



# THE *Pulse*

## WHAT WE DO MATTERS

# YOUR AGENT OF THE WEEK

**TWAS THE WEEK BEFORE CHRISTMAS,  
PRODUCERS WERE SLOWING THEIR PACE.  
BUT AN AGENT WAS CRUSHING IT.  
WE CALL HIM "MAD MACE."**

# "MAD MACE" MASON D

**WRITING OVER 16K IN A/P WITH CARE,  
THERE ARE 7 WHO SLEEP SOUNDLY  
BECAUSE MASON WAS THERE.**

**HE STOLE SANTA'S SLEIGH,  
PUTTING PEDAL TO FLOOR,  
POLICIES WERE HIS GIFTS TO DELIVER,  
AND WORTH QUITE A BIT MORE.**

**MASON SHOUTED TO THE SALES MAFIA  
AS HE DROVE OUT OF SIGHT.  
"A PREMIUM CHRISTMAS TO ALL,  
AND TO ALL A GOOD NIGHT"**



DECEMBER 2020  
The Pulse - NASB  
NASBNATION.com

NORTH AMERICAN SENIOR BENEFITS  
922-A HURRICANE SHOALS RD  
LAWRENCEVILLE GA, 30043  
1-866-926-9000

LAST WEEK'S...

# TOP TEAMS

## \$50k+



AGENT	A/P	APPS
Chris C	\$520,250	633
Garrett H	\$393,348	467
Greg B	\$377,672	498
Keith T	\$376,032	559
Josh S	\$304,468	366
Ashley C	\$292,096	369
Isaac S	\$224,804	294
Evan P	\$215,555	215
Brian C	\$161,158	210
Andrew E	\$139,283	172
Cole T	\$134,859	161
Dusty T	\$127,999	220
Blair O	\$111,900	116
Alex C	\$97,991	119
Shane R	\$94,430	107
Nick G	\$85,996	87
AJ R	\$85,399	123
Alisha W	\$82,734	107
Max G	\$69,887	82
Scott D	\$66,159	80
Buddy L	\$63,646	84
Garrett S	\$58,840	68
Laura M	\$57,694	77
Matt F	\$55,037	73
Gray B	\$51,876	84

## \$20k-\$49,999k

AGENT	A/P	APPS
Dustin H	\$49,391	66
James T	\$44,466	75
Brian A	\$42,495	58
Danny B	\$39,050	48
Linda S	\$38,799	60
Jonathan J	\$37,742	36
Adrienne M	\$37,459	34
Bobby P	\$37,329	76
Rodney G	\$37,230	39
Blythe W	\$34,525	73
Colan M	\$34,269	41
Daniel S	\$33,340	37
Naomi G	\$32,571	30
Tara H	\$31,414	37
Steven H	\$31,210	23
Mitch B	\$31,046	40
Courtney P	\$29,830	42

AGENT	A/P	APPS
Fred F	\$29,801	63
Mekayla M	\$28,480	34
Grace W	\$28,062	45
Derrick L	\$27,491	44
Taylor H	\$27,418	37
Mike S	\$27,376	31
Alex B	\$26,464	30
Karey P	\$25,681	42
Corey S	\$23,338	27
Jeff M	\$23,172	28
Josh T	\$22,976	31
Randy L	\$22,112	23
Andrew W	\$22,015	27
Jalen D	\$21,704	25
David W	\$21,263	21
Joseph P	\$20,812	23
Ahmadou C	\$20,570	26

## \$9k-\$19,999k

AGENT	A/P	APPS
Bethany W	\$19,261	21
Will K	\$19,135	22
Jessica D	\$18,773	25
Tommy S	\$17,630	21
Dan H	\$17,609	21
Kelsie A	\$17,165	22
Rob A	\$17,005	31
Abel H	\$16,745	23
Joe L	\$16,230	22
Amy M	\$16,116	18
Tai S	\$15,561	22
John S	\$15,263	16
Carlos FV	\$15,162	15
Gerardo M	\$15,103	11
Solon S	\$14,852	17
Taylor M	\$14,765	21
Troy B	\$14,762	16
Ryan W	\$14,651	20
Joseph E	\$14,567	17
Samantha B	\$14,401	13
Chrystal G	\$14,307	23
Kailyn B	\$14,270	16

AGENT	A/P	APPS
Stephen D	\$13,785	20
Justine M	\$13,183	30
Jermaine W	\$13,183	30
Kevin H	\$13,152	11
Tim D	\$13,130	14
Kaleigh Z	\$12,654	16
Corey B	\$12,127	14
Jerry B	\$11,727	14
Hope T	\$10,925	20
Doug H	\$10,654	11
Hobbs J	\$10,560	14
Bryson S	\$10,521	19
Matthew H	\$10,470	8
Adonis D	\$10,379	17
Jason S	\$10,086	9
Janard H	\$9,947	12
Robert H	\$9,926	18
Marvin O	\$9,659	35
Jim H	\$9,178	12
Marcus C	\$9,100	27
Rex N	\$9,024	9



LAST WEEK'S...

# \$10K+ GRAND LAND AGENTS

LAST WEEK'S...

# TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)



AGENT	A/P	APPS
Steven H	\$26,550	16
Mason D	\$16,539	7
Cam G	\$13,071	7
Samantha B	\$12,657	10
Corey B	\$12,127	14
Milton B	\$12,082	3
Hunter C	\$11,750	13
Kevin H	\$11,580	9
Damon W	\$11,509	12
Christin A	\$11,032	13
Naomi G	\$10,800	12
Grace W	\$10,665	9
David W	\$10,200	11
Jonathan J	\$10,150	11
Clarence J	\$10,140	16
Troy B	\$10,075	10

AGENT	A/P	APPS
Steven H	\$26,550	16
Mason D	\$16,539	7
Cam G	\$13,071	7
Samantha B	\$12,657	10
Corey B	\$12,127	14
Milton B	\$12,082	3
Hunter C	\$11,750	13
Kevin H	\$11,580	9
Damon W	\$11,509	12
Christin A	\$11,032	13
Naomi G	\$10,800	12
Grace W	\$10,665	9
David W	\$10,200	11
Jonathan J	\$10,150	11
Clarence J	\$10,140	16
Troy B	\$10,075	10
Adonis D	\$9,841	17
Doug H	\$9,678	10
Karen H	\$9,363	9
Fred F	\$9,152	13
Kolter K	\$8,956	6
Hobbs J	\$8,930	12
Keleigh Z	\$8,809	11
Ahmadou C	\$8,782	9
Jorge H	\$8,734	11
Chris L	\$8,696	8
Jessica D	\$8,543	11

AGENT	A/P	APPS
Chris J	\$8,535	8
Dani K	\$8,500	5
Amy R	\$8,300	16
Eric E	\$8,284	8
Janard H	\$8,190	9
Connor E	\$7,891	8
Carlos FV	\$7,829	6
Tara S	\$7,666	6
Mike S	\$7,652	10
Brandon L	\$7,526	8
Michaela H	\$7,469	10
Cat B	\$7,140	7
Elizabeth C	\$7,014	12
Michael B	\$7,005	8
Twayla S	\$6,951	8
Ashley B	\$6,934	9
Matthew H	\$6,880	8
Regine C	\$6,864	11
Alex C	\$6,854	5
Asia H	\$6,694	5
Stephen D	\$6,594	8
Cassie K	\$6,542	6
Stephen S	\$6,502	5
Jakob R	\$6,426	10
Mike R	\$6,422	6
Kay G	\$6,400	10
Mitch G	\$6,400	7

**North American Senior Benefits**  
AN INTEGRITY II COMPANY

**TEXT THE BATPHONE**  
**770-840-5467**  
WE WANT YOUR AMAZING PHOTOS FROM THE FIELD AND IN THE COMMUNITY!

*This Week*

# JESSICA B

IS OUR #1 APP WRITER

DECEMBER 25<sup>TH</sup> | WITH 24 LIVES PROTECTED

★★★

LAST WEEK'S...

# TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)

AGENT	A/P	APPS
Michelle J	\$6,376	5
Joe B	\$6,375	4
Joel F	\$6,372	6
Casey W	\$6,309	10
Tommy S	\$6,260	4
Brian C	\$6,230	9
Sarah S	\$6,100	4
Zamir M	\$6,060	6
Courtney P	\$6,045	11
David M	\$6,035	8
Jalen D	\$6,011	7
Natara H	\$5,988	7
Latoya B	\$5,955	7
Gerardo P	\$5,946	9
Tony N	\$5,880	6
Dylan W	\$5,802	6
Josh H	\$5,798	6
Rafael M	\$5,775	5
Victor S	\$5,648	8
Brandon D	\$5,648	5
Felisha L	\$5,573	7
Matt C	\$5,542	5
Kyle S	\$5,508	7
Samantha R	\$5,500	7
Melody T	\$5,489	4
Gerald P	\$5,378	6
Jo Lynn C	\$5,329	4
Dylan W	\$5,323	19
Kris S	\$5,300	5
Brian B	\$5,184	5
Will K	\$5,161	6
George W	\$5,065	5
Bo M	\$5,048	7
Rex N	\$5,043	4
Jared N	\$5,033	6
Jamila W	\$5,019	7
Ron T	\$5,005	7
Brad S	\$5,004	6

AGENT	A/P	APPS
Garrett S	\$5,000	6
Katya H	\$4,994	3
Bethany W	\$4,976	8
Amy M	\$4,970	6
Earlene B	\$4,968	4
Nick D	\$4,947	6
Russ M	\$4,938	4
Solon S	\$4,937	7
Ronnie B	\$4,919	4
Alek M	\$4,854	2
Jonathan M	\$4,832	4
Rebecca A	\$4,830	7
Jason B	\$4,782	4
Katelyn W	\$4,757	4
Ryan D	\$4,714	4
Mick P	\$4,687	6
Deborah H	\$4,679	4
Minnie W	\$4,649	8
Justin J	\$4,649	5
Perry S	\$4,571	5
Jerry B	\$4,570	4
Andre O	\$4,564	7
Cody W	\$4,543	9
Katie M	\$4,512	5
Samantha G	\$4,448	6
Beverley C	\$4,440	4
Alicia J	\$4,431	5
Holly S	\$4,429	7
Dustin H	\$4,425	5
Josh K	\$4,413	6
Pierce M	\$4,407	5
Nick R	\$4,404	4
Matt G	\$4,400	6
Jaime M	\$4,393	5
Matt R	\$4,372	2
Beth L	\$4,353	6
Bubba L	\$4,326	5
Brittany S	\$4,318	4

AGENT	A/P	APPS
Robert C	\$4,290	6
Chad A	\$4,252	5
Mykee N	\$4,240	1
Camaron H	\$4,238	6
Shawn T	\$4,230	7
Windy T	\$4,230	6
Marta C	\$4,229	4
Kevin M	\$4,222	6
Jessica B	\$4,156	24
Mitch B	\$4,142	8
Mekayla M	\$4,128	4
Joey P	\$4,107	4
AJ R	\$4,105	5
Connie A	\$4,105	4
Laota R	\$4,100	8
Von M	\$4,025	5
James G	\$4,017	4
Chris L	\$4,000	3
Karen F	\$3,984	9
Tyler E	\$3,959	5
Noah C	\$3,941	6
Matt M	\$3,938	6
Nate S	\$3,936	5
Joe L	\$3,934	6
Aaron T	\$3,926	4
Christina B	\$3,897	7
Marjorie M	\$3,897	6
Shelley T	\$3,862	6
Gray B	\$3,850	4
Dusty T	\$3,850	2
Adrienne M	\$3,822	2
Tiffany T	\$3,812	6
Candace F	\$3,800	5
Hunter D	\$3,780	3
Jeremy P	\$3,768	4
Ken B	\$3,743	6
Savannah H	\$3,732	4
Graham W	\$3,696	1

AGENT	A/P	APPS
John H	\$3,694	7
Alex M	\$3,676	6
Noah C	\$3,672	1
Jordan S	\$3,657	8
Kailyn B	\$3,646	6
Natalie H	\$3,612	4
DeWayne S	\$3,606	8
Will B	\$3,600	4
Sylvia J	\$3,584	7
Tonya M	\$3,540	4
Alicia R	\$3,534	11
Patrick D	\$3,505	4
Rodney G	\$3,502	2
Tricia B	\$3,493	3
Jay M	\$3,450	4
Kenneth B	\$3,433	5
Tara H	\$3,420	5
Natalie F	\$3,385	5
Dennis R	\$3,371	4
Jeff C	\$3,371	3

AGENT	A/P	APPS
Kenneth E	\$3,331	3
Zachary F	\$3,317	4
Joshua H	\$3,308	4
Preston M	\$3,290	3
Tracy A	\$3,286	4
Palestine T	\$3,285	3
Steffan P	\$3,273	2
Dan W	\$3,265	4
Jonathan P	\$3,265	3
Dez D	\$3,263	4
Mike D	\$3,250	4
Sam M	\$3,237	6
Troy V	\$3,231	2
Hannah T	\$3,216	5
Lino S	\$3,210	3
Brittany W	\$3,204	2
Derek P	\$3,201	4
Ben E	\$3,200	14
Jeff M	\$3,200	3

AGENT	A/P	APPS
Brad M	\$3,200	2
Krystal C	\$3,198	5
Rob A	\$3,190	6
Jim H	\$3,180	4
Kobe T	\$3,164	4
Brianna B	\$3,137	5
Abel H	\$3,106	6
Mike O	\$3,100	4
Russell W	\$3,048	5
Caron S	\$3,031	3
Joe H	\$3,029	5
Robert H	\$3,026	5
Sherry L	\$3,016	4
Jimmy T	\$3,014	5
Lisa S	\$3,013	4
Mitchell H	\$3,000	9
Ryan B	\$3,000	4
Gerardo M	\$3,000	3
Robert H	\$3,000	3



Introducing our Newest Jr. Partner:

**Alisha W**

AKA: "WONDERWOMAN"

Congratulations, Alisha!

We are so proud of all you  
have accomplished!



COUNTDOWN TO  
**2021**



North  
American  
Senior Benefits  
AN INTEGRITY COMPANY

**HOLIDAY HOURS**

NASB OFFICES WILL BE CLOSED  
THURSDAY DEC 31<sup>ST</sup> & FRIDAY JAN 1<sup>ST</sup>  
WE WILL BE BACK IN THE OFFICE  
ON MONDAY JAN 2<sup>ND</sup>

