



BEHAVIOR
EFFECTS
EXPECTATION
RESULTS

WHAT WE DO MATTERS!

AGENT OF THE WEEK



Bo M "THE MIXOLOGIST"

**Bo must be feeling Oktoberfestive
Because this "Mixologist" has been
serving up sale after sale with \$16,775 in A/P
and 29 insurance thirsty souls quenched.
You Deserve a Cold One Bo!**

LAST WEEK'S... TOP TEAMS



\$9k-\$19,999k

AGENT	A/P	APPS
Casey W	\$19,835	8
Grace M	\$18,983	16
Chelsea W	\$18,868	17
Derrick L	\$18,670	32
Karey P	\$17,687	25
Will K	\$17,677	16
Mike S	\$17,230	16
Joey L	\$16,655	11
Mitch B	\$16,349	28
Marvin O	\$16,292	18
Chrystal G	\$15,934	29
Courtney P	\$15,778	19
Daniel H	\$15,652	21
Colan M	\$15,190	21
Stephen D	\$15,074	25
Asia H	\$14,772	15
Rex N	\$14,181	12
Jim H	\$14,111	21
Justine M	\$13,966	30
Ken B	\$13,948	15
Cody L	\$13,490	16
Steve H	\$13,489	13
Tim D	\$12,693	16
Jeffrey K	\$12,478	16
Brandon F	\$12,179	15
Solon S	\$11,871	13
Jerry B	\$11,755	7
TJ P	\$11,401	17
Bobby B	\$11,332	15
David W	\$11,197	8
Josh T	\$10,716	18
Camaron H	\$10,480	16
Gerardo M	\$10,477	15
Abel H	\$10,049	12
Joseph E	\$9,449	22
Troy B	\$9,269	53
Jessica D	\$9,239	13
Janet A	\$9,231	16
John S	\$9,043	17

\$20k-\$49,999k

AGENT	A/P	APPS
Linda S	\$49,701	64
Ryan W	\$46,719	61
Blythe W	\$43,037	65
Naomi G	\$42,991	58
Rodney G	\$42,080	48
Danny B	\$41,201	46
Gray B	\$38,335	65
Buddy L	\$37,354	38
Jalen D	\$34,383	26
Brian A	\$34,054	54
George W	\$33,749	28
Bobby P	\$33,380	27
James T	\$32,526	58
Rob A	\$31,973	42
Jonathan J	\$29,993	29
Alex B	\$29,902	28
Taylor H	\$28,872	34
Joseph P	\$28,323	28
Fred F	\$26,783	60
Bryson S	\$26,229	21
Grayson R	\$24,975	27
Randy L	\$24,598	36
Doug H	\$24,521	28
Tara H	\$24,406	38
Mekayla M	\$24,143	29
Andrew W	\$23,624	35
Bethany W	\$23,377	32
Jennifer E	\$23,344	26
Corey S	\$23,049	26
Kailyn B	\$22,868	23
Matt F	\$22,638	31
Adrienne M	\$21,365	20

\$50k+

AGENT	A/P	APPS
Keith T	\$375,052	490
Chris C	\$576,357	708
Garrett H	\$455,850	536
Greg B	\$414,892	501
Ashley C	\$326,835	384
Josh S	\$308,501	369
Evan P	\$241,124	302
Andrew E	\$154,552	175
Cole T	\$135,430	158
Alisha W	\$132,397	170
Dusty T	\$119,125	187
Scott D	\$118,392	125
Brian C	\$110,179	179
Blair O	\$105,876	101
Max G	\$100,282	117
AJ R	\$86,405	122
Nick G	\$84,170	73
Shane R	\$82,860	97
Garrett S	\$80,463	97
Laura M	\$78,665	85
Daniel S	\$74,429	83
Alex C	\$66,761	91
Amy M	\$62,792	53

LAST WEEK'S...

\$10K+ GRAND LAND AGENTS

AGENT	A/P	APPS
Bo M	\$16,775	29
George W	\$15,403	9
Naomi G	\$13,250	15
Amy M	\$12,388	14
Stacey E	\$12,211	14
Ron T	\$11,616	9
David W	\$11,197	8
Lester M	\$10,885	10
Cameron W	\$10,853	8
Russell W	\$10,790	11
Dennis R	\$10,620	8
Kailyn B	\$10,529	7
Tyler K	\$10,355	10
Jonathan J	\$10,226	13
Sam P	\$10,212	8
Ashley B	\$10,148	12
Joseph P	\$10,123	3
Alex B	\$10,019	8

LAST WEEK'S...

TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)



AGENT	A/P	APPS
Bo M	\$16,775	29
George W	\$15,403	9
Naomi G	\$13,250	15
Amy M	\$12,388	14
Stacey E	\$12,211	14
Ron T	\$11,616	9
David W	\$11,197	8
Lester M	\$10,885	10
Cameron W	\$10,853	8
Russell W	\$10,790	11
Dennis R	\$10,620	8
Kailyn B	\$10,529	7
Tyler K	\$10,355	10
Jonathan J	\$10,226	13
Sam P	\$10,212	8
Ashley B	\$10,148	12
Joseph P	\$10,123	3
Alex B	\$10,019	8
Cary S	\$9,956	9
Ingrid B	\$9,878	3
Daniel S	\$9,678	12
Max G	\$9,608	7
Victor S	\$9,572	10
Kolter K	\$9,458	9
Garrett H	\$9,228	6
Matt S	\$9,228	6

AGENT	A/P	APPS
Joey L	\$9,027	5
Josh K	\$9,016	7
Bobby B	\$8,867	11
Brandi B	\$8,837	8
Matt G	\$8,640	9
Jerry B	\$8,569	4
Derek P	\$8,395	17
Ryan W	\$8,203	10
Erin L	\$8,134	9
Casey W	\$8,126	6
Steve H	\$8,124	6
Dylan W	\$8,085	13
Will B	\$7,932	6
Michelle J	\$7,792	5
Brittany G	\$7,536	6
Samantha G	\$7,388	7
Katya H	\$7,327	5
Shelley T	\$7,309	9
Jonathan M	\$7,266	8
Jalen D	\$7,178	6
Cody L	\$6,920	4
Karen F	\$6,878	7
Kyle S	\$6,866	10
Stephen D	\$6,858	10
Xavier C	\$6,792	6
Karyn S	\$6,692	4



This Week

OUR AGENT OF THE WEEK

BO "THE MIXOLOGIST" M.

IS OUR #1 APP WRITER

OCTOBER 9TH | WITH 29 LIVES PROTECTED

★ ★ ★

LAST WEEK'S...

TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)

AGENT	A/P	APPS
Zamir M	\$6,672	5
Kelly V	\$6,641	6
Latwan E	\$6,636	4
Chad A	\$6,623	7
Bethany W	\$6,543	7
Fred F	\$6,523	4
James A	\$6,516	6
Anthony S	\$6,439	6
John V	\$6,371	10
Joel F	\$6,350	4
Jim C	\$6,276	7
Noah C	\$6,233	10
Amanda F	\$6,181	9
Tricia B	\$6,093	8
Jata A	\$6,073	4
Jim H	\$6,050	6
Dave S	\$6,047	5
Katie M	\$6,030	6
Katelyn W	\$5,953	6
Blake W	\$5,934	2
Mary P	\$5,913	7
Cassie K	\$5,900	8
James H	\$5,873	4
Jeffrey K	\$5,842	12
Grace M	\$5,816	3
Michaela H	\$5,796	7
Brooke M	\$5,779	6
Jake S	\$5,755	7
Troy B	\$5,752	9
Derrick L	\$5,740	9
Nick D	\$5,728	6
Samantha B	\$5,718	4
Joshua H	\$5,704	7
Taylor M	\$5,580	8
Kalyn S	\$5,550	5

AGENT	A/P	APPS
Courtney P	\$5,512	7
Milton B	\$5,500	12
Joe C	\$5,451	8
Gerardo P	\$5,449	8
Rebekah S	\$5,446	11
John S	\$5,388	7
Robert C	\$5,331	7
Tim DeF	\$5,290	7
Pierce M	\$5,280	7
Jermaine W	\$5,273	20
Amber C	\$5,214	4
Danielle N	\$5,193	2
Doug H	\$5,065	6
Chris L	\$5,045	6
Dennis D	\$5,034	7
Felisha L	\$5,022	8
Teddy H	\$5,016	6
Jana E	\$4,999	4
Adrienne M	\$4,957	5
Holly C	\$4,949	6
Jeff M	\$4,948	8
Patrick W	\$4,910	3
Camaron H	\$4,900	8
Britney B	\$4,870	4
David E	\$4,856	12
Dustin H	\$4,841	5
Ineida A	\$4,814	4
Lee C	\$4,803	6
Krystle H	\$4,801	7
Holly S	\$4,793	8
Rob A	\$4,760	7
Carlos V	\$4,748	3
Buddy L	\$4,747	7
Lisa S	\$4,671	3
Travis L	\$4,660	6

AGENT	A/P	APPS
Dani K	\$4,659	8
Krystle O	\$4,649	9
Mike R	\$4,610	7
Jack M	\$4,563	3
Mike S	\$4,547	5
Cat B	\$4,544	5
Gary M	\$4,543	8
Ryan L	\$4,525	5
Brandon D	\$4,512	6
Joey D	\$4,501	5
Austin W	\$4,491	5
Joe L	\$4,450	8
Steph	\$4,431	6
Scott B	\$4,410	6
D'andre P	\$4,409	8
Melody T	\$4,387	4
Anthony H	\$4,383	6
Janard H	\$4,380	5
Hannah T	\$4,374	4
Justine M	\$4,359	3
Brian C	\$4,356	5
Corey S	\$4,344	5
Mekayla M	\$4,320	3
Gray B	\$4,311	4
Ken B	\$4,283	4
Stephen B	\$4,276	5
Carter P	\$4,269	10
Carmen B	\$4,239	8
Hobbs J	\$4,230	6
Mitch B	\$4,227	5
Joann S	\$4,212	3
Tyler C	\$4,174	7
Breanna B	\$4,171	6
Elizabeth C	\$4,159	4
Kaitlyn M	\$4,152	4

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Daniel I	\$4,128	4	Grayson R	\$3,712	5	Cam G	\$3,326	4
Dan L	\$4,114	4	Michelle B	\$3,696	4	Chad T	\$3,314	6
James G	\$4,100	5	Laota R	\$3,693	4	Monica M	\$3,310	6
Jared N	\$4,097	6	Sierra E	\$3,682	2	Justin J	\$3,303	3
Jordan H	\$4,088	5	Wilmer A	\$3,667	3	Natalie H	\$3,302	4
Daniel B	\$4,087	6	Mary B	\$3,600	4	Elizabeth R	\$3,288	3
Scott S	\$4,077	5	Ryan D	\$3,600	3	Jacobee P	\$3,282	5
Solon S	\$4,037	4	Jamie C	\$3,592	4	Meaghan S	\$3,279	4
Will K	\$4,034	3	Joyce W	\$3,582	3	Gerald P	\$3,270	4
Mitch G	\$4,022	4	Eric F	\$3,579	4	Ahmadou C	\$3,232	5
Windy T	\$4,008	7	Natalie F	\$3,569	9	Rex N	\$3,231	4
Jordan S	\$4,008	6	Steven R	\$3,552	6	Dennis S	\$3,213	4
Christian A	\$3,987	6	Alex M	\$3,541	5	Stephen C	\$3,208	7
Brittany F	\$3,985	5	Joseph C	\$3,528	4	Cole T	\$3,196	5
Sylvia J	\$3,982	3	Raphael J	\$3,516	2	Dominic E	\$3,194	6
George M	\$3,980	7	Regine C	\$3,512	6	Kaleigh Z	\$3,179	5
Alyssa W	\$3,952	5	Adonis D	\$3,512	6	Trevor E	\$3,168	3
Joseph E	\$3,949	10	Cameron W	\$3,511	8	Shannon W	\$3,126	3
Abel H	\$3,934	6	Preston M	\$3,490	3	Bryson S	\$3,106	4
Tanner R	\$3,908	3	Brandon L	\$3,490	3	Deborah H	\$3,090	4
TJ P	\$3,904	7	Daniel H	\$3,485	5	Cameron M	\$3,090	3
Aaron T	\$3,878	4	Diana M	\$3,461	5	Dylan B	\$3,088	2
Clay W	\$3,876	5	Kevin H	\$3,456	4	Connor E	\$3,023	5
Robert H	\$3,875	5	Jessica D	\$3,443	6	Joe H	\$3,018	3
Blythe W	\$3,874	6	Brett H	\$3,431	5	Walter G	\$3,017	4
Angel B	\$3,846	6	Rafael M	\$3,416	4	Bubba L	\$3,012	4
Eric G	\$3,840	5	Maria B	\$3,400	3	Dale B	\$3,012	4
Nick G	\$3,801	3	Jessica D	\$3,389	4	Brad S	\$3,005	4
John McC	\$3,724	6	Sabrina W	\$3,369	7			
Jesse M	\$3,720	3	Phillip J	\$3,365	3			
Ben G	\$4,209	5	Adonis D	\$3,694	7			
Cole T	\$4,204	6	Joshua H	\$3,659	8			
Jesse M	\$4,200	5	Nick R	\$3,656	5			



OCTOBER 2020
The Pulse - NASB
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ULTIMATE FINAL EXPENSE CHAMPIONSHIP

OCTOBER 5TH - NOVEMBER 20TH

UFC



**ROOKIE
MIDDLEWEIGHT
FEMALE
HEAVYWEIGHT**



