

North American Senior Benefits

# THE PULSE

**WHAT WE DO  
MATTERS!**

# FRED FIRE F

**FRED F. WAS ON FIRE LAST WEEK,  
EARNING HIS SCORCHING MONIKER!  
THIS "FIRE" - MAN SET THE FIELD ABLAZE  
WITH SMOKING HOT POLICIES FOR 16  
SENIORS, WRITING A FEVERISH \$29,089  
IN A/P. FRED IS SIZZLING HOTTER THAN  
GEORGIA ASPHALT IN JULY!**



# LAST WEEK'S TOP TEAMS

## \$50K+

AGENT	A/P	APPS
Chris C	\$562,911	635
Greg B	\$485,645	572
Garrett H	\$472,358	512
Josh S	\$386,481	414
Evan P	\$383,893	351
Keith T	\$377,493	504
Ashley C	\$364,050	437
Isaac S	\$319,250	369
Brian C	\$236,800	272
Blair O	\$188,688	181
Andrew E	\$184,336	201
Dusty T	\$163,204	244
Alisha W	\$132,147	158
Nick G	\$128,180	128
Max G	\$117,446	128
Cole T	\$115,734	126
Laura M	\$94,110	103
Garrett S	\$91,058	99
Alex C	\$86,700	99
AJ R	\$74,950	102
Alex B	\$73,298	69
Will K	\$72,324	68
Gray B	\$70,096	91
Fred F	\$66,251	58
James T	\$65,910	84
Blythe W	\$64,028	106
Buddy L	\$62,000	73
Steven H	\$58,401	40
Shane R	\$55,824	57
Scott D	\$52,167	49

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

AGENT	A/P	APPS
Daniel S	\$49,397	58
Carlos FV	\$44,107	41
Tara H	\$42,708	65
Danny B	\$40,820	53
Brian A	\$40,607	51
Ryan W	\$40,133	42
Josh T	\$40,119	61
Jakob R	\$39,582	33
Naomi G	\$37,178	46
Matt F	\$36,937	44
Dustin H	\$35,941	42
Karey P	\$35,571	41
Jack M	\$35,355	36
Adrienne M	\$33,081	35
Jalen D	\$31,813	32
Connor E	\$31,529	36
Abel H	\$31,331	39
Mike R	\$31,164	32
Chrystal G	\$30,867	38
Grace W	\$30,512	29

AGENT	A/P	APPS
Jeff M	\$29,153	31
Derrick L	\$27,969	39
Tim D	\$27,718	22
Linda S	\$27,641	38
Justine M	\$27,278	31
Dan H	\$26,679	22
Dennis R	\$26,495	23
John S	\$26,230	25
Doug H	\$25,406	18
Bobby P	\$24,875	42
Mitch B	\$24,439	31
Joseph P	\$24,434	23
Joe L	\$22,270	28
Colan M	\$21,770	18
Asia H	\$21,725	26
Taylor H	\$21,509	32
Nate C	\$21,305	17
Dominick W	\$20,842	11
Kailyn B	\$20,416	21



TEXT THE  
BATPHONE YOUR  
PHOTOS & VIDEOS  
FROM THE FIELD!  
770-840-5467



**\$9K-\$19,999K**

AGENT	A/P	APPS	AGENT	A/P	APPS
Samantha B	\$19,418	20	Josiah M	\$12,840	8
Michael S	\$18,771	15	Kelsie A	\$12,816	44
Mike S	\$18,251	25	Corey B	\$12,760	13
Jermaine W	\$18,131	22	Amy M	\$12,546	11
Eric R	\$17,942	8	Corey S	\$12,406	12
Jim H	\$17,620	20	Anthony H	\$12,276	14
Stephen D	\$17,394	20	Brooke M	\$12,065	15
Tricia B	\$17,353	21	Robert H	\$11,751	18
Bryson S	\$16,981	20	Taylor M	\$11,170	16
Melody T	\$16,959	11	David W	\$11,148	14
Mike R	\$16,712	15	Matthew H	\$10,870	5
Courtney P	\$16,621	18	Jerry B	\$10,588	12
Joe B	\$16,526	13	Tai S	\$10,572	16
Bobby B	\$15,605	13	Jeremy P	\$10,466	17
Andrew W	\$15,603	21	Jessica D	\$10,466	10
Kyle S	\$15,436	19	Kaleigh Z	\$10,339	16
Will B	\$15,012	16	Janard H	\$10,225	10
Cat B	\$14,484	12	Grayson R	\$10,019	9
Ahmadou C	\$14,254	15	Casey W	\$9,820	11
Joshua H	\$13,570	12	Sterne R	\$9,587	15
Rodney G	\$13,330	17	Krystle O	\$9,549	12
Troy B	\$13,276	12	Nick C	\$9,116	6

**DON'T MISS THE**

**SALES JUICE**

**515-604-9283**

**EVERY MONDAY**  
**9:00AM**  
**EASTERN**

**WRITING 23 APPS LAST WEEK**

**Deveon D**  
**IS OUR #1 APP LEADER**



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

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Fred F	\$29,090	16	Dustin H	\$11,995	10	Brian C	\$10,225	9
Steven H	\$23,725	13	Eric R	\$11,474	5	Connor E	\$10,100	10
Deveon D	\$18,916	23	Kay G	\$11,217	14	Will K	\$10,088	6
Danny A	\$18,204	13	Steven I	\$11,075	15	Savannah H	\$10,079	9
Damon W	\$16,269	13	Justin R	\$11,004	8	Will B	\$10,074	8
Jaime M	\$14,135	12	Dennis R	\$10,980	8	Matthew M	\$10,037	12
Ashley B	\$14,061	13	Colan M	\$10,920	4	Bo M	\$10,015	16
Courtney G	\$13,952	23	Joe H	\$10,691	7	Daniel S	\$9,987	9
Gerardo P	\$13,598	13	Mike R	\$10,578	9	Troy B	\$9,820	8
Russell W	\$13,497	11	Joe B	\$10,531	7	Chris A	\$9,698	5
Carlos FV	\$12,953	9	Chrystal G	\$10,389	11	Chad A	\$9,573	10
Corey B	\$12,760	13	Cameron W	\$10,290	8			

## ATTENTION NASB NATION

**WE NEED YOUR HELP FOR A SPECIAL EDITION OF THE PULSE COMING IN MAY FEATURING NASB MOTHERS! WE WILL BE FEATURING THE MOMS WHO ARE AGENTS, COORDINATORS, AND/OR CHEERLEADERS WITHIN OUR ORGANIZATION.**

Please send a photo of a mother/grandmother/fur-mom you would like to recognize to 770-840-5467 or email to [marketing@nasbcorporate.com](mailto:marketing@nasbcorporate.com) providing her name and any special (short) message you wish to have included.

**THANK YOU FOR HELPING US RECOGNIZE THESE AMAZING WOMEN!**



# \$ LAST WEEK'S TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)

AGENT	A/P	APPS
Fred F	\$29,090	16
Steven H	\$23,725	13
Deveon D	\$18,916	23
Danny A	\$18,204	13
Damon W	\$16,269	13
Jaime M	\$14,135	12
Ashley B	\$14,061	13
Courtney G	\$13,952	23
Gerardo P	\$13,598	13
Russell W	\$13,497	11
Carlos FV	\$12,953	9
Corey B	\$12,760	13
Dustin H	\$11,995	10
Eric R	\$11,474	5
Kay G	\$11,217	14
Steven I	\$11,075	15
Justin R	\$11,004	8
Dennis R	\$10,980	8
Colan M	\$10,920	4
Joe H	\$10,691	7
Mike R	\$10,578	9
Joe B	\$10,531	7
Chrystal G	\$10,389	11
Cameron W	\$10,290	8
Brian C	\$10,225	9
Connor E	\$10,100	10
Will K	\$10,088	6
Savannah H	\$10,079	9
Will B	\$10,074	8
Matthew M	\$10,037	12
Bo M	\$10,015	16
Daniel S	\$9,987	9
Troy B	\$9,820	8
Chris A	\$9,698	5
Chad A	\$9,573	10

AGENT	A/P	APPS
Naomi G	\$9,465	11
Clarence J	\$9,072	8
Julio R	\$8,924	7
Amy M	\$8,876	8
Nate C	\$8,858	5
Doug H	\$8,849	8
Grace W	\$8,673	6
Nick C	\$8,612	5
Kassy M	\$8,550	7
Mike O	\$8,509	9
Sherry L	\$8,476	2
Branden D	\$8,394	9
Matt C	\$8,280	8
Christin A	\$8,094	7
Joseph C	\$8,088	9
Melody T	\$7,995	5
Josh H	\$7,986	6
John S	\$7,872	6
Alex C	\$7,856	9
Cameron B	\$7,845	7
Janard H	\$7,845	7
Regine C	\$7,832	12
Justine M	\$7,823	3
Brittany N	\$7,735	7
Brittney P	\$7,659	4
David W	\$7,632	8
Nate S	\$7,526	7
Matt C	\$7,428	4
Jordan S	\$7,418	13
Jory W	\$7,199	8
Kayla K	\$7,183	5
Abel H	\$7,123	11
Kolter K	\$7,064	8
Josiah M	\$6,954	5
Myles C	\$6,897	6

AGENT	A/P	APPS
Ernie P	\$6,858	10
Jade B	\$6,822	4
Tyler K	\$6,756	4
Nicholas D	\$6,732	8
Derrick L	\$6,619	7
Anthony H	\$6,569	5
Steven R	\$6,530	6
Nick G	\$6,488	6
Manny V	\$6,468	3
Jack M	\$6,456	4
Laura K	\$6,454	4
Asia H	\$6,447	7
Diana M	\$6,445	9
Adonis D	\$6,400	9
Courtney P	\$6,366	4
Joe L	\$6,345	12
Tim D	\$6,344	4
Linda W	\$6,339	3
Garrett S	\$6,180	6
Lauren S	\$6,173	7
Bill E	\$6,130	7
Rafael M	\$6,118	6
Ellesa C	\$5,995	6
Shelley T	\$5,953	4
Chad S	\$5,920	4
Deborah H	\$5,900	8
Brooke M	\$5,886	3
James T	\$5,868	6
Ryan H	\$5,850	4
Eugene M	\$5,795	6
Ronnie B	\$5,748	3
Xavier C	\$5,736	5
Lee C	\$5,640	5
Patrick W	\$5,631	7
Omar W	\$5,628	3

# \$ LAST WEEK'S TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)

AGENT	A/P	APPS
Zamir M	\$5,628	5
Joey H	\$5,610	9
Chuekha H	\$5,603	5
Noah C	\$5,561	5
Kyle S	\$5,480	6
LaVonte S	\$5,455	14
Candace N	\$5,430	6
Jarod M	\$5,425	7
Kenny J	\$5,389	5
James W	\$5,373	3
Chris L	\$5,355	5
Samantha B	\$5,326	7
Jasmine R	\$5,284	5
Jim H	\$5,244	4
Derek P	\$5,203	6
Mario B	\$5,195	7
Dannit B	\$5,188	7
Tyler E	\$5,188	7
Andrienne C	\$5,187	7
Brandon G	\$5,160	1
Stephen D	\$5,118	6
Kristian B	\$5,105	5
Nelson C	\$5,092	4
Jason B	\$5,080	5
Bobby B	\$5,044	3
Chelsea D	\$5,002	5
Mike S	\$4,940	4
Felisha L	\$4,912	6
Parker M	\$4,850	7
Jessica B	\$4,825	4
Mason D	\$4,822	8
Mekayla M	\$4,812	6
Karen D	\$4,775	5
Zane R	\$4,775	6
Lindsay L	\$4,774	2

AGENT	A/P	APPS
Meaghan S	\$4,773	6
Cameron M	\$4,734	2
Josh D	\$4,734	3
Josh T	\$4,694	7
Amber B	\$4,693	4
Becca A	\$4,680	7
Kevin H	\$4,674	8
John V	\$4,667	6
Jonathan J	\$4,649	10
Marta C	\$4,644	4
Josh K	\$4,635	6
Brandi B	\$4,632	7
Jere M	\$4,611	6
Shawn T	\$4,610	8
Mike D	\$4,545	3
Ahmadou C	\$4,518	4
Tricia B	\$4,517	9
D'andre P	\$4,508	4
AJ R	\$4,502	10
Matt D	\$4,488	6
Brooke	\$4,460	5
Natalie H	\$4,457	5
Victor S	\$4,456	8
Brianna G	\$4,452	7
Lew P	\$4,439	7
Melissa G	\$4,429	3
Cat B	\$4,408	5
Daine B	\$4,405	3
Jalen D	\$4,392	4
Kris S	\$4,381	6
Camaron H	\$4,380	7
Ethan S	\$4,358	6
Jessica D	\$4,336	4
Brittany F	\$4,294	2
David E	\$4,292	6

AGENT	A/P	APPS
Kevin M	\$4,285	5
Mike B	\$4,263	4
Sylvia J	\$4,237	2
Mitch B	\$4,227	10
Kat M	\$4,223	5
Kenneth B	\$4,209	5
Judy J	\$4,181	4
Brian A	\$4,168	5
Krystle O	\$4,167	11
Teasia M	\$4,143	6
Dennis D	\$4,133	6
Pierce M	\$4,126	4
Dale B	\$4,104	4
Jason B	\$4,089	4
Amanda F	\$4,072	12
Josh F	\$4,053	2
Ineida A	\$4,004	5
John V	\$4,002	4
Sean H	\$4,001	2
Blake N	\$4,000	4
Alex M	\$3,990	3
Aaron T	\$3,990	5
Lynda L	\$3,979	3
Windy T	\$3,970	5
Katya H	\$3,965	3
Tiffany T	\$3,950	4
Matthew H	\$3,950	3
Rachel J	\$3,939	5
Twalya S	\$3,925	4
Paulo M	\$3,920	3
Karyn S	\$3,897	5
Jalen W	\$3,885	7
Joel F	\$3,876	4
Bailey W	\$3,868	5
Kayla H	\$3,859	5

# \$ LAST WEEK'S TOP PRODUCERS

(DOUBLE DIGIT APP WRITERS ARE HIGHLIGHTED)

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Mycharra S	\$3,855	6	Dylan W	\$3,537	3	Andres R	\$3,332	6
Stacey E	\$3,854	4	Pat L	\$3,533	3	Ryan W	\$3,319	3
Krystal C	\$3,846	8	Karen H	\$3,516	6	Devin G	\$3,318	6
Patrick B	\$3,843	3	Malik B	\$3,507	2	Michaela H	\$3,316	2
Belo S	\$3,800	7	Christina B	\$3,500	4	Joseph E	\$3,286	5
Cary S	\$3,790	3	Michael S	\$3,500	1	Rafael A	\$3,271	4
Natassia C	\$3,753	5	Brad S	\$3,500	5	Cameron H	\$3,257	5
Michael P	\$3,735	3	Robbie M	\$3,498	4	Jared N	\$3,248	4
Ali O	\$3,735	7	Kevin L	\$3,466	5	Jacob J	\$3,197	4
Alex M	\$3,722	5	Larry Y	\$3,461	5	Brandon L	\$3,196	3
Andrew K	\$3,710	4	Luke R	\$3,457	7	Tarra S	\$3,191	6
Jakob R	\$3,709	6	Mick P	\$3,456	4	Ingrid B	\$3,185	8
David H	\$3,708	2	Luke R	\$3,455	7	Stephanie J	\$3,170	3
Jordan A	\$3,700	6	Kirk W	\$3,450	3	Rodney G	\$3,163	4
Robert H	\$3,697	8	Jennifer E	\$3,449	3	Hobbs J	\$3,140	4
Del M	\$3,688	6	Allison C	\$3,441	3	Calvin L	\$3,121	5
Charles U	\$3,678	5	Christina P	\$3,433	7	Taylor W	\$3,116	4
Beverley C	\$3,672	4	Jamila W	\$3,423	4	Bryson S	\$3,108	3
Karen D	\$3,671	3	Elizabeth C	\$3,402	6	Hunter C	\$3,101	7
Jeff M	\$3,665	4	Dereck R	\$3,396	7	Bryan B	\$3,080	4
Donovan B	\$3,622	5	Brendon L	\$3,395	4	Austin W	\$3,077	4
Stephanie V	\$3,604	7	Teddy H	\$3,378	2	Joshua L	\$3,072	1
James L	\$3,584	4	Mike R	\$3,374	4	Stacey B	\$3,048	13
Latoya B	\$3,580	4	Chad T	\$3,356	4	Jamie C	\$3,018	2
Sheena G	\$3,557	1	Lauren C	\$3,346	2	Peyton A	\$3,009	8
Kaleigh Z	\$3,549	10	Courtney P	\$3,338	4	Amy T	\$3,000	4





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