



HAVE YOU REGISTERED
FOR CONVENTION?
WWW.NASBCONVENTION.COM

WHAT WE DO MATTERS!

AGENT OF THE LAST WEEK:



Tara "The Huntress" H

Ladies and Gentlemen, Tara H. "The Huntress" was our Agent of the Week last week. This mother of six and grandmother of two wrote an astounding \$11,342 in A/P while protecting 3 lives. Kudos to Tara on her success this week and those to come!

Tara was also nominated this week along with her husband Kevin for 'Power Couple' of the year. Be sure to register for the 2020 convention asap to see if this dynamic duo will win the title! www.nasbconvention.com

Honorable Mentions:

Fred "Fire" F

Fred protected 16 lives while writing an incredible \$15,067 in A/P last week.

Matt "Matty-Ice" C

Matt protected 17 lives while writing an impressive \$12,000 in A/P last week.



The Numbers



LAST WEEK'S...

\$10K+ GRAND LAND AGENTS

AGENT	A/P	APPS
Fred F	\$15,067	16
Naomi G	\$14,890	13
Joshua H	\$12,623	14
Matt C	\$12,000	17
Daniel S	\$11,597	9
Tara H	\$11,342	3
Preston M	\$10,956	3
Patrick W	\$10,587	7
Carlos V	\$10,287	6

LAST WEEK'S...

TOP TEAMS

\$50k+

AGENT	A/P	APPS
Chris C	\$482,702	611
Garrett H	\$358,064	424
Keith T	\$270,170	344
Greg B	\$255,621	338
Josh S	\$214,603	270
Isaac S	\$172,242	225
Ashley C	\$169,464	225
Evan P	\$167,289	203
Scott D	\$110,936	149
AJ R	\$104,110	160
Cole T	\$95,587	113
Brian C	\$86,009	138
Andrew E	\$84,649	99
Dusty T	\$72,578	101
Shane R	\$67,752	91
Alex C	\$60,466	90
Daniel S	\$58,570	60
Garrett S	\$56,119	62
Alisha W	\$52,309	75
Linda S	\$52,305	88

\$20k-\$49,999k

AGENT	A/P	APPS
Corey S	\$45,636	53
Blair O	\$42,627	55
Brian A	\$42,107	57
Buddy L	\$41,976	41
Jason V	\$41,659	49
Fred F	\$39,357	45
Rob A	\$35,185	65
Amy M	\$33,420	34
Stephen D	\$32,084	40
Randy L	\$30,901	34
Max G	\$30,705	33
Adrienne M	\$30,028	37
Matt F	\$28,865	41
Tara H	\$28,145	24
Naomi G	\$25,995	31
Bobby P	\$25,040	45
VA Team	\$25,000	25
Danny B	\$24,710	33
Josh T	\$24,478	38
Laura S	\$24,267	29
Rodney G	\$24,197	37
Mitch B	\$23,423	31
Troy B	\$21,906	24
Ryan W	\$20,501	35

\$9k-\$19,999k

AGENT	A/P	APPS
Nick G	\$19,835	29
Justine M	\$17,057	24
Mekayla M	\$16,118	26
Derrick L	\$15,395	24
Robert H	\$14,796	16
Michael M	\$14,432	28
Doug H	\$13,927	19
TJ P	\$12,830	47
Joey L	\$12,384	11
Jeremy P	\$12,358	14
Bubba L	\$11,711	15
Ken B	\$11,382	23
Mike S	\$11,285	12
Hope T	\$10,623	23
Melody T	\$10,554	10
George W	\$10,466	10
Abel H	\$9,845	15
Marvin O	\$9,842	18
Jonathan J	\$9,760	17
Daniel H	\$9,748	15

LAST WEEK'S... TOP PRODUCERS

(DOUBLE DIGIT APP
WRITERS ARE HIGHLIGHTED)



AGENT	A/P	APPS	AGENT	A/P	APPS
Fred F	\$15,067	16	Katelyn W	\$6,168	7
Naomi G	\$14,890	13	Milton B	\$6,155	9
Joshua H	\$12,623	14	Destinee B	\$6,073	12
Matt C	\$12,000	17	Jermaine W	\$6,012	4
Daniel S	\$11,597	9	Brad S	\$6,000	5
Tara H	\$11,342	3	Ryan B	\$5,981	8
Preston M	\$10,956	3	Joe L	\$5,970	8
Patrick W	\$10,587	7	Ahmadou C	\$5,935	6
Carlos V	\$10,287	6	Amy M	\$5,920	6
Kolter K	\$9,501	12	Janard H	\$5,862	8
David W	\$9,394	9	Stephen C	\$5,844	10
Jonathan T	\$9,308	6	Russ M	\$5,798	6
Blyth W	\$9,096	10	Key W	\$5,777	8
Elizabeth C	\$8,542	6	Michael M	\$5,708	6
Ella P	\$8,534	6	Melody T	\$5,690	4
Matt G	\$8,520	11	Jonathan J	\$5,660	6
Gerardo P	\$8,454	8	Brian C	\$5,526	6
Bubba L	\$8,414	13	Mekayla M	\$5,521	12
Alex C	\$8,360	6	Courtney G	\$5,448	8
Mike R	\$8,050	6	Jerome O	\$5,432	6
Rebekah S	\$8,010	8	Minnie W	\$5,422	8
Cat B	\$7,866	6	Glory I	\$5,392	8
Ryan W	\$7,768	12	Clay W	\$5,306	5
Regine C	\$7,684	10	Brandon S	\$5,292	4
Mick P	\$7,500	9	Reggie W	\$5,233	7
Janet A	\$7,493	9	Britney B	\$5,214	4
Doug H	\$7,441	12	Jolly C	\$5,146	6
Kay G	\$7,423	9	Jeffrey K	\$5,062	4
Brandon L	\$7,411	11	Jimmy L	\$5,040	5
Troy B	\$7,344	8	Tamra M	\$5,038	9
Dustin H	\$7,068	6	Earlene B	\$5,016	12
Stacy R	\$7,062	7	Cassie	\$5,005	11
Dale B	\$7,008	7	Steve W	\$5,002	3
Gerardo M	\$6,885	5	Robert H	\$5,002	3
Vanessa B	\$6,846	4	Katya H	\$4,995	11
Joey L	\$6,709	3	Pierce M	\$4,950	5
Adrienne C	\$6,653	15	Derrick L	\$4,912	5
Bill P	\$6,610	7	Windy T	\$4,895	6
Roger G	\$6,576	7	Buck M	\$4,871	7
Grace M	\$6,552	5	Karyn S	\$4,858	6
Diana M	\$6,500	5	Faith S	\$4,771	4
Zavier B	\$6,410	8	Alek M	\$4,624	10
Ashley B	\$6,386	6	Corey S	\$4,554	5
Cody W	\$6,376	6	Rob A	\$4,538	7
Jillian M	\$6,368	6	Charles B	\$4,509	2
Marjorie M	\$6,351	3	Felicia W	\$4,502	10
Chad A	\$6,259	10	Jeff M	\$4,500	9
Taiedo S	\$6,186	11	Wendy C	\$4,500	5
Kevin H	\$6,168	7	Corey B	\$4,474	9

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

AGENT	A/P	APPS	AGENT	A/P	APPS
Travis C	\$4,442	3	Josh H	\$3,567	2
Robert H	\$4,436	7	Jack M	\$3,562	3
Kaleigh Z	\$4,416	7	Laura H	\$3,554	5
Marcus C	\$4,347	6	Thomas B	\$3,552	1
Cameron W	\$4,294	8	Maria B	\$3,518	5
Stephen D	\$4,287	8	Stephanie V	\$3,513	5
Sabrina W	\$4,271	4	Jeff M	\$3,482	5
Danielle W	\$4,268	3	Cameron M	\$3,481	6
Chase B	\$4,249	6	TJ P	\$3,403	4
Sam P	\$4,216	4	George W	\$3,401	4
Devin S	\$4,212	4	Kirk C	\$3,400	7
Kailyn B	\$4,187	8	Amber S	\$3,366	6
Dan L	\$4,186	6	Mitch B	\$3,337	5
Kayla H	\$4,170	7	Jata A	\$3,336	10
Samantha B	\$4,167	5	Iletha W	\$3,330	5
Gray B	\$4,133	7	Jeff C	\$3,297	2
Abel H	\$4,100	7	Brian A	\$3,292	5
Jamal B	\$4,095	3	Dallas L	\$3,290	2
Drew K	\$4,093	4	Justine M	\$3,277	8
Camaron H	\$4,085	6	Jakob R	\$3,255	6
Daniel H	\$4,076	6	Jim H	\$3,254	5
TA	\$4,068	3	Karey P	\$3,247	4
Luther M	\$4,062	2	Daniel K	\$3,210	3
Nick B	\$4,039	7	Garrett S	\$3,200	4
Mary B	\$4,038	7	Logan K	\$3,157	7
Zach W	\$4,029	3	Sean N	\$3,156	4
Shahkim S	\$4,019	6	Brian B	\$3,140	3
Walter G	\$4,004	3	Cameron G	\$3,131	5
Bo M	\$4,003	4	Alex M	\$3,130	5
Krystal C	\$3,986	5	George M	\$3,121	7
Joel F	\$3,922	6	Matthew H	\$3,120	5
Jeremy P	\$3,904	5	AJ R	\$3,088	7
Asteria T	\$3,897	4	Ken B	\$3,085	6
Jennifer D	\$3,890	8	Taylor M	\$3,077	3
Amanda f	\$3,888	8	Daisia A	\$3,072	4
Cole T	\$3,872	6	Germaine S	\$3,064	7
Scott S	\$3,854	5	Anthony H	\$3,051	7
Chris H	\$3,849	7	Laura K	\$3,024	2
Evan P	\$3,800	3	Justin J	\$3,018	3
Andrew W	\$3,751	4	Wade S	\$3,009	3
Rodney G	\$3,737	5	Cameron M	\$3,000	5
Donna T	\$3,695	5	Eric F	\$3,000	5
Bethany W	\$3,687	4	Diaab S	\$2,683	4
Connie A	\$3,687	5	Chris F	\$2,620	2
Fred P	\$3,664	6			
Linda S	\$3,654	6			
Deborah H	\$3,650	6			
Dwayne K	\$3,649	2			



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!



Sail Away with NASEB and Royal Caribbean

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!

November 2nd-6th

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 A	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 AF	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**



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

MALE AGENT OF THE YEAR

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

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

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

SALES MANAGER OF THE YEAR

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

THE VELVET HAMMER

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

TORTOISE OF THE YEAR

ANNOUNCING SOON!

COMEBACK AGENT OF THE YEAR

ANNOUNCING SOON!

MVP 2019

ANNOUNCING SOON!

HORIZON

ANNOUNCING SOON!

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