

the pulse



WHAT WE DO MATTERS!

AGENT OF THE WEEK



THE "WILD MAN," RUSSELL W. HAD A SAVAGE WEEK LAST WEEK, WRITING A FEROCIOUS \$19,074 IN AID ON 14 APPS! RUSSELL IS A BEAST!



LAST WEEK'S TOP TEAMS

\$50K+

\$20K-\$49,999K

AGENT	A/P	APPS
Chris C	\$664,275	733
Garrett H	\$533,481	595
Keith T	\$463,257	629
Josh S	\$418,220	467
Evan P	\$351,894	365
Greg B	\$328,562	461
Isaac S	\$258,465	290
Ashley C	\$245,523	361
Andrew E	\$234,887	256
Dusty T	\$213,087	312
Blair O	\$184,954	176
Brian C	\$184,037	225
Cole T	\$164,383	177
Max G	\$151,143	163
Nick G	\$138,853	144
Blythe W	\$119,841	189
Laura M	\$103,923	116
Garrett S	\$103,006	109
Shane R	\$95,909	100
AJ R	\$94,149	94
Will K	\$75,393	79
Buddy L	\$74,428	65
Brian A	\$64,602	56
Scott D	\$63,310	76
Jakob R	\$62,100	64
Alex C	\$61,955	76
Eric R	\$50,580	55
Mark B	\$50,580	55
James T	\$50,091	67

AGENT	A/P	APPS	AGENT	A/P	APPS
Daniel S	\$48,590	56	Cody L	\$28,868	44
Fred F	\$43,988	55	Dennis R	\$28,503	32
Rafael M	\$40,554	41	Russell W	\$27,526	23
Joseph P	\$40,096	42	Corey S	\$27,458	24
Stacye T	\$37,688	46	Kyle S	\$26,889	35
Mekayla M	\$36,341	45	Joe L	\$25,238	22
Abel H	\$36,053	43	Phillip J	\$25,185	31
Asia H	\$34,983	50	Kailyn B	\$24,869	32
Steven H	\$33,924	34	Stephen D	\$24,761	33
Rodney G	\$32,625	29	Naomi G	\$24,640	30
Derrick L	\$32,236	42	Jessica D	\$24,634	20
Doug H	\$32,136	11	Nate S	\$24,162	32
Matt F	\$31,934	35	Bobby P	\$24,003	42
Jalen D	\$31,179	37	Chuekha H	\$23,859	31
Dustin H	\$30,501	33	John S	\$23,256	22
Danny B	\$30,482	39	Josh T	\$22,694	31
Courtney P	\$30,432	38	Carlos FV	\$22,621	21
Mitch B	\$30,385	32	Linda S	\$21,863	26
Alex M	\$29,471	29	Anthony H	\$21,340	29
Branden D	\$29,286	36	Stephanie J	\$21,040	13
Dan H	\$29,228	19	Adrienne M	\$21,001	25
Matt G	\$29,041	37	Tyler K	\$20,968	11



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



\$9K-\$19,999K

AGENT	A/P	APPS	AGENT	A/P	APPS
Ahmadou C	\$19,404	10	Dylan W	\$13,117	17
Robert H	\$19,357	30	Mason D	\$13,021	7
Jack M	\$19,044	25	Mike R	\$12,799	8
Justine M	\$18,209	27	Candace N	\$12,787	13
Cat B	\$17,981	17	Melody T	\$12,632	11
Solon S	\$17,944	21	Will B	\$12,537	10
Karey P	\$17,918	24	Jeff M	\$12,379	12
Bryson S	\$17,897	18	Mike R	\$12,373	9
Nate C	\$17,187	9	Joe L	\$12,326	11
Tai S	\$17,092	22	Ryan B	\$11,706	20
DeF	\$16,921	13	Jennifer E	\$11,406	18
Rex N	\$16,806	17	Jared N	\$11,090	12
Jonathan J	\$16,716	24	Jeremy P	\$10,877	11
Grace W	\$16,093	21	Marvin O	\$10,628	15
Jermaine W	\$16,059	23	Peyton A	\$10,572	16
Zachary F	\$15,995	19	Joe B	\$10,454	16
Casey W	\$15,767	14	Alex B	\$10,199	9
Bethany W	\$15,585	15	Randy L	\$10,156	17
Mike S	\$15,554	24	Katie M	\$10,027	15
Holly S	\$15,333	20	Bobby B	\$9,889	10
Jim H	\$14,928	15	Matt C	\$9,613	15
Josiah M	\$14,537	20	Troy B	\$9,361	8
Chrystal G	\$14,283	23	Lauren S	\$9,247	14
Lauren C	\$14,246	12	Eric G	\$9,179	13
Nick C	\$13,445	12			

DON'T MISS THE SALES JUICE

515-604-9283

EVERY MONDAY 9:00AM EASTERN



LAST WEEK'S

10K GRAND LAND AGENTS



AGENT	A/P	APPS
Russell W	\$19,074	14
Julio R	\$17,396	11
Stacye T	\$16,560	14
Daniel S	\$16,532	19
Jessie M	\$14,356	7
Solon S	\$14,263	18
Mark B	\$12,892	9
Bryan B	\$12,554	7
Abel H	\$12,537	13

AGENT	A/P	APPS
Joe L	\$12,326	11
Jaime M	\$12,127	20
Branden D	\$12,047	13
Naomi G	\$11,500	12
Larry G	\$11,046	12
Jamie R	\$10,908	9
Andrew	\$10,261	10
Carlos FV	\$10,248	12
Ashley B	\$10,201	12

#1 APP WRITER LAST WEEK:

JAI ME M

WITH 20 APPS

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Russell W	\$19,074	14
Julio R	\$17,396	11
Stacye T	\$16,560	14
Daniel S	\$16,532	19
Jessie M	\$14,356	7
Solon S	\$14,263	18
Mark B	\$12,892	9
Bryan B	\$12,554	7
Abel H	\$12,537	13
Joe L	\$12,326	11
Jaime M	\$12,127	20
Branden D	\$12,047	13
Naomi G	\$11,500	12
Larry G	\$11,046	12
Jamie R	\$10,908	9
Andrew	\$10,261	10
Carlos FV	\$10,248	12
Ashley B	\$10,201	12
Dennis R	\$9,866	9
Greg D	\$9,648	10
Jamila W	\$9,462	11
Mac M	\$9,445	6
Rafael M	\$9,336	8
Dustin H	\$9,220	8
Sam P	\$9,217	7
Chamberlain O	\$9,184	5
Casey W	\$9,009	7
Steven H	\$8,858	3
David E	\$8,450	8
Cleta V	\$8,320	19
Dan H	\$8,200	6
Bryan B	\$8,161	8
Rodney G	\$8,102	8

AGENT	A/P	APPS
Rachel J	\$8,016	8
Jarod M	\$7,949	7
Katie K	\$7,896	7
Brooke M	\$7,821	10
Kyle S	\$7,800	9
Cameron W	\$7,785	15
Jessica D	\$7,769	8
Will B	\$7,706	6
Katie M	\$7,680	11
Mason D	\$7,556	3
Kailyn B	\$7,550	6
Daine B	\$7,505	10
Nick C	\$7,436	6
Tyler K	\$7,432	15
Lee R	\$7,388	6
Joe V	\$7,357	4
Kolter K	\$7,344	5
Will K	\$7,339	6
Mike R	\$7,269	4
Robert H	\$7,267	15
Zamir M	\$7,200	6
Maria S	\$7,173	6
Donnovan B	\$7,077	3
Brad S	\$7,056	8
Damon W	\$7,040	6
Brianna L	\$6,988	5
Jordan C	\$6,980	10
Melody T	\$6,978	6
Jaime C	\$6,933	12
Brian C	\$6,909	7
Storme C	\$6,882	7
Victor S	\$6,852	9
Danielle N	\$6,758	7

AGENT	A/P	APPS
Mitch B	\$6,697	6
Latoya B	\$6,684	5
Candace N	\$6,658	5
DeQuentin D	\$6,628	7
Cody W	\$6,585	15
Treasure S	\$6,566	6
Deborah H	\$6,561	3
Chuekha H	\$6,539	6
Steve W	\$6,522	4
Chris H	\$6,451	16
Ahmadou C	\$6,385	6
Elizabeth C	\$6,276	11
Jared N	\$6,247	5
Andres R	\$6,177	7
Dylan W	\$6,131	6
Jess H	\$6,130	12
Erin C	\$6,129	8
Brad K	\$6,093	6
Tim D	\$6,071	4
Joe H	\$6,054	5
Rodney I	\$6,001	8
Mark I	\$5,966	5
Nick R	\$5,953	9
Carter P	\$5,908	7
Jeremy P	\$5,878	6
Nick G	\$5,868	9
Stephanie J	\$5,856	5
Eugene	\$5,848	11
Matthew M	\$5,840	7
Patrick B	\$5,745	6
John V	\$5,696	9
Alexis C	\$5,684	3
Austin W	\$5,659	10

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Laura K	\$5,654	5
Matthew D	\$5,640	8
Blair O	\$5,604	3
Derrick L	\$5,583	7
Teasia M	\$5,466	4
Ali O	\$5,465	4
Michelle J	\$5,445	8
Lucas S	\$5,441	7
Karen F	\$5,432	8
Terry B	\$5,336	4
Parker S	\$5,317	7
Corey B	\$5,312	5
David W	\$5,280	9
Robin M	\$5,275	4
Jacobee P	\$5,262	6
Fred F	\$5,234	5
Anthony H	\$5,225	10
John M	\$5,206	5
Steven C	\$5,161	5
Lori N	\$5,145	4
Sherry L	\$5,133	15
Bobby B	\$5,126	5
Karyn S	\$5,124	5
Eric G	\$5,110	7
Drew M	\$5,100	6
Alex B	\$5,099	3
LaVonte S	\$5,084	6
Brad M	\$5,081	6
Jim H	\$5,064	6
Samantha B	\$5,056	4
Dayo G	\$5,054	7
Marcus C	\$5,008	10
Diana M	\$5,002	5

AGENT	A/P	APPS
Matteus G	\$4,999	5
Jason B	\$4,995	5
Brian S	\$4,916	5
Jana E	\$4,912	4
Tai S	\$4,892	8
Becca A	\$4,870	5
Garrett S	\$4,863	3
Amanda L	\$4,826	5
Russell W	\$4,816	4
Lauren S	\$4,807	7
Kat M	\$4,787	5
Lori L	\$4,736	5
Amanda L	\$4,732	7
Phillip J	\$4,702	9
Lauren C	\$4,695	4
Joel F	\$4,685	2
Janard H	\$4,676	7
Karen D	\$4,673	3
Chris L	\$4,635	4
Natalie H	\$4,633	2
Mike D	\$4,630	4
Candace F	\$4,544	2
Spencer V	\$4,536	6
Savannah B	\$4,440	7
Jack M	\$4,429	5
Courtney P	\$4,422	5
Camaron H	\$4,390	6
Christine D	\$4,377	2
Drake T	\$4,340	6
Matt C	\$4,300	4
Rhonda T	\$4,296	6
Rhonda T	\$4,296	6
Jakob R	\$4,296	3

AGENT	A/P	APPS
Matthew V	\$4,289	5
Kyle G	\$4,278	5
Ethan S	\$4,276	3
Steven I	\$4,273	5
Marilyn A	\$4,260	4
Chad S	\$4,260	4
Sam C	\$4,252	5
John V	\$4,236	7
Jonathan M	\$4,232	4
Marshall S	\$4,229	6
Mickey H	\$4,216	3
Nicholas D	\$4,216	3
AJ R	\$4,198	6
Rick C	\$4,186	4
Vince M	\$4,178	4
Gerardo P	\$4,178	3
Troy B	\$4,176	4
Brittany F	\$4,158	5
Hobbs J	\$4,150	4
Brad V	\$4,121	5
Derek P	\$4,092	6
Larry H	\$4,087	3
Lindsay L	\$4,077	3
Joey D	\$4,049	3
Jonathan J	\$4,041	5
Melody C	\$4,036	4
Mya L	\$4,027	6
Bubba L	\$4,003	5
Sophia H	\$3,980	4
Cody L	\$3,960	5
Jermaine W	\$3,936	7
Jayson S	\$3,917	6
Luther M	\$3,917	2

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Josh H	\$3,912	3
Josiah A	\$3,894	2
George M	\$3,890	6
Mike R	\$3,868	5
Joey H	\$3,861	6
Chris L	\$3,849	6
Windy T	\$3,820	5
Christina B	\$3,816	3
Meghan W	\$3,800	4
Chris J	\$3,792	3
Mick P	\$3,790	3
Jackie M	\$3,782	4
Kay G	\$3,780	10
Doug H	\$3,780	5
Jordan S	\$3,738	4
Mike B	\$3,713	4
Sarah S	\$3,711	5
Steffan P	\$3,703	4
Joe C	\$3,696	3
Nick D	\$3,681	3
Shannan V	\$3,672	7
Jonathan T	\$3,652	6
April B	\$3,643	6
Jennifer E	\$3,640	5
Sheena G	\$3,636	5
Beverley C	\$3,619	4
Alex S	\$3,610	4
Regine C	\$3,598	2

AGENT	A/P	APPS
Troy F	\$3,596	3
Jake D	\$3,579	7
James R	\$3,569	3
Noah C	\$3,563	4
Kristin	\$3,559	10
Tyler E	\$3,545	3
Ryan B	\$3,521	5
Nikki L	\$3,496	5
Krystle H	\$3,492	4
Jalen D	\$3,492	2
Sydney F	\$3,491	5
Michaela H	\$3,482	7
Matt G	\$3,451	5
Milton B	\$3,435	6
Stephen D	\$3,421	4
Matt C	\$3,421	4
Taylor M	\$3,420	5
Ashley B	\$3,400	3
Brooke M	\$3,378	3
Ricardo	\$3,374	4
Jacob W	\$3,350	4
Landon	\$3,336	4
Brittney P	\$3,325	4
Krystal C	\$3,324	6
Ellinor B	\$3,300	3
Samantha T	\$3,296	7
Grace W	\$3,286	3
Taylor L	\$3,277	4

AGENT	A/P	APPS
Pierce M	\$3,276	4
Dominic E	\$3,275	5
Debbie	\$3,273	5
Travis N	\$3,262	3
Holly	\$3,242	15
Teddy H	\$3,236	2
Rex N	\$3,215	4
Steve G	\$3,205	2
Colby M	\$3,201	2
Joey P	\$3,194	3
Mike S	\$3,193	3
Linda S	\$3,166	4
Courtney G	\$3,156	4
Corey S	\$3,144	4
Trevor H	\$3,132	10
Chris W	\$3,123	3
Nelson C	\$3,088	6
Bryan T	\$3,084	3
Johann S	\$3,082	3
Matt R	\$3,070	2
Chris S	\$3,056	2
Walter G	\$3,043	5
Kobe T	\$3,034	2
Nick P	\$3,032	1
Rodney P	\$3,029	10
Marta C	\$3,029	3
Patricia M	\$3,024	2



IN STOCK NOW

NEW NASB CARRY-ALL MEETING TOTE BAGS!

DURABLE HEATHER POLYESTER

LARGE ZIPPERED MAIN COMPARTMENT

FRONT SLASH POCKET

SIDE MESH POCKET

North American Senior Benefits

SIZE: 15.75" X 13.75"



**FEATURING
BRIAN CELESTINE
OCTOBER 19TH!**

**KNIGHTS
AT THE
ROUND TABLE**

**TUESDAYS
9PM EASTERN
WITH HOST
CRAIG HARVEY**

Making
MILLIONAIRES
One Knight at a Time

**A BUILDER FOCUSED SERIES FEATURING
THE KNIGHTS OF THE NASB ROUND TABLE.**

**LINK WILL BE EMAILED TO ALL AGENTS AND POSTED
ON SOCIAL MEDIA AT 8:45 PM ON TUESDAY!**