

North American Senior Benefits
AN INTEGRITY COMPANY

THE pulse

WHAT WE DO MATTERS



Steve "Thanos" H

Congratulations to Steve "Thanos" H for becoming our Agent of the 'Last' Week! "Thanos" wrote an astounding \$14,600 in A/P while protecting 6 lives. Steve has also been recently nominated for NASB's coveted Velvet Hammer award. Support him and our other talented nominees at the 2020 SOAR Convention in Raleigh, February 20-21. Register today at NASBconvention.com.

Kudos to Steve "Thanos" for his nomination and an awesome week on the books!



February 2020
The Pulse - NASB
www.NASBNATION.com

NORTH AMERICAN SENIOR BENEFITS
922-A HURRICANE SHOALS RD
LAWRENCEVILLE GA, 30043

1-866-926-9000

LAST WEEK'S...
\$10K+ GRAND LAND AGENTS

The Numbers



AGENT	A/P	APPS
Steve H	\$14,600.00	6
Lynn B	\$13,143.00	8
Jeffrey K	\$12,958.00	3
Carlos V	\$12,102.00	9
Wendy D	\$12,016.54	7
Russ M	\$11,393.00	9
Ella P	\$11,257.00	8
Blair O	\$11,009.00	6
Jack M	\$11,006.00	7
Felicia W	\$10,774.00	10
Jamal B	\$10,324.00	9

LAST WEEK'S...
TOP TEAMS

\$50k+

AGENT	A/P	APPS
Chris C	\$448,423.39	564
Garrett H	\$341,021.06	399
Keith T	\$236,159.00	306
Greg B	\$236,152.60	314
Josh S	\$217,136.00	253
Ashley C	\$170,484.72	225
Evan P	\$153,991.00	179
Scott D	\$106,360.00	165
Cole T	\$96,190.00	104
AJ R	\$93,499.33	144
Brian C	\$89,870.00	154
Andrew E	\$87,164.00	106
Dusty T	\$70,880.00	99
Shane R	\$67,129.00	79
Buddy L	\$62,923.00	86
Alex C	\$60,522.00	71
Garrett S	\$58,164.00	60
Alisha W	\$57,151.72	84

\$20k-\$49,999k

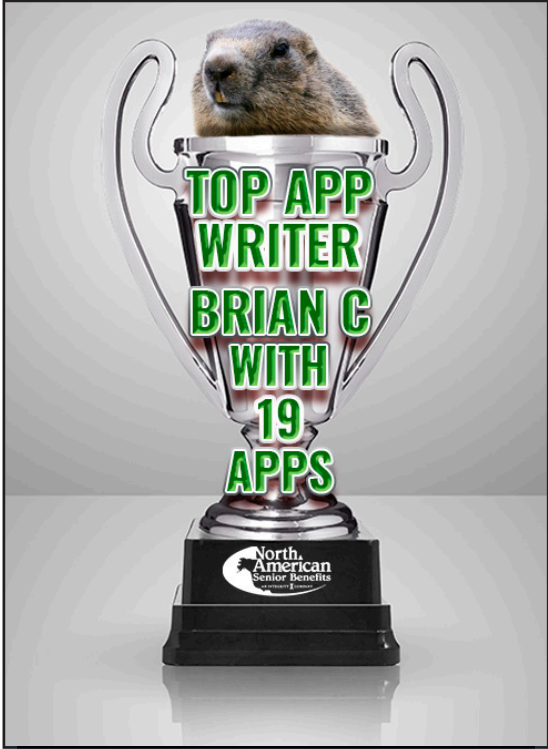
AGENT	A/P	APPS
Blair O	\$47,119.00	50
Daniel S	\$46,460.06	60
Linda S	\$45,801.10	77
Jason V	\$44,512.00	48
Brian A	\$42,059.23	55
Rob A	\$36,874.10	65
Corey S	\$36,295.00	46
Bobby P	\$34,274.00	55
Amy M	\$33,002.00	62
Laura S	\$28,839.00	48
Rodney G	\$28,038.00	28
Adrienne M	\$27,168.00	40
Stephen D	\$25,292.00	35
Tara H	\$25,186.00	15
VA	\$25,000.00	25
Matt F	\$24,935.00	28
Nick G	\$22,691.00	28
Randy	\$22,148.00	27
Fred F	\$21,848.88	29
TJ P	\$21,370.99	45
Danny B	\$21,282.00	26
Max G	\$20,745.00	24
Abel H	\$20,223.00	20

\$9k-\$19,999k

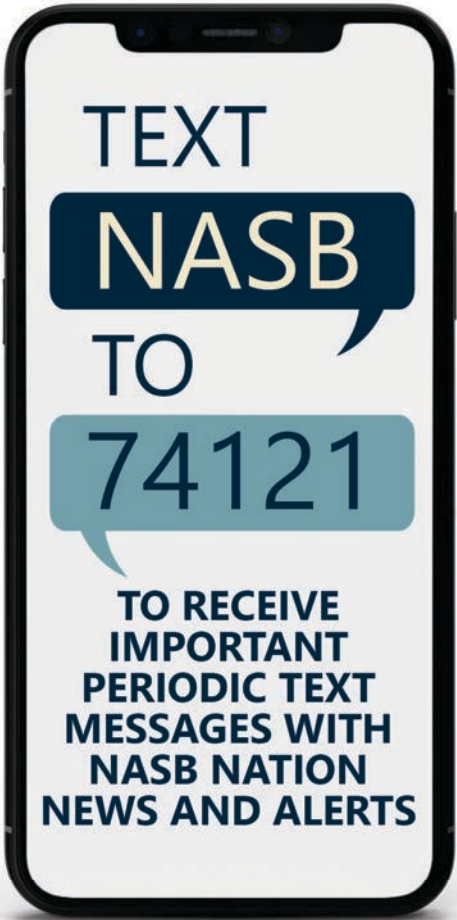
AGENT	A/P	APPS
Michael M	\$19,981.00	27
Josh T	\$18,436.00	44
Doug H	\$18,285.00	26
Jamal B	\$17,304.00	19
Steve H	\$16,628.00	10
Taylor H	\$16,045.56	23
Mekayla M	\$16,045.02	17
Brandon F	\$15,912.00	18
George W	\$15,464.00	34
Ken B	\$14,913.00	32
Carlos V	\$14,701.00	13
Jeffrey K	\$13,568.00	4
Jeremy P	\$13,075.00	14
Ryan W	\$12,721.88	30
Hope T	\$12,467.26	18
Mitch B	\$12,265.20	19
Jakob R	\$10,836.00	10
Felicia W	\$10,774.00	10
Chrystal G	\$10,580.00	15
Troy B	\$10,242.00	14
Mike S	\$10,158.00	12
Robert H	\$9,869.00	13
Justine M	\$9,575.72	10

LAST WEEK'S... TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)



AGENT	A/P	APPS	AGENT	A/P	APPS
Steve H	\$14,600.00	6	Linda J	\$5,853.00	11
Lynn B	\$13,143.00	8	Nick G	\$5,632.00	8
Jeffrey K	\$12,958.00	3	Joe Z	\$5,625.24	8
Carlos V	\$12,102.00	9	David W	\$5,611.00	6
Wendy D	\$12,016.54	7	Don Q	\$5,590.00	9
Russ M	\$11,393.00	9	Cassie K	\$5,574.00	6
Ella P	\$11,257.00	8	Dustin H	\$5,571.00	5
Blair O	\$11,009.00	6	Grace M	\$5,561.00	5
Jack M	\$11,006.00	7	Jeremy P	\$5,540.00	4
Felicia W	\$10,774.00	10	Christina P	\$5,535.00	3
Jamal B	\$10,324.00	9	Ryan W	\$5,527.28	11
Corey B	\$8,808.00	10	George W	\$5,472.00	13
Joshua H	\$8,782.00	10	Katelyn W	\$5,349.00	5
Matt G	\$8,594.00	9	Jeff M	\$5,340.00	10
Ingrid B	\$8,499.00	4	Connie A	\$5,338.00	6
Brandon L	\$8,010.00	8	Jonathan J	\$5,220.00	5
Amber H	\$7,948.02	10	Wanda F	\$5,118.72	7
Alex C	\$7,906.00	10	Zach W	\$5,115.00	10
Daniel S	\$7,702.38	16	Nick B	\$5,098.00	8
Bethany W	\$7,682.00	5	Janet A	\$5,067.84	8
Brian C	\$7,648.00	19	John S	\$5,040.00	11
Gerardo P	\$7,622.76	7	Daniel H	\$5,000.00	8
Matt C	\$7,554.00	7	Kenneth B	\$4,996.00	8
Anthony H	\$7,405.00	10	Gray B	\$4,975.00	6
Kaleigh Z	\$7,368.72	11	Ineida A	\$4,932.00	6
Thomas T	\$7,253.00	4	Jillian M	\$4,906.00	4
Carol G	\$6,984.23	7	Amanda R	\$4,905.42	4
Jake S	\$6,978.00	9	John H	\$4,898.00	8
Andrew E	\$6,957.00	9	Chase B	\$4,856.00	6
Michael M	\$6,942.00	7	Buddy L	\$4,842.00	7
Fred F	\$6,810.72	10	Rebekah S	\$4,750.00	6
Amy M	\$6,780.00	8	George M	\$4,738.00	8
Stephen D	\$6,699.00	9	Alex B	\$4,720.00	5
Eldrick G	\$6,601.00	6	Joe L	\$4,701.00	8
Jonathan T	\$6,552.00	9	Jakob R	\$4,688.00	5
Joann S	\$6,545.00	6	Jeff M	\$4,644.00	8
Earlene B	\$6,441.00	9	Robert H	\$4,613.00	6
Regine C	\$6,375.00	18	Sylvia J	\$4,565.00	3
Sam P	\$6,336.00	9	Kevin H	\$4,518.00	4
Danielle N	\$6,294.00	9	Camaron H	\$4,507.00	8
Corey S	\$6,204.00	8	Rex N	\$4,437.00	11
Garrett S	\$6,192.00	6	Tamra M	\$4,413.65	11
Bo M	\$6,179.46	9	Blyth W	\$4,378.00	5
Von M	\$6,144.36	7	Andrew W	\$4,355.00	5
Kolter K	\$6,032.00	7	London H	\$4,335.00	5
Lance P	\$5,975.00	7	Darryl O	\$4,310.00	11
Tonya M	\$5,913.00	7	Dan L	\$4,280.00	5
Jimmy L	\$5,892.00	6	Naomi R	\$4,233.00	6
Melody T	\$5,870.00	5	Reggie W	\$4,230.00	5



LAST WEEK'S...
TOP PRODUCERS CONTINUED...



AGENT	A/P	APPS	AGENT	A/P	APPS
Windy T	\$4,213.00	6	Alek M	\$3,536.00	4
Doug H	\$4,193.00	8	Eric F	\$3,519.00	8
Bubba L	\$4,188.00	8	Mick P	\$3,516.00	4
Milton B	\$4,185.00	4	Oscar B	\$3,505.23	5
Mitch G	\$4,182.00	3	Katya H	\$3,505.23	5
Solon S	\$4,180.00	6	Germaine S	\$3,480.00	5
Joshua L	\$4,176.00	5	Larry E	\$3,477.00	2
Josh K	\$4,161.00	4	Stephen C	\$3,451.00	4
Mitch B	\$4,131.00	9	Logan K	\$3,440.00	7
Brooke G	\$4,095.00	6	Ken M	\$3,424.00	3
Stef B	\$4,092.00	2	Ashley B	\$3,415.00	5
Patrick D	\$4,071.00	2	Kirk C	\$3,400.00	6
Ken B	\$4,056.00	6	Cameron M	\$3,365.00	7
Brad S	\$4,005.00	4	Dave G	\$3,350.00	6
Hobbs J	\$3,990.00	4	Julian S	\$3,331.00	4
Lee W	\$3,966.00	5	Rob A	\$3,300.00	5
Grant G	\$3,944.00	4	Drew K	\$3,288.00	4
Patrick W	\$3,933.00	4	Krystal C	\$3,280.00	5
Kay G	\$3,915.00	12	Kailyn B	\$3,275.00	4
Tameka D	\$3,856.00	8	Robert C	\$3,267.00	5
Joey L	\$3,824.00	8	Cliff C	\$3,250.00	5
Dave S	\$3,815.00	7	Jim H	\$3,240.00	4
Alex M	\$3,773.00	5	Zavier B	\$3,230.00	5
Charles U	\$3,764.88	7	Matt F	\$3,210.00	4
Chad A	\$3,747.00	7	Jolly C	\$3,161.00	10
Roger G	\$3,720.00	4	Pierce M	\$3,102.00	3
Troy B	\$3,654.00	5	Scott S	\$3,100.00	4
Dan W	\$3,619.00	4	Sam C	\$3,089.00	3
AJ R	\$3,592.00	7	Stacy R	\$3,072.00	5
Tiera W	\$3,591.00	7	Eric G	\$3,069.00	3
Courtney P	\$3,583.00	3	Taylor H	\$3,051.60	4
Don N	\$3,578.00	4	Wilie H	\$3,045.00	5
Lauran J	\$3,564.00	5	Tommy S	\$3,000.00	9
Linda S	\$3,562.00	4	Joy K	\$3,000.00	3
Brandon G	\$3,544.00	4			



We have a NEW conference call number for all of our daily calls.

515-604-9283

StartMeeting, this new platform, also has an app that you can use for wifi calling from your smartphone.

Use code "nash" for the online meeting ID if using the app.



**JOIN US
EVERY
MONDAY
AT 9:00AM**





2020 CONVENTION. FEB. 20-21. RALEIGH, N.C.

REGISTRATION NOW OPEN!

WWW.NASBCONVENTION.COM

HURRY SPACE IS LIMITED!

HURRY!

PRICE INCREASES
FROM \$69 TO \$99
FEBRUARY 6TH

**MASQUERADE BALL
AGENT AWARDS
NETWORKING
BREAKOUT SESSIONS
DON'T MISS THIS!**

Let Your Dreams
SOAR
Masquerade

**FEB 20
6:30PM**

JOIN US FOR

A CELEBRATION OF TRANSFORMATION

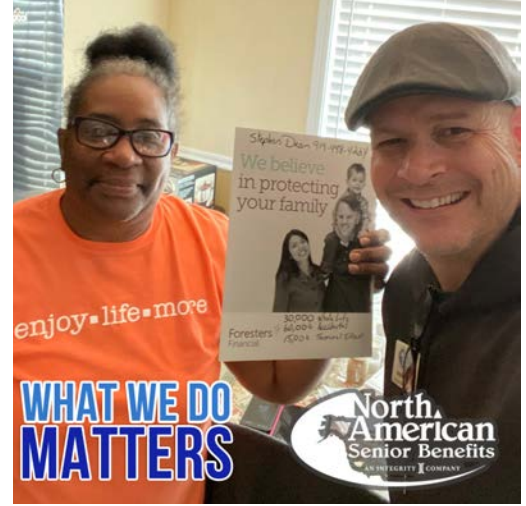
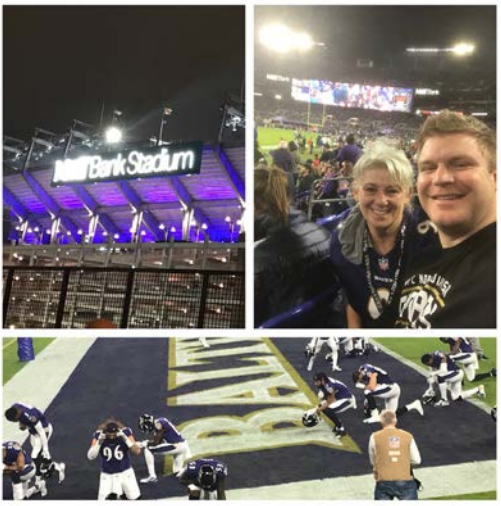
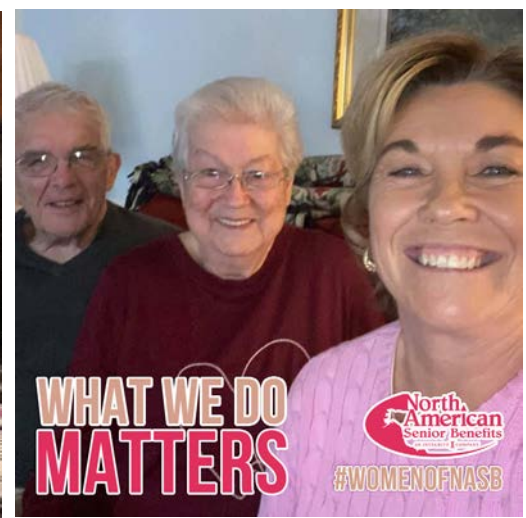
YOUR BADGE IS YOUR ENTRY TICKET. PLEASE CHECK IN AT REGISTRATION BY 5PM

Washington Duke Inn & Golf Club

Register Yet?

VISIT NASBCONVENTION.COM

HURRY!
PRICE INCREASES
FROM \$69 TO \$99
FEBRUARY 6TH



Thank You to Everyone Sending Us Photos!



FEMALE AGENT OF THE YEAR

Bethany "Snow" W
Amy "Brickhouse" M
Melody "The Wolverine" T
Linda "The Prophetess" J
Naomi "Queen G" G
Cassandra "Koala Bear" K

TORTOISE OF THE YEAR

ANNOUNCING SOON!

SALES MANAGER OF THE YEAR

Alex "King Kong" C
Garrett "Goliath" S
Corey "The Spark Plug" S
Alisha "Wonder Woman" W
Blair "The Nature Boy" O
Brian "The Animal" A

MALE AGENT OF THE YEAR

Jonathan "Triple J" J
Matt "The Body" G
Jamal "The Undertaker" B
Daniel "Shin-Sanity" S
Sammy "Pitbull" P

HORIZON

ANNOUNCING SOON!

THE VELVET HAMMER

Fred "Fire" F
Melody "The Wolverine" T
Steve "Thanos" H
Jamal "The Undertaker" B
Kevin "The Huntsman" H

RVP OF THE YEAR

Cole "The Cole Miner" T
Andrew "The Lion Heart" E
Ashley "The Comet" C
AJ "The Unicorn" R
Scott "The Closer" D
Brian "The Leonidas" C

COMEBACK AGENT OF THE YEAR

"Amazing" Grace W
Bethany "Snow" W
Twayla A "The Great"
"The Truth" TJ P
Josh "Hard Core" H

MVP 2019

ANNOUNCING SOON!

ROOKIE OF THE YEAR

Ashley "The Assassin" A
Cat "The Big Cat" B
Nicholas "The Golden Boy" G
Mekayla "M&M" M
Sammy "The Pitbull" P
Matt "The Body" G

POWER COUPLE OF THE YEAR

Brian "Leonidas" & Regine "The Machine" C
Michael "The Marine" & Melissa "The Queen Marine" M
John "The Sisco Kid" & Laura "The Insurance Muse" S
Kevin "The Huntsman" & Tara "The Huntress" H
Ryan "The Reaper" & Alisha "Wonder Woman" W

Sail Away with NASB and Royal Caribbean

November
2nd-6th

ROOKIES!

LATE START?
THE 15 AGENTS WITH THE
HIGHEST AVERAGE DAILY
PRODUCTION (NET A/P)
HIRED AFTER JULY 1ST
WILL QUALIFY TO JOIN US!
CHECK THE PULSE NEXT
WEEK TO SEE IF YOU ARE
IN THE RUNNING!

Are You on
Track To Qualify?

AGENT	ON TRACK TO QUALIFY FOR:	AGENT	ON TRACK TO QUALIFY FOR:
Jamal B	PRESIDENT'S CLUB	Rafael R	FULLY QUALIFIED CRUISE/AIR
Daniel S	PRESIDENT'S CLUB	Timothy T	FULLY QUALIFIED CRUISE/AIR
William G	PRESIDENT'S CLUB	Freddie F	FULLY QUALIFIED CRUISE/AIR
Gerardo P	PRESIDENT'S CLUB	Jalen J	FULLY QUALIFIED CRUISE/AIR
Kolter L K	PRESIDENT'S CLUB	Douglas D	FULLY QUALIFIED CRUISE/AIR
Ashley A	PRESIDENT'S CLUB	Mekayla M	FULLY QUALIFIED CRUISE/AIR
Samuel S	PRESIDENT'S CLUB	Bethany B	FREE CRUISE (PAY OWN AIRFARE)
Nicholas G	PRESIDENT'S CLUB	Michael M	FREE CRUISE (PAY OWN AIRFARE)
Jonathan J	PRESIDENT'S CLUB	Grace W	FREE CRUISE (PAY OWN AIRFARE)
Steven H	PRESIDENT'S CLUB	Linda J	FREE CRUISE (PAY OWN AIRFARE)
Joshua H	PRESIDENT'S CLUB	Garrett S	FREE CRUISE (PAY OWN AIRFARE)
Naomi N	PRESIDENT'S CLUB	Alexander B	FREE CRUISE (PAY OWN AIRFARE)
Kevin H	PRESIDENT'S CLUB	Drew K	FREE CRUISE (PAY OWN AIRFARE)
Christopher C	PRESIDENT'S CLUB	Jillian M	FREE CRUISE (PAY OWN AIRFARE)
Chad M	PRESIDENT'S CLUB	Samantha B	FREE CRUISE (PAY OWN AIRFARE)
Kevin K	PRESIDENT'S CLUB	Abel H	FREE CRUISE (PAY OWN AIRFARE)
Ryan W	PRESIDENT'S CLUB	Daniel H	FREE CRUISE (PAY OWN AIRFARE)
Solon S	PRESIDENT'S CLUB	Christopher B	FREE CRUISE (PAY OWN AIRFARE)
Russell J	PRESIDENT'S CLUB	Jacob S	FREE CRUISE (PAY OWN AIRFARE)
Timothy P	FULLY QUALIFIED CRUISE/AIR	Kenneth K	FREE CRUISE (PAY OWN AIRFARE)
John S	FULLY QUALIFIED CRUISE/AIR	Joseph P	FREE CRUISE (PAY OWN AIRFARE)
Cassandra K	FULLY QUALIFIED CRUISE/AIR	Daniel L	FREE CRUISE (PAY OWN AIRFARE)
Alex C	FULLY QUALIFIED CRUISE/AIR	Dustin H	FREE CRUISE (PAY OWN AIRFARE)
Catalin I C	FULLY QUALIFIED CRUISE/AIR	Robert R	FREE CRUISE (PAY OWN AIRFARE)
Jerome C	FULLY QUALIFIED CRUISE/AIR	Adonis D	FREE CRUISE (PAY OWN AIRFARE)
Chad C	FULLY QUALIFIED CRUISE/AIR	Amechi B	FREE CRUISE (PAY OWN AIRFARE)
Joseph L	FULLY QUALIFIED CRUISE/AIR	Amy A	FREE CRUISE (PAY OWN AIRFARE)
Melody T	FULLY QUALIFIED CRUISE/AIR	Justin J	FREE CRUISE (PAY OWN AIRFARE)

QUALIFICATION BASED ON NET ANNUAL PREMIUM FROM 7/1/2019 UNTIL 6/30/2020

ON-TRACK TO QUALIFY AGENTS (CONTINUED)

AGENT	ON TRACK TO QUALIFY FOR:	AGENT	ON TRACK TO QUALIFY FOR:
James J	FULLY QUALIFIED CRUISE/AIR	Limual L	FREE CRUISE (PAY OWN AIRFARE)
Rafael R	FULLY QUALIFIED CRUISE/AIR	Derrick D	FREE CRUISE (PAY OWN AIRFARE)
Graham B	FREE CRUISE (PAY OWN AIRFARE)	Tania T	CUTTING IT CLOSE
Joel F	FREE CRUISE (PAY OWN AIRFARE)	Randy R	CUTTING IT CLOSE
Troy T	FREE CRUISE (PAY OWN AIRFARE)	Michael S	CUTTING IT CLOSE
Jonathan T	FREE CRUISE (PAY OWN AIRFARE)	Elizabeth C	CUTTING IT CLOSE
Robert W	FREE CRUISE (PAY OWN AIRFARE)	Andrew E	CUTTING IT CLOSE
Chase B	FREE CRUISE (PAY OWN AIRFARE)	Robert A	CUTTING IT CLOSE
Jeffrey M	FREE CRUISE (PAY OWN AIRFARE)	Courtney P	CUTTING IT CLOSE
Mandy C	FREE CRUISE (PAY OWN AIRFARE)	Trevor D	CUTTING IT CLOSE
Mary E M	FREE CRUISE (PAY OWN AIRFARE)	Laura K	CUTTING IT CLOSE
Tameka B	FREE CRUISE (PAY OWN AIRFARE)	Joseph B	CUTTING IT CLOSE
Robert C	FREE CRUISE (PAY OWN AIRFARE)	Janard H	CUTTING IT CLOSE
Garrett G	FREE CRUISE (PAY OWN AIRFARE)	Demond D	CUTTING IT CLOSE
Lindsay L	FREE CRUISE (PAY OWN AIRFARE)	Jeffrey J	CUTTING IT CLOSE
Justine M	FREE CRUISE (PAY OWN AIRFARE)	Nicholas N	CUTTING IT CLOSE
Felicia F	FREE CRUISE (PAY OWN AIRFARE)	David S	CUTTING IT CLOSE
Sherry L	FREE CRUISE (PAY OWN AIRFARE)	Chris M C	CUTTING IT CLOSE
Ella E	FREE CRUISE (PAY OWN AIRFARE)	Alfred L	CUTTING IT CLOSE
Jack J	FREE CRUISE (PAY OWN AIRFARE)	Twalya S	CUTTING IT CLOSE
Luther M	FREE CRUISE (PAY OWN AIRFARE)	David S	CUTTING IT CLOSE
George G	CUTTING IT CLOSE	Cameron C	CUTTING IT CLOSE
Ineida I	CUTTING IT CLOSE	Carol G	CUTTING IT CLOSE
Kaleigh K	CUTTING IT CLOSE	Joshua H	CUTTING IT CLOSE
Charles C	CUTTING IT CLOSE	Alisha W	CUTTING IT CLOSE
Eric E	CUTTING IT CLOSE	Taylor T	CUTTING IT CLOSE
Jeff J	CUTTING IT CLOSE	Von V	CUTTING IT CLOSE
Larry L	CUTTING IT CLOSE	Jermaine W	CUTTING IT CLOSE
Stephen S	CUTTING IT CLOSE	Cynthia H	CUTTING IT CLOSE
Kenneth B	CUTTING IT CLOSE	Dustin D	CUTTING IT CLOSE
Preston M	CUTTING IT CLOSE	Chrystal G	CUTTING IT CLOSE
Rebekah R	CUTTING IT CLOSE	Glory I	CUTTING IT CLOSE
Steven S	CUTTING IT CLOSE	Matthew F	CUTTING IT CLOSE
Robert M	CUTTING IT CLOSE	Blythe B	CUTTING IT CLOSE
Cameron G	CUTTING IT CLOSE	Matthew C	CUTTING IT CLOSE
Catherine M	CUTTING IT CLOSE	Andrienne C	CUTTING IT CLOSE
Michael C	CUTTING IT CLOSE	Stephanie J	CUTTING IT CLOSE
Kristian Brooke K	CUTTING IT CLOSE	Travis G T	CUTTING IT CLOSE
Michael C	CUTTING IT CLOSE		

DON'T SEE YOUR NAME? TIME TO HUSTLE!

(BASED ON NET PRODUCTION FROM JUNE 30TH - DECEMBER 31ST)

LIST WILL BE UPDATED EARLY FEBRUARY AFTER JANUARY
TOTALS ARE CALCULATED