

VOLUME 10 ISSUE 27

the pulse

WHAT WE DO MATTERS

AGENT OF THE WEEK

Mike C.

AKA: ERNIE POUNDERS

MIKE C - AKA:
• **“ERNIE POUNDERS” SPENT**
LAST WEEK WRITING APPS
AND TAKING NAMES... 24
TO BE EXACT AND POUNDED
OUT A PRESIDENTIAL
\$16,402 IN A/P.
MR. POUNDERS, WE
SALUTE YOU!



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LAWRENCEVILLE GA, 30043

LAST WEEK'S TOP TEAMS

\$50K+ \$20K-\$49,999K

AGENT	A/P	APPS
Chris C	\$605,771	675
Garrett H	\$497,690	546
Keith T	\$442,978	574
Josh S	\$379,037	423
Evan P	\$371,773	339
Greg B	\$347,354	419
Ashley C	\$258,455	301
Isaac S	\$235,413	256
Dusty T	\$209,034	306
Andrew E	\$198,435	221
Blair O	\$185,536	173
Brian C	\$173,185	191
Max G	\$145,101	155
Nick G	\$121,299	115
Cole T	\$108,708	121
Laura M	\$107,863	126
Blythe W	\$92,196	140
Alex C	\$89,080	109
Garrett S	\$87,505	85
Alex B	\$87,012	80
Will K	\$80,310	74
AJ R	\$73,750	97
James T	\$69,763	97
Shane R	\$66,785	78
Daniel S	\$66,276	68
Buddy L	\$62,228	65
Scott D	\$59,507	74

AGENT	A/P	APPS
Dan H	\$46,866	29
Brian A	\$45,781	60
Fred F	\$45,539	62
Naomi G	\$43,522	42
Steven H	\$42,959	30
Adrienne M	\$38,982	41
Joseph P	\$38,972	46
Dustin H	\$38,893	39
Tim D	\$38,892	36
Mekayla M	\$38,793	41
Nate C	\$38,248	22
Asia H	\$37,229	30
Rafael R	\$34,438	42
Danny B	\$34,431	39
Connor E	\$34,390	28
Branden D	\$33,684	33
Bobby P	\$33,141	50
Derrick L	\$32,418	31
Jessica D	\$31,989	31

AGENT	A/P	APPS
Jeff M	\$31,586	43
Karey P	\$31,326	45
Jakob R	\$30,419	25
Damon W	\$30,221	27
Dennis R	\$25,295	24
Linda S	\$24,074	30
Jack M	\$23,560	22
Andrew W	\$23,131	21
Grace W	\$23,011	30
Carlos FV	\$22,771	19
Mitch B	\$21,957	37
Cat B	\$21,721	20
Nick C	\$21,721	20
Justine M	\$21,629	33
John S	\$21,561	31
Dominick W	\$21,540	14
Rodney G	\$21,074	28
Rex N	\$20,845	28

**CONVENTION
INFORMATION
ALL IN ONE PLACE!
CLICK HERE!**

\$9K-\$19,999K

AGENT	A/P	APPS	AGENT	A/P	APPS
Mike R	\$19,885	17	Christina B	\$13,812	15
Corey S	\$18,892	18	Jermaine W	\$13,510	22
Doug H	\$18,805	17	David W	\$13,198	16
Brooke M	\$18,253	20	Will B	\$13,079	14
Kyle S	\$18,203	25	Jonathan J	\$12,950	14
Samantha B	\$18,159	22	Zachary F	\$12,916	9
Jalen D	\$18,040	18	Grayson R	\$12,670	12
Corey B	\$17,887	15	Marcus C	\$12,623	18
Mike S	\$17,331	21	Bryson S	\$12,601	13
Stephen D	\$17,204	21	Cody L	\$12,488	17
Colan M	\$16,950	30	Solon S	\$12,429	20
Courtney P	\$16,811	21	Josiah M	\$12,276	11
Josh T	\$16,753	32	Michael W	\$12,199	10
Russell W	\$16,729	12	Tyler K	\$12,196	11
Joe L	\$16,500	16	Bethany W	\$12,040	13
Kailyn B	\$16,435	15	Randy L	\$11,683	12
Joe B	\$16,282	15	Ryan B	\$10,813	21
Abel H	\$16,269	19	Mannie V	\$10,773	8
Marvin O	\$15,306	24	Bobby B	\$10,664	11
Chrystal G	\$15,050	22	Gray B	\$10,082	15
Jim H	\$14,547	14	Gerardo M	\$9,590	9
Michael S	\$14,332	8	Camaron H	\$9,320	12
Tai S	\$14,310	15	Melody T	\$9,156	8
Amy M	\$13,922	13			



★ ★
DAMON W.
★ ★

Is Our #1 App Writer

WITH 25 APPS!

LAST WEEK'S 10K GRAND LAND AGENTS

AGENT	A/P	APPS
Damon W	\$28,721	25
Jessica D	\$17,762	17
Ernie P	\$16,402	24
Corey B	\$15,600	10
Brenden L	\$13,323	10
Carlos FV	\$13,276	8
Gerardo P	\$12,996	14
Dima F	\$12,983	13
Steven H	\$12,404	8
Hunter C	\$12,386	11
Josiah M	\$11,828	10

AGENT	A/P	APPS
Chris L	\$11,705	15
Daniel S	\$11,584	12
Katya H	\$11,571	9
Carter P	\$11,513	6
Connor E	\$11,509	8
Brianna L	\$10,999	11
Ryan H	\$10,980	12
Zachary F	\$10,821	7
Dominick W	\$10,767	6
David H	\$10,195	1
Julio R	\$10,182	7



LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Damon W	\$28,721	25	Melody T	\$8,856	7	Joe L	\$7,044	8
Jessica D	\$17,762	17	Solon S	\$8,854	16	Charles U	\$7,023	6
Ernie P	\$16,402	24	Samantha B	\$8,800	6	Crystal T	\$6,858	7
Corey B	\$15,600	10	Mannie V	\$8,784	6	Victor S	\$6,852	6
Brenden L	\$13,323	10	Brandi B	\$8,751	6	Robbie M	\$6,849	6
Carlos FV	\$13,276	8	Nick C	\$8,738	7	Matthew M	\$6,812	6
Gerardo P	\$12,996	14	Andrew K	\$8,728	9	Brandon L	\$6,811	4
Dima F	\$12,983	13	Nate S	\$8,448	7	Rafael M	\$6,757	11
Steven H	\$12,404	8	David E	\$8,443	16	Derrick L	\$6,714	7
Hunter C	\$12,386	11	Eric G	\$8,207	8	Alex B	\$6,702	6
Josiah M	\$11,828	10	Tissany A	\$8,188	11	Jason B	\$6,620	7
Chris L	\$11,705	15	Steffan P	\$8,178	8	Ashley F	\$6,612	6
Daniel S	\$11,584	12	Brook M	\$8,120	12	Bill E	\$6,550	5
Katya H	\$11,571	9	Janard H	\$7,920	8	Patrick O	\$6,532	2
Carter P	\$11,513	6	Dylan W	\$7,877	6	Lauren S	\$6,523	7
Connor E	\$11,509	8	Kelsie A	\$7,872	13	Amber M	\$6,504	17
Brianna L	\$10,999	11	Pierce M	\$7,726	7	Mitch B	\$6,468	10
Ryan H	\$10,980	12	Fred F	\$7,673	8	Suzie T	\$6,378	3
Zachary F	\$10,821	7	Beth L	\$7,664	8	John V	\$6,332	8
Dominick W	\$10,767	6	Steven I	\$7,661	6	Chamberlain O	\$6,326	7
David H	\$10,195	1	Natalie H	\$7,644	5	Charlie K	\$6,286	5
Julio R	\$10,182	7	Blake N	\$7,639	6	Andres R	\$6,263	7
Mike R	\$9,751	7	Phillip J	\$7,616	8	Jamila W	\$6,261	7
Jonathan M	\$9,590	9	Lindsay L	\$7,611	6	Bobby B	\$6,248	7
Sheena G	\$9,528	7	David W	\$7,522	10	Russell W	\$6,240	4
Ashley B	\$9,508	10	Justine M	\$7,501	10	Karyn S	\$6,154	5
Chuekha H	\$9,461	7	Stephen D	\$7,492	7	Cameron B	\$6,141	5
Naomi G	\$9,400	10	James L	\$7,374	7	Tania T	\$6,129	7
Ashley M	\$9,252	5	Dennis R	\$7,347	4	David M	\$6,040	8
Tyler K	\$9,117	8	Felisha L	\$7,292	9	Doug H	\$5,983	5
Marta C	\$8,993	8	Noah C	\$7,260	14	Xavier C	\$5,872	7
Nate C	\$8,892	8	Kolter K	\$7,224	6	Branden D	\$5,834	7
Crystal M	\$8,858	8	Jim H	\$7,068	6	Derek P	\$5,830	10

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Stephanie V	\$5,828	14
Corey S	\$5,799	6
John V	\$5,776	8
Jo Lynn C	\$5,748	5
Kyle S	\$5,720	6
Aaron T	\$5,718	8
Cassie K	\$5,687	10
Karen H	\$5,676	6
Mario S	\$5,671	5
Niko I	\$5,657	5
Nick G	\$5,629	5
Troy B	\$5,620	6
Brittany F	\$5,604	7
Tanner R	\$5,589	3
Tonya M	\$5,557	5
Taylor McC	\$5,530	7
Joey C	\$5,500	4
Alex P	\$5,436	6
Jacobee P	\$5,332	5
Cody P	\$5,269	5
Sue W	\$5,259	2
Diego G	\$5,211	6
Becca A	\$5,190	5
Storm C	\$5,139	6
Garrett S	\$5,136	4
Amy M	\$5,128	6
Ineida A	\$5,123	5
Clay W	\$5,117	5
Jordan S	\$5,113	8
Maria B	\$5,106	6
LaVonte S	\$5,102	8
Adam K	\$5,100	5
Dave S	\$5,026	7

AGENT	A/P	APPS
Ashley G	\$5,000	5
Brian R	\$4,987	4
Alan M	\$4,978	6
Jonathon M	\$4,961	6
lauren F	\$4,953	5
Chad A	\$4,931	5
Brad K	\$4,926	6
Christina B	\$4,920	4
Paulo M	\$4,910	5
Chad T	\$4,905	6
Krystal C	\$4,879	10
Michelle J	\$4,876	5
Lisa S	\$4,842	5
Austin W	\$4,813	4
Matt P	\$4,788	4
Windy T	\$4,700	10
James R	\$4,695	2
Kristian B	\$4,671	5
Eugene M	\$4,669	5
Zamir M	\$4,644	4
Chris L	\$4,624	5
Cameron H	\$4,606	6
Elizabeth R	\$4,579	4
Jory W	\$4,501	5
Will B	\$4,500	3
Kay G	\$4,489	8
Brooke M	\$4,484	5
Kaleb R	\$4,480	4
Courtney P	\$4,468	10
Jonathan P	\$4,466	3
Kailyn B	\$4,453	5
Tyler E	\$4,416	4
Gavin M	\$4,409	4

AGENT	A/P	APPS
Skye H	\$4,398	3
Travis N	\$4,397	7
Holly S	\$4,373	9
Matt C	\$4,367	5
Joe B	\$4,357	3
Christin A	\$4,308	6
Brian C	\$4,290	4
Sam M	\$4,260	2
Matt C	\$4,221	8
Matt F	\$4,179	6
Nelson C	\$4,170	3
Hobbs J	\$4,160	7
Meaghan S	\$4,129	5
Mac M	\$4,128	4
Johanna R	\$4,113	3
John F	\$4,110	3
Darlene H	\$4,103	6
Brandi S	\$4,093	4
Doug T	\$4,079	5
Zane R	\$4,041	5
Adrienne M	\$4,024	5
Phillip Y	\$4,011	5
Tim D	\$4,000	4
D'andre P	\$3,973	3
Larry G	\$3,963	4
Bill G	\$3,952	2
Meghan W	\$3,947	3
Jaime M	\$3,926	4
Jermaine W	\$3,912	5
AJ R	\$3,895	7
Wilmer A	\$3,859	4
Kat M	\$3,850	3
Marcus C	\$3,831	2

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Jon P	\$3,830	3
Greg D	\$3,828	7
Von M	\$3,799	4
Camaron H	\$3,790	5
Gray B	\$3,789	6
Daine B	\$3,778	4
Natalie P	\$3,744	3
Teddy H	\$3,732	5
Cody L	\$3,725	4
Jacob J	\$3,675	5
Linda S	\$3,653	5
Abel H	\$3,652	6
Brad S	\$3,625	6
Mike S	\$3,610	4
Bryan B	\$3,585	2
Nick D	\$3,575	4
Randy L	\$3,569	4
Kassy M	\$3,560	10
Jeremy P	\$3,557	6
Peyton A	\$3,528	8
Ryan B	\$3,525	5

AGENT	A/P	APPS
Malik B	\$3,506	4
Savannah S	\$3,485	3
Jalen D	\$3,480	3
Colby M	\$3,477	3
Deborah H	\$3,460	8
Celeste V	\$3,440	3
Mike B	\$3,420	3
Drake T	\$3,417	4
Iletha W	\$3,400	5
Fred P	\$3,373	2
Shannan V	\$3,358	7
Josh H	\$3,345	3
Troy F	\$3,340	4
Whitney H	\$3,331	5
Shawn T	\$3,327	6
Katie M	\$3,283	3
Jakob R	\$3,280	5
Charles T	\$3,265	3
Josh W	\$3,262	3
Jonathan J	\$3,247	4
Krystle H	\$3,246	4

AGENT	A/P	APPS
Joey D	\$3,238	5
Karen F	\$3,218	5
Callie W	\$3,210	4
Brian A	\$3,210	4
Dustin H	\$3,206	5
Mekayla M	\$3,182	4
Dan C	\$3,158	5
Roger G	\$3,156	3
Cameron W	\$3,150	4
John S	\$3,138	7
Tiffany T	\$3,133	4
Joey P	\$3,120	4
Josh K	\$3,116	4
Regine C	\$3,115	5
Tommy S	\$3,110	7
Ben E	\$3,106	3
Michael B	\$3,100	4
Evan T	\$3,079	3
Mycharra S	\$3,065	2
Michael W	\$3,060	3
Regina L	\$3,024	2



Happy 4th of July

NASB NATION!

NASB OFFICES WILL BE CLOSED ON MONDAY, JULY 5TH
FOR THE 4TH OF JULY HOLIDAY BUT WILL RE-OPEN
DURING REGULAR BUSINESS HOURS ON TUESDAY, JULY 6TH

DON'T
MISS THE

**SALE'S
JUICE**

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EVERY MONDAY
9:00AM
EASTERN

**INTRODUCING OUR NEWEST
NASB JUNIOR PARTNER...**

Blair
"Nacuro Boy"
Ollendorf

CONGRATULATIONS!





North
American
Senior Benefits

DRIVEN

REGISTER NOW
2021 CONVENTION



Derby Day

2ND ANNUAL
NASB LADIES EVENT



You are cordially invited to

NASB's second annual ladies' event. Derby Day will be hosted at the Athen's Classic Center, Sunday August 8th, from 10:30 AM-3:00 PM in the Atrium.

This complimentary event hosted by NASB's first female Partner, Ashley Colie, will include a decadent brunch and our leading lady triple crown RVP speakers, Linda Strong and Laura Muse.



*Brunch
will be
Provided!*



CLICK HERE TO REGISTER

For this exclusive, fun, interactive event for women to kick off our national conference.

Athens Classic Center
300 N Thomas St
Athens, GA 30601

The Atrium
Sunday, August 8th
10:30 AM-3:00 PM



CONVENTION KICK-OFF



**SUNDAY
3:30PM**

**JOIN US FOR
KICK-BALL
CORN HOLE
FOOD & FUN!**

SIGN UP HERE!



**KICKBALL
TOURNAMENT**

Lay Park Field
297 Hoyt St., Athens GA 30601

Award Nominees

2020 VELVET HAMMER AWARD



CONGRATULATIONS!



ATHENS, GEORGIA • AUGUST 8TH-10TH

Award Nominees

2020 HORIZON AWARD



North American Senior Benefits **DRIVEN**



ALEX C
NOMINEE



North American Senior Benefits **DRIVEN**



COLE C
NOMINEE



North American Senior Benefits **DRIVEN**



GARRETT S
NOMINEE



North American Senior Benefits **DRIVEN**



MAX G
NOMINEE



North American Senior Benefits **DRIVEN**



WILL K
NOMINEE

CONGRATULATIONS!



ATHENS, GEORGIA • AUGUST 8TH-10TH

Award Nominees

2020 SALES MANAGER OF THE YEAR AWARD



CONGRATULATIONS!



ATHENS, GEORGIA • AUGUST 8TH-10TH

Award Nominees

2020 RVP OF THE YEAR AWARD



CONGRATULATIONS!



ATHENS, GEORGIA • AUGUST 8TH-10TH