUNTER	\$7,117.08	366	LIUDMILA	\$6,456.30	391	EUREKA	\$5,817.00
317	DORIS	\$7,667.04	342	JOSE	\$7,081.92	367	DELIMAR	\$6,453.72	392	SHARISHA	\$5,746.44
318	BARBARA	\$7,645.92	343	RICHARD	\$7,080.60	368	DEBRA	\$6,438.72	393	DORALY	\$5,743.20
319	TIFFANY	\$7,549.92	344	ZULEYMA	\$6,992.16	369	GIOVANNI	\$6,433.80	394	RONICA	\$5,699.16
320	MARIA	\$7,482.48	345	CHRISTOPHER	\$6,898.32	370	MELISSA	\$6,412.92	395	TAKEISHA	\$5,658.48
321	HALIE	\$7,473.84	346	MARCOS	\$6,868.20	371	VICENTE	\$6,358.20	396	CHRISTOPHER	\$5,646.24
322	JOSHUA	\$7,473.12	347	GILBERTO	\$6,842.28	372	ERIC	\$6,308.76	397	ISANEL	\$5,593.32
323	MELISSA	\$7,442.64	348	IVAN	\$6,840.60	373	ISAIAH	\$6,285.96	398	IGNACIO	\$5,547.48
324	SANDRA	\$7,433.04	349	JAMIL	\$6,840.48	374	RONALD	\$6,273.48	399	NILDA	\$5,530.14
325	HAYLEY	\$7,409.76	350	TIMOTHY	\$6,838.92	375	LANCE	\$6,247.44	400	HECTOR	\$5,477.64

TOP PRODUCERS

—— TOP PRODUCERS OF THE MONTH ——

401	LOGAN	\$5,457.36	426	JAMES	\$5,039.04	451	KAYLA	\$4,574.52	476	JERALDINE	\$4,076.16
402	MARIO	\$5,421.36	427	VALERIA	\$5,033.64	452	YESENIA	\$4,566.12	477	GREIVYS	\$4,049.64
403	DONALD	\$5,369.40	428	ELIZABETH	\$5,008.56	453	BENERANDA	\$4,564.32	478	MARIA	\$4,049.40
404	LIDIA	\$5,336.52	429	YESENIA	\$4,944.60	454	HANNA	\$4,559.64	479	VICTORIA	\$4,048.44
405	DAILIN	\$5,330.88	430	BARBARA	\$4,939.08	455	LIANE	\$4,538.52	480	EVELYN	\$4,045.68
406	ZACHERY	\$5,249.64	431	ARNALDO	\$4,922.22	456	HARRY	\$4,522.08	481	JONRIKA	\$4,045.32
407	JESSE	\$5,232.12	432	MARTHA	\$4,916.88	457	SHAUN	\$4,480.68	482	BENNETTA	\$4,044.60
408	NESTOR	\$5,229.84	433	STEPHEN	\$4,865.88	458	ALEJANDRA	\$4,421.28	483	RAUL	\$4,034.76
409	JOE	\$5,229.36	434	ANGELA	\$4,850.04	459	ADRIAN	\$4,410.96	484	WILLIAM	\$4,033.56
410	BENJAMIN	\$5,219.28	435	BIANCA	\$4,847.64	460	JACQUELINE	\$4,383.36	485	IRIS	\$4,017.36
411	DARYL	\$5,208.96	436	ARACELY	\$4,797.72	461	KEVIN	\$4,362.24	486	PANTHNA	\$4,014.60
412	DESHAWN	\$5,207.40	437	JESSICA	\$4,787.52	462	CELINA	\$4,330.74	487	FRANCES	\$4,013.40
413	JULIO	\$5,183.28	438	JAMES	\$4,766.64	463	OMAR	\$4,327.44	488	JHONYEL	\$3,978.12
414	MADLINE	\$5,182.80	439	JACELYNNE	\$4,756.56	464	MASON	\$4,320.96	489	LATANYA	\$3,977.88
415	EDGAR	\$5,169.36	440	ALI	\$4,751.88	465	MILDRED	\$4,320.60	490	STEPHANIE	\$3,958.44
416	CHRISTIAN	\$5,168.76	441	BRANDON	\$4,724.52	466	CHAVONTA	\$4,315.56	491	YASMIRA	\$3,952.26
417	CARLA	\$5,163.24	442	AGUSTIN	\$4,716.60	467	JAMERIA	\$4,315.20	492	ERIC	\$3,945.00
418	MADELEIN	\$5,154.48	443	EMANUEL	\$4,653.12	468	JORGE	\$4,222.92	493	OMAR	\$3,944.88
419	RANDY	\$5,152.80	444	SHAMINIKA	\$4,651.92	469	SAREH	\$4,208.76	494	SHAWN	\$3,943.80
420	JUAN	\$5,140.98	445	MICHAEL	\$4,650.84	470	CONNOR	\$4,201.32	495	STEPHEN	\$3,931.92
421	ROSA	\$5,133.48	446	ALEJ	\$4,642.68	471	LEIDY	\$4,166.88	496	REGINA	\$3,913.56
422	JOSHUA	\$5,123.88	447	SHERRI	\$4,635.00	472	TRYSTA	\$4,149.12	497	KENDRA	\$3,912.48
423	DARLENE	\$5,121.96	448	RENEE	\$4,631.28	473	JOSE	\$4,119.96	498	LUIS	\$3,903.24
424	MARIA	\$5,102.76	449	CHARLIE	\$4,600.92	474	NANETTE	\$4,086.48	499	LAWRENCE	\$3,902.16
425	MIGUEL	\$5,058.00	450	JESUS	\$4,577.22	475	EMERALD	\$4,082.64	500	LERLEAN	\$3,887.52

TOP AGENCY

— OF THE MONTH —

CONGRATULATIONS



THE BLAKE GROUP

\$2,456,985.46

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

01



\$2,456,985.46
THE BLAKE
GROUP

02



\$1,716,612.24
THE LEGACY LIFE
INSURANCE GROUP

03



\$1,458,307.56
FINANCIAL
LEGACY GROUP

04



\$922,289.40
THE EFE
GROUP

05



\$564,605.82
THE OSORIO
GROUP

06



\$549,207.49
AGENT FORCE
ALLIANCE

07



\$390,306.00
MA FINAL
EXPENSE

08



\$387,372.24
THE COOK
GROUP

09



\$384,494.76
WORLD CLASS
INSURANCE AGENCY

10



\$356,778.70
POWERHOUSE

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

11



\$332,934.58
**CONNELL
INSURANCE GROUP**

12



\$329,624.16
**THE HARBEN
GROUP**

13



\$294,330.00
**LATIN LEGACY
GROUP**

14



\$278,080.56
**SPELLER
INSURANCE GROUP**

15



\$259,035.36
**PILCHER
INSURANCE AGENCY**

16



\$235,798.56
**THE MISHLER
GROUP**

17



\$227,986.92
**FRIAS INSURANCE
GROUP**

18



\$223,437.24
**GOLDEN LEGACY
INSURANCE**

19



\$208,915.92
**THE ALLEN DAVE
INSURANCE GROUP**

20



\$208,915.92
**RYKY
ENTERPRISES LLC**

TOP 30 AGENCIES

TOP AGENCIES OF THE MONTH

21



\$196,553.40
THE HALL
GROUP

22



\$190,431.72
ALLEN
LIFE GROUP

23



\$182,066.40
THE FLOYD
GROUP

24



\$150,200.52
THE RODRIGUEZ
GROUP

25



\$139,318.80
THE BUCHANAN
GROUP

26



\$137,908.08
PROSPERITY FAITH
INSURANCE

27



\$136,965.84
THE RAYCHOUNI
GROUP

28



\$133,996.32
THE TURNWALD
GROUP

29



\$126,590.40
THE CASH
GROUP

30



\$124,820.76
THE DEVORE
GROUP

TOP AGENCIES

TOP AGENCIES OF THE MONTH

31	THE BROWN GROUP	\$122,411.28	66	THE FLOYD GROUP	\$73,116.36
32	THE ALTAIRI GROUP	\$119,729.04	67	INFINITY INSURANCE GROUP	\$72,963.66
33	THE DREAM TEAM	\$119,647.92	68	THE MANSWELL-SPELLER GROUP	\$72,808.56
34	THE CUEVAS GROUP	\$116,374.44	69	WHITE INSURANCE GROUP	\$72,720.84
35	THE DAVIS GROUP	\$113,947.08	70	THE VILLASMIL PAREDES GROUP	\$70,932.72
36	THE HUDSON GROUP	\$111,928.44	71	THE MARTINEZ JR GROUP	\$69,571.56
37	ROYAL LEGACY	\$111,452.40	72	THE WALEED GROUP	\$67,371.24
38	THE VISION GROUP	\$111,152.40	73	MARIA MERCEDES RAMIREZ MBRC	\$67,169.10
39	THE SANDERS JR GROUP	\$109,162.44	74	BUCHANAN FINANCIAL GROUP	\$67,005.24
40	THE MORGAN GROUP	\$106,994.28	75	ELITE SECURITY LIFE	\$63,665.52
41	WMG- WAVEMAKER GROUP; NAIM	\$106,601.04	76	THE URDANETA GROUP	\$60,448.30
42	THE EVANS GROUP	\$105,922.08	77	THE SILVA GONZALEZ GROUP	\$59,591.88
43	THE HILTON GROUP	\$99,746.76	78	THE POWNEY GROUP	\$59,345.28
44	THE PEREIRA GAMA GROUP	\$99,005.16	79	THE MILLER GROUP	\$58,915.92
45	GULLAGE INSURANCE GROUP	\$98,263.80	80	THE KELLIS GROUP	\$58,724.28
46	THE LIGONS GROUP	\$94,908.48	81	BIG AGENCY	\$57,298.44
47	THE RIERA GROUP	\$94,495.68	82	THE SCOTT GROUP	\$57,107.64
48	THE BLOGNA GROUP	\$90,326.76	83	THE LIVINGSTON GROUP	\$56,056.08
49	SENIOR BENEFIT LIFE	\$90,146.40	84	THE ARISTILDE GROUP	\$55,418.28
50	THE CASTRO GROUP	\$90,040.56	85	PRETTY POWERFUL PAID	\$55,059.00
51	THE THOMAS GROUP	\$88,227.84	86	THE ADAMS GROUP	\$54,801.96
52	THE LEGACY PARTNERS	\$87,392.04	87	THE DA GAMA GROUP	\$53,876.70
53	THE SEQUEIRA GROUP	\$86,418.36	88	THE GURIRA GROUP	\$53,140.08
54	THE SOLANO GROUP	\$86,179.80	89	THE CHAVEZ-ALCORTA GROUP	\$49,282.38
55	THE TURNWALD GROUP	\$85,268.16	90	THE STINCHCOMB GROUP	\$47,793.12
56	THE SALCEDO DE ALCALA GROUP	\$83,969.64	91	GRIBEAU INSURANCE GROUP	\$47,347.20
57	THE DUSEVIC GROUP	\$81,842.28	92	THE RODRIGUEZ GROUP	\$47,202.36
58	THE GOLDEN GROUP	\$80,707.20	93	THE COOK GROUP	\$46,580.04
59	THE WILBURN GROUP	\$80,134.20	94	THE ROBINSON GROUP	\$46,454.16
60	THE HALL GROUP	\$78,597.48	95	THE BROWN GROUP	\$45,291.60
61	THE CREWS GROUP	\$78,226.80	96	THE SANDERS GROUP	\$44,756.28
62	THE WHITE GROUP	\$78,226.80	97	THE LAWSON GROUP	\$44,013.00
63	THE ROJAS GROUP	\$75,824.04	98	THE HERNANDEZ MEZA GROUP	\$43,908.00
64	THE GOODMAN GROUP	\$74,905.80	99	THE BAKER GROUP	\$42,405.36
65	THE ZABALA GROUP	\$74,679.72	100	THE PEREZ GROUP	\$42,159.60