

VOLUME 11 - ISSUE 5



the pulse

WHAT WE DO MATTERS!

AGENT OF THE WEEK:



CARLOS FV, AKA "THE GLADIATOR" BATTLED AND WON THE TOP SPOT THIS WEEK AS AGENT OF THE WEEK! HE ROSE TO VICTORY WRITING \$15,700 IN RP ON 9 APPS!

**Συγχαρητήρια!
(CONGRATULATIONS)**



1-866-926-9000 | NASBNATION.COM

NORTH AMERICAN SENIOR BENEFITS
922-A HURRICANE SHOALS RD
LAWRENCEVILLE GA, 30043

LAST WEEK'S

TOP TEAMS

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

AGENT	A/P	APPS
Chris C	\$626,219	678
Garrett H	\$528,345	564
Josh S	\$444,565	483
Keith T	\$414,303	533
Evan P	\$401,756	432
Greg B	\$334,109	381
Ashley C	\$254,152	292
Andrew E	\$233,477	261
Dusty T	\$231,798	303
Isaac S	\$231,175	283
Blair O	\$208,008	212
Nick G	\$169,672	170
Brian C	\$167,589	195
Max G	\$136,916	148
Garrett S	\$123,828	131
Blythe W	\$119,742	165
Laura M	\$107,905	161
Will K	\$98,123	97
Cole T	\$91,368	106
Alex C	\$79,240	83
Melody T	\$78,296	82
AJ R	\$60,547	74
Buddy L	\$58,300	76
James T	\$56,090	73

AGENT	A/P	APPS
Jakob R	\$47,920	45
Nate S	\$46,229	48
Shane R	\$43,010	48
Branden D	\$42,863	44
Scott D	\$42,044	49
Brian A	\$38,664	42
Mekayla M	\$38,356	50
Danny B	\$37,809	36
Mason D	\$37,043	44
Kailyn B	\$36,859	39
Connor E	\$35,855	37
Robert H	\$35,728	40
Fred F	\$35,129	47
Steven H	\$34,182	37
Kyle S	\$33,985	40
Carlos FV	\$32,487	17
Matt F	\$31,735	33
Alex M	\$31,269	40
Jeff M	\$31,178	30
Rafael M	\$31,159	46
Daniel S	\$30,665	28
Dustin H	\$30,619	32
Mark B	\$30,365	26

AGENT	A/P	APPS
Joe L	\$30,292	37
Bobby P	\$28,908	62
Abel H	\$26,990	31
Josh T	\$26,666	41
Matt G	\$24,768	30
Mitch B	\$24,561	28
Asia H	\$24,221	29
Grayson R	\$24,031	34
Joseph P	\$23,252	17
Tim d	\$22,733	28
John S	\$22,155	29
Jennifer E	\$21,915	23
Naomi G	\$21,727	9
Grace W	\$21,663	26
Xavier C	\$21,622	31
Gerardo M	\$21,235	18
Ahmadou C	\$21,058	23
Jalen D	\$20,860	17
Cody L	\$20,646	24
Doug H	\$20,284	11
Cat B	\$20,216	15
Dylan W	\$20,153	31
Derrick L	\$20,024	36



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



\$9K-\$19,999K

AGENT	A/P	APPS	AGENT	A/P	APPS
Troy B	\$19,538	21	Russell W	\$14,367	13
Josiah M	\$18,763	23	Bryson S	\$14,037	17
Rodney G	\$18,206	18	Stephen D	\$13,975	21
John V	\$18,089	20	David E	\$13,424	19
Chrystal G	\$17,980	31	Tiffany T	\$13,112	17
Linda S	\$17,775	25	Nick C	\$12,709	9
Jim H	\$17,321	18	Jonathan J	\$12,623	14
Bobby B	\$17,051	21	Jared N	\$12,440	19
Mike R	\$16,787	8	Ryan B	\$12,264	17
Courtney P	\$16,698	19	Chris L	\$12,084	19
Marvin O	\$16,695	30	Mike R	\$12,068	8
Dennis R	\$16,557	23	Tyler K	\$12,009	11
Stacye T	\$16,385	27	Dennis D	\$12,003	11
Damon W	\$16,353	21	Bethany W	\$11,568	12
Joe B	\$15,804	14	Rex N	\$11,150	18
Nate C	\$15,538	10	Solon S	\$11,127	13
Becca A	\$15,150	14	Brooke M	\$10,881	9
Adrienne M	\$15,039	14	Dima F	\$10,813	7
Phillip J	\$15,011	21	Christina B	\$10,508	16
Will B	\$14,848	16	Lauren C	\$10,248	9
Mike S	\$14,781	15	Justine M	\$10,173	15
Karey P	\$14,698	14	Anthony H	\$9,487	10
Jack M	\$14,519	14			

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
Damon W	\$16,353	21
Carlos FV	\$15,700	9
Cassie K	\$15,005	8
Mark B	\$13,981	9
Joe L	\$13,872	15
Claudia S	\$12,186	9
Mike R	\$12,068	8
Mike R	\$12,000	2
Gerardo M	\$11,880	8
Fred F	\$10,916	12

AGENT	A/P	APPS
Dima F	\$10,813	7
Sam P	\$10,787	7
Bryan B	\$10,610	6
Greg D	\$10,558	10
Jaime M	\$10,416	9
Lisa S	\$10,295	11
Dennis R	\$10,225	8
Courtney P	\$10,209	13
Ashley B	\$10,076	10
Brooke M	\$10,036	8

#1 APP WRITER LAST WEEK:

DAMON W

WITH 21 APPS

LAST WEEK'S



TOP PRODUCERS

AGENT	A/P	APPS
Damon W	\$16,353	21
Carlos FV	\$15,700	9
Cassie K	\$15,005	8
Mark B	\$13,981	9
Joe L	\$13,872	15
Claudia S	\$12,186	9
Mike R	\$12,068	8
Mike R	\$12,000	2
Gerardo M	\$11,880	8
Fred F	\$10,916	12
Dima F	\$10,813	7
Sam P	\$10,787	7
Bryan B	\$10,610	6
Greg D	\$10,558	10
Jaime M	\$10,416	9
Lisa S	\$10,295	11
Dennis R	\$10,225	8
Courtney P	\$10,209	13
Ashley B	\$10,076	10
Brooke M	\$10,036	8
Austin W	\$9,728	10
Storme C	\$9,535	10
DeQuentin D	\$9,230	17
Moe H	\$9,200	10
Becca A	\$9,120	6
Nate S	\$9,012	7
Derek P	\$8,857	10
Mike J	\$8,761	14
Mason D	\$8,713	10
Cameron H	\$8,675	8
Latoya B	\$8,623	8
Eugene M	\$8,605	5
Chelsea P	\$8,578	8

AGENT	A/P	APPS
Kristin M	\$8,501	7
Matt D	\$8,420	7
Robin M	\$8,390	7
Sam A	\$8,329	6
Doug T	\$8,323	9
Court L	\$8,253	9
Wanda L	\$8,103	6
Ryan D	\$8,016	5
David W	\$7,968	6
Bryan T	\$7,926	7
Sophia H	\$7,838	12
Stacye T	\$7,830	10
Robert B	\$7,722	7
Steve D	\$7,500	8
Gerardo P	\$7,458	9
Will K	\$7,333	6
Karen F	\$7,322	13
Spencer V	\$7,301	10
Troy B	\$7,236	8
Karyn S	\$7,169	5
Kyle S	\$7,152	8
Nick R	\$7,151	5
Alex P	\$7,138	5
Lauren S	\$7,094	7
Stacey E	\$6,998	10
Taylor M	\$6,978	6
Brittany F	\$6,934	7
Amanda L	\$6,884	3
Matteus G	\$6,863	5
Cameron W	\$6,825	4
Jim H	\$6,816	6
Rafael M	\$6,588	7
Ashley G	\$6,582	8

AGENT	A/P	APPS
Nelson C	\$6,563	5
Brad S	\$6,522	7
Ethan S	\$6,456	5
Taylor L	\$6,438	5
Drew M	\$6,420	2
Rachel J	\$6,382	5
Brenden L	\$6,379	6
Abel H	\$6,376	8
Kristin J	\$6,371	11
Derrick L	\$6,369	10
Alex P	\$6,309	12
Andres R	\$6,275	7
John V	\$6,243	5
Ahmadou C	\$6,217	7
Ashton M	\$6,188	7
Christian A	\$6,177	8
Mena E	\$6,173	5
Steven C	\$6,090	9
Cody N	\$5,987	8
Lauren F	\$5,978	10
Katie K	\$5,945	12
Jakob R	\$5,933	7
Kailyn B	\$5,930	6
Xavier C	\$5,913	9
Dylan W	\$5,844	10
Drake T	\$5,801	6
Michael M	\$5,783	7
Carter P	\$5,760	7
Mike E	\$5,691	11
Mike B	\$5,664	7
Nick G	\$5,663	9
Matt G	\$5,634	3
Linda S	\$5,600	6

LAST WEEK'S



TOP PRODUCERS

AGENT	A/P	APPS
Adam C	\$5,550	6
John D	\$5,488	4
Cara N	\$5,484	3
Stephanie J	\$5,436	6
Anthony H	\$5,428	5
Daniel S	\$5,421	6
Brandi B	\$5,415	6
Matthew M	\$5,412	8
Whitney H	\$5,378	9
Dieon T	\$5,334	5
Victoria T	\$5,325	7
Sheena G	\$5,321	3
Candace N	\$5,287	7
Ernie P	\$5,286	12
Jessica B	\$5,211	9
Donna T	\$5,206	5
Joey R	\$5,198	3
Twalya S	\$5,175	7
Kayla K	\$5,172	6
Del M	\$5,122	5
Dylan B	\$5,120	5
Cody P	\$5,114	7
Tissany A	\$5,100	11
Art C	\$5,082	2
Arnaud C	\$5,033	5
Tracy E	\$5,019	6
Hanna E	\$5,010	9
Joe H	\$5,007	7
Jasmine R	\$5,003	9
Ali O	\$5,002	4
Rhonda T	\$4,982	3
Michael D	\$4,980	5
Wilmer A	\$4,980	4

AGENT	A/P	APPS
Solon S	\$4,963	6
Tyler K	\$4,963	9
Mikal R	\$4,932	5
Britni M	\$4,916	4
Mayla M	\$4,875	6
Kevin M	\$4,869	8
James A	\$4,817	5
Joey C	\$4,800	6
Tripper N	\$4,770	5
Felisha A	\$4,752	3
Sarah S	\$4,751	5
Jamila W	\$4,723	9
Diana M	\$4,708	3
Katie M	\$4,698	4
John M	\$4,688	7
Shannan V	\$4,670	8
Steven I	\$4,654	7
Garrett H	\$4,635	3
Courtney G	\$4,632	7
Ashley F	\$4,596	2
Melody T	\$4,570	5
Brian J	\$4,565	6
Regine C	\$4,564	6
Russell W	\$4,548	5
Jere M	\$4,533	8
Tiffany T	\$4,527	6
Zamantha M	\$4,516	4
Jordan S	\$4,514	5
Mario B	\$4,500	4
Bethany W	\$4,473	4
David E	\$4,425	8
Tim D	\$4,425	4
Beverley C	\$4,414	4

AGENT	A/P	APPS
Jarod M	\$4,407	5
Roberto L	\$4,401	5
Branden D	\$4,394	7
Joe L	\$4,391	5
Jacob W	\$4,380	4
Jessica D	\$4,375	6
Mike C	\$4,354	4
Jared N	\$4,346	3
Justin R	\$4,338	3
Aaron L	\$4,337	4
Brenna K	\$4,335	4
Brittney P	\$4,333	4
Jermaine W	\$4,312	5
Will B	\$4,234	5
Ashley M	\$4,212	2
Patrick W	\$4,205	4
Drake C	\$4,191	4
Holly S	\$4,188	3
Brad K	\$4,175	6
Jacobee P	\$4,164	6
Larry H	\$4,161	8
Chris H	\$4,150	4
AJ R	\$4,108	7
Brooke M	\$4,077	3
Ty H	\$4,039	5
Loan F	\$4,032	3
Casey W	\$4,024	6
Jonathan H	\$4,008	3
Joiah A	\$4,005	5
Caleb R	\$3,996	6
Damian O	\$3,990	2
Jillian M	\$3,988	4
Rebekah S	\$3,974	6

LAST WEEK'S



TOP PRODUCERS

AGENT	A/P	APPS
Bobby B	\$3,972	4
Nick H	\$3,970	6
Pierce M	\$3,965	4
Mekayla M	\$3,961	6
Lynda L	\$3,958	2
Treasure S	\$3,958	6
Blake N	\$3,957	4
Julio R	\$3,936	3
Noah C	\$3,924	2
Dennis D	\$3,900	5
George M	\$3,899	4
Naomi G	\$3,898	4
Joe B	\$3,888	3
Jakob S	\$3,888	6
James C	\$3,850	3
Laquanda S	\$3,829	8
Zach L	\$3,822	7
Cody L	\$3,811	5
Dereck R	\$3,810	3
Joseph E	\$3,796	5
Blythe W	\$3,783	5
Josiah M	\$3,773	5
Tonia B	\$3,745	6
Peyton A	\$3,723	18
Chris W	\$3,718	3
Connor E	\$3,716	2
Josh T	\$3,696	5
Colby S	\$3,679	6

AGENT	A/P	APPS
Alicia T	\$3,660	5
Jennifer E	\$3,658	4
Matt C	\$3,624	5
Colby M	\$3,613	5
Alex M	\$3,575	5
Johann S	\$3,575	5
Henna A	\$3,568	3
Cody W	\$3,562	5
Ineida A	\$3,541	3
Robert H	\$3,540	5
Mitch B	\$3,503	5
Shawn T	\$3,500	5
Bill E	\$3,494	4
Jonathan J	\$3,486	7
Steven H	\$3,480	2
Jessica J	\$3,450	3
Matthew D	\$3,442	3
Lucas S	\$3,410	4
Brad M	\$3,400	5
Chris L	\$3,380	5
Melody C	\$3,336	5
Danielle N	\$3,331	4
Von M	\$3,329	3
Nate C	\$3,314	3
Nick D	\$3,251	4
Windy T	\$3,233	4
Travis N	\$3,230	4
Brandi S	\$3,226	5

AGENT	A/P	APPS
Dusty T	\$3,211	3
Joey P	\$3,206	3
Josh W	\$3,204	2
Myles C	\$3,196	2
Austin E	\$3,164	4
Jason B	\$3,162	6
Jory W	\$3,156	3
Sergio D	\$3,154	3
Courtney B	\$3,153	2
Chrystal G	\$3,152	4
Ellesa C	\$3,143	1
Christina B	\$3,129	3
Sharon T	\$3,124	3
Stephen D	\$3,120	7
Deborah H	\$3,120	3
Willie F	\$3,105	6
D'andre P	\$3,100	4
Chad S	\$3,070	4
Crystal T	\$3,068	3
Amber M	\$3,054	4
Seantae W	\$3,041	2
Amanda F	\$3,036	4
Joey H	\$3,012	6
Gerald P	\$3,009	2
Evan M	\$3,004	3
Daine B	\$3,000	3
Cameron D	\$3,000	4
Tori W	\$3,000	3





Thinking

IF YOU THINK YOU'RE BEATEN, YOU ARE.
IF YOU THINK YOU DARE NOT, YOU DON'T.

IF YOU'D LIKE TO WIN,
BUT YOU THINK YOU CAN'T,
IT'S ALMOST A CINCH YOU WON'T.

IF YOU THINK YOU'LL LOSE, YOU'RE LOST,
FOR OUT IN THE WORLD YOU'LL FIND
SUCCESS BEGINS WITH A FELLOW'S WILL,
IT'S ALL IN THE STATE OF MIND.

IF YOU THINK YOU'RE OUTCLASSED, YOU ARE.
YOU'VE GOT TO THINK HIGH TO RISE.

YOU'VE GOT TO BE SURE OF YOURSELF BEFORE
YOU CAN EVER WIN A PRIZE.

LIFE'S BATTLES DON'T ALWAYS GO
TO THE STRONGER OR FASTER MAN,
BUT SOON OR LATE, THE MAN WHO WINS,
IS THE ONE WHO THINKS HE CAN.

-WALTER D. WINTLE

Special thank you to Brian Celestine for gifting us during the Monday Call with this meaningful and beautiful poem!



2023 Sales Conference Kimpton Seafire Resort Grand Cayman

April 30
to May 4, 2023

Qualification Period January 1 - December 31, 2022

Production Requirements

Annualized paid premium for all products combined

- Producer:** \$80,000 - Qualify for an invitation with a guest
- \$115,000 - Receive a \$500 cash incentive
- \$135,000 - Qualify for President's Reception Level 1 - *one additional night with arrival on April 29th*
- \$150,000 - Qualify for President's Reception Level 2 - *two additional nights with arrival on April 28th*
- \$170,000 - Receive an additional \$1,000 cash incentive

General Agent/Manager: If a General Agent/Manager has two direct reports qualify, that General Agent/Manager will qualify for an invitation with a guest.

IMO/Agency Owner/Manager:

- \$400,000 - Qualify for an invitation with a guest. For each additional \$400,000, earn an additional invitation plus one guest, up to a maximum of ten additional invitations.*
- \$725,000 - Qualify for President's Reception Level 1 - *one additional night with arrival on April 29th*
- \$800,000 - Qualify for President's Reception Level 2 - *two additional nights with arrival on April 28th*

President's Cabinet

Qualify for any two years as a President's Reception Invitee within a four-year period, and you will be awarded the prestigious gold President's Ring** in addition to your early arrival in Grand Cayman.

Persistency

A minimum persistency of 77% will be required.

Pro-Rata Qualifications

Contract Date	Producer	IMO/Agency Owner/Manager
January 2022 or prior	\$80,000	\$400,000
February 2022	\$76,800	\$384,000
March 2022	\$73,728	\$368,640
April 2022	\$70,779	\$353,894
May 2022	\$67,948	\$339,739
June 2022	\$65,230	\$326,149
July 2022	\$62,621	\$313,103

Agents contracted after July 31, 2022 will not be eligible to qualify.

In order to qualify for Production Requirements, business must be recorded as issued and paid during the period of January 1, 2022 through December 31, 2022. Policies not taken/NTOs will be deducted from production. IMO/Agency Owner/Manager/General Agent/Agent must be in good standing with the Company at the time the invitations are issued and must not owe any outstanding balance to Columbian or have any unresolved complaints against them. The Company reserves the right to determine who shall and shall not attend any conference. Invitations are not transferable, and qualifications that are not used are forfeited. A qualification may not be converted to cash, transferred, or applied to future conferences. The value of any prize awarded may be reported for tax purposes as required by law. Each winner is solely responsible for reporting and paying any and all applicable taxes related to the above referenced prize. Cash incentives are awarded only to producers who attend the conference.

*Additional invitees must be actively working in the agency as an employee, not as an agent. Producers contracted with Columbian who had an opportunity to qualify and did not are not eligible to receive an invitation. Invitations can be extended to officers and key staff of the Agency.

**This award is subject to state limitations on agent expensing/prizes. An alternative award may be offered in order to comply.

Columbian Life Insurance Company Home Office: Chicago, IL Administrative Service Office: Binghamton, NY 13902