

VOLUME 11 - ISSUE 28

SAVE THE DATE

NASB NATIONAL CONVENTION
ATHENS, GEORGIA CIVIC CENTER
JANUARY 12TH-14TH, 2023

the pulse

What We Do Matters!

AGENT OF THE WEEK



**DAMON W, AKA: "THE GRAY WOLF" DOMINATED LAST WEEK!
HE WROTE A FEROCIOUS \$21,575 IN A/P. ON 22 APPS.
THE GRAY WOLF IS A BEAST!**



NORTH AMERICAN SENIOR BENEFITS
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LAWRENCEVILLE GA, 30043

Last Week's Top Teams

\$50k+

TEAM	A/P	APPS
Chris C	\$606,184	666
Keith T	\$536,487	584
Garrett H	\$517,378	579
Evan P	\$450,356	441
Josh S	\$443,578	502
Greg B	\$340,222	409
Ashley C	\$293,165	321
Isaac S	\$291,433	397
Blair O	\$259,279	250

TEAM	A/P	APPS
Dusty T	\$249,189	275
Andrew E	\$227,803	269
Nick G	\$208,940	201
Brian C	\$192,228	282
Blythe W	\$136,854	164
Laura M	\$135,356	170
Will K	\$133,900	137
Cole T	\$128,172	141
Max G III	\$120,512	144
Garrett S	\$112,320	131
Buddy L	\$99,205	115
Scott D	\$97,051	124

TEAM	A/P	APPS
Alex C	\$90,427	92
James T	\$79,460	81
AJ R	\$73,922	62
Shane R	\$67,920	72
Naomi G	\$63,028	74
Dustin H	\$61,537	57
Kailyn B	\$59,441	46
Dennis R	\$55,043	59
Stephen D	\$53,920	76
Brian A	\$53,890	43
Connor E	\$51,182	49



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

Being Challenged In Life Is
Inevitable, Being Defeated
Is Optional.

Roger Crawford



\$20k-\$49,999k

TEAM	A/P	APPS
Asia H	\$49,596	54
Jakob R	\$49,265	38
Mason D	\$44,999	35
Dylan W	\$43,751	48
Mekayla M	\$43,644	58
Alex M	\$43,300	49
Matt F	\$43,084	36
Mike J	\$42,921	22
Anthony H	\$40,649	61
Steven H	\$39,372	34
Nate S	\$38,770	42
Rodney G	\$34,627	36
Kyle S	\$34,160	49
Derrick L	\$33,839	35
Gavin M	\$33,440	36
Mark B	\$32,360	21

TEAM	A/P	APPS
Branden D	\$31,989	42
Rafael M	\$31,603	40
Chrystal S	\$30,344	46
Zachary F	\$28,805	28
Chris L	\$28,121	29
Chuekha H	\$26,956	29
Josh T	\$26,686	43
JOE L	\$25,187	20
Eugene M	\$25,071	26
Cody N	\$24,719	17
Abel H	\$24,422	32
Tai S	\$24,321	34
Grayson R	\$24,065	26
Bethany W	\$23,505	19
Blake N	\$23,305	23
Jalen D	\$23,113	21

TEAM	A/P	APPS
Storm C	\$23,000	32
Bobby B	\$22,862	28
Doug H	\$22,636	6
Joe B	\$22,599	18
Carlos FV	\$22,426	27
Larry G	\$22,016	43
Bobby P	\$21,991	31
Marvin O	\$21,975	31
Mitch B	\$21,970	62
Daniel S	\$21,856	19
Damon W	\$21,575	22
Cody L	\$21,302	26
Jessica D	\$21,129	27
Bubba L	\$20,735	31
Matt G	\$20,459	18
Eric G	\$20,037	21

\$9k-\$19,999k

TEAM	A/P	APPS
David E	\$19,396	28
Cat B	\$19,370	20
Melody T	\$19,051	26
Danny B	\$18,872	19
Karen F	\$18,135	25
Russell W III	\$18,111	19
Grace W	\$17,978	17
Stephanie J	\$17,704	11
Tyler K	\$17,238	6
Brenden L	\$17,137	14
Robert H	\$16,261	20
Mike R	\$15,930	10
Jim H	\$15,656	16
Nick C	\$15,425	17
Fred F	\$15,397	51
Josiah M	\$15,392	18
Ryan B	\$15,333	11
Courtney P	\$15,260	16
Adonis D	\$15,167	19
John S	\$15,067	22
Willie F	\$14,956	9

TEAM	A/P	APPS
Gerardo M	\$14,883	15
Mike R	\$14,374	19
Corey S	\$14,284	21
Brooke M	\$14,254	17
Xavier C	\$13,993	17
Crystal T	\$13,648	10
Candace N	\$13,107	17
Ahmadou C	\$12,897	12
Becca A	\$12,517	10
Steven I	\$12,502	15
Whitney H	\$12,361	10
Troy B	\$12,344	13
Linda S	\$12,127	18
Tracy E	\$11,895	12
Diana M	\$11,519	15
Jennifer E	\$11,472	11
Karey P	\$11,391	8
Candace D	\$11,175	12
Adrienne M	\$10,657	9
Stacye T	\$10,639	6
Amy M	\$10,588	14

TEAM	A/P	APPS
Art T	\$10,523	25
Camaron H	\$10,322	6
John V	\$10,230	17
Katie M	\$10,116	11
Tyler E	\$9,773	9
REX N	\$9,714	17
Dima F	\$9,660	12
Kyle A	\$9,484	12
John H	\$9,458	13
Janard H	\$9,290	12
Jaime M	\$9,123	11
Marcus C	\$8,808	5
Ronnie B	\$8,561	12
Jack M	\$7,414	7
Jermaine W	\$6,680	11
Randy L	\$5,713	7
Jeremy P	\$5,541	8
Will B	\$5,414	8
Matt C	\$4,846	5
Cameron M	\$3,768	3
Kobe T	\$3,555	3

Last Week's 10k Grand Land Agents

AGENT	A/P	APPS
Damon W	\$21,575	22
Mike J	\$18,047	15
Gerardo P	\$17,246	16
Mark B	\$15,478	9
Anthony H	\$15,386	14
Steven H	\$14,680	8
Brenden L	\$14,516	10
Cameron H	\$13,650	10
Bethany W	\$13,613	9
Chelsea P	\$13,441	7
Steven C	\$13,187	9
Joe L	\$13,150	11
Tai S	\$12,970	4
Naomi G	\$12,865	12
Damon H	\$12,313	12
Mike R	\$12,258	7
Larry G	\$11,961	10
Adonis D	\$11,573	12

AGENT	A/P	APPS
Sergio D	\$11,506	9
Fred F	\$11,456	15
Joe H	\$11,381	8
Jim H	\$11,316	10
Felisha L	\$11,241	6
Kyle S	\$11,160	17
Chris H	\$10,795	10
Dylan W	\$10,707	10
Mason D	\$10,630	5
Brandon R	\$10,630	15
Stephanie J	\$10,532	7
Art T	\$10,523	25
Kathleen I	\$10,451	8
Court L	\$10,444	10
Katie M	\$10,116	11
Jason B	\$10,026	9
Shelby G	\$10,026	12
Ahmadou C	\$10,002	9

DEADLINE

REMEMBER TO PLACE YOUR DIGITAL LEADS ORDERS BEFORE THE FIRST OF THE MONTH TO BE FILLED THE FOLLOWING MONTH!

Last Week's

Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Damon W	\$21,575	22	Shelby G	\$10,026	12	Blake N	\$7,367	6
Mike J	\$18,047	15	Ahmadou C	\$10,002	9	Derrick L	\$7,363	10
Gerardo P	\$17,246	16	Jakob R	\$9,953	10	Troy B	\$7,352	9
Mark B	\$15,478	9	Kristin J	\$9,837	21	Jamila W	\$7,348	10
Anthony H	\$15,386	14	Ashley B	\$9,794	7	Mike R	\$7,258	10
Steven H	\$14,680	8	Steve D	\$9,794	8	Joshua O	\$7,243	5
Brenden L	\$14,516	10	Tyler E	\$9,773	9	Willie F	\$7,215	6
Cameron H	\$13,650	10	Stephen D	\$9,765	11	Sophia L	\$7,172	4
Bethany W	\$13,613	9	Taylor M	\$9,661	5	Krystle H	\$7,140	14
Chelsea P	\$13,441	7	Josiah M	\$9,359	12	Steve W	\$7,103	7
Steven C	\$13,187	9	Sharon D	\$9,299	6	Joe B	\$6,969	5
Joe L	\$13,150	11	Dustin S	\$9,268	8	Joey C	\$6,900	6
Tai S	\$12,970	4	Russell W III	\$9,216	8	Alex P	\$6,884	7
Naomi G	\$12,865	12	Sam P	\$9,216	6	Melody T	\$6,855	5
Damon H	\$12,313	12	Dima F	\$8,832	10	Zach G	\$6,848	8
Mike R	\$12,258	7	Justin L	\$8,774	12	Andres R	\$6,846	8
Larry G	\$11,961	10	Andrew R	\$8,583	7	Robert H	\$6,838	10
Adonis D	\$11,573	12	Stacye T	\$8,575	4	Jenny G	\$6,807	6
Sergio D	\$11,506	9	Zachary F	\$8,466	6	Jalen D	\$6,732	6
Fred F	\$11,456	15	Avery P	\$8,232	7	Trevor S	\$6,700	4
Joe H	\$11,381	8	David E	\$8,197	14	Candace N	\$6,524	8
Jim H	\$11,316	10	Branden D	\$8,128	10	Corinne C	\$6,475	9
Felisha L	\$11,241	6	Kevin M	\$8,110	10	Jake T	\$6,455	4
Kyle S	\$11,160	17	Chad S	\$8,076	7	Cameron W	\$6,446	5
Chris H	\$10,795	10	Joseph C	\$7,947	9	Kyle A	\$6,386	10
Dylan W	\$10,707	10	Storme C	\$7,887	12	Mikal R	\$6,375	5
Mason D	\$10,630	5	Rodney G	\$7,872	14	John V	\$6,301	10
Brandon R	\$10,630	15	Brittany F	\$7,795	9	Dennis R	\$6,296	6
Stephanie J	\$10,532	7	Marcus C	\$7,773	4	Janard H	\$6,261	9
Art T	\$10,523	25	Zoe S	\$7,741	3	Matthew D	\$6,254	4
Kathleen I	\$10,451	8	Cody N	\$7,672	5	Greg D	\$6,252	9
Court L	\$10,444	10	Logan Y	\$7,602	12	Bobby B	\$6,226	12
Katie M	\$10,116	11	Rafael M	\$7,576	9	Carter P	\$6,203	7
Jason B	\$10,026	9	Owen M	\$7,489	7	John M	\$6,153	6

Last Week's

Top Producers

AGENT	A/P	APPS
Jordan H	\$6,143	6
Brandon W	\$6,087	3
Hunter C	\$6,042	8
Courtney G	\$6,024	12
Travis N	\$6,007	6
Spencer V	\$6,001	7
Connor H	\$5,973	5
Laquanda S	\$5,942	7
Mitch B	\$5,921	10
Steven W	\$5,889	9
Jonathan M	\$5,844	4
Whitney H	\$5,823	4
Rodney I	\$5,817	3
Colby S	\$5,808	9
Nick C	\$5,765	5
Patrick W	\$5,750	6
Brittney P	\$5,744	1
Randy L	\$5,713	7
James C	\$5,683	6
Rebekah H	\$5,670	4
Jess H	\$5,638	5
Nick D	\$5,604	5
Nick R	\$5,601	8
Beverley C	\$5,600	10
Tracy E	\$5,590	3
Elizabeth C	\$5,556	6
Ashley F	\$5,535	6
Emerson F	\$5,484	3
Katie K	\$5,450	8
Steven I	\$5,432	6
Amy M	\$5,432	6
Ty H	\$5,381	6
Chuekha H	\$5,304	5
Camden S	\$5,187	4

AGENT	A/P	APPS
Lucas S	\$5,180	5
Andrea W	\$5,174	7
Zane W	\$5,123	4
Ronnie B	\$5,116	6
AJ R	\$5,105	7
Kaleb R	\$5,088	6
DeQuentin D	\$5,072	6
Brooke M	\$5,057	5
Xavier C	\$5,053	7
Semanya	\$5,040	5
Shelley B	\$5,025	7
Alex P	\$5,013	7
Tricia B	\$4,987	6
Kailyn B	\$4,968	3
Kelly H	\$4,938	4
Nikki L	\$4,916	5
Josh B	\$4,914	7
Michelle J	\$4,907	5
Ladasha R	\$4,906	4
Karey P	\$4,860	4
Blair O	\$4,813	7
Christian A	\$4,784	7
Grayson R	\$4,780	5
Bryan B	\$4,780	7
Connor E	\$4,731	6
Donnovan B	\$4,721	6
Tiffany T	\$4,714	7
Nate S	\$4,701	4
Milton B	\$4,700	4
Monty A	\$4,684	5
Parker H	\$4,665	4
Amanda L	\$4,647	3
Laura B	\$4,645	6
Bryce T	\$4,644	2

AGENT	A/P	APPS
Chris T	\$4,638	5
Amanda L	\$4,627	5
Russ McC	\$4,610	3
Brad S	\$4,600	6
Pierce M	\$4,592	6
Regina L	\$4,534	3
Solon S	\$4,525	6
Dale B	\$4,524	7
Nelson C	\$4,512	4
Drake C	\$4,481	8
Cristian S	\$4,453	5
Ryan D	\$4,441	4
Jessica D	\$4,417	6
Walter G	\$4,398	5
Joseph E	\$4,295	8
Becca A	\$4,283	3
Andres Q	\$4,278	4
Rune L	\$4,256	4
Matt F	\$4,212	5
Matt D	\$4,183	6
Kain	\$4,174	3
Gavin M	\$4,170	6
Skye K	\$4,164	6
John H	\$4,157	11
LaToya H	\$4,123	8
Bubba L	\$4,112	8
Ethan S	\$4,088	5
Lisa H	\$4,083	4
Joshua M	\$4,079	5
Chrystal T	\$4,077	4
Brett M	\$4,074	6
Casey W	\$4,027	5
Samantha B	\$4,012	3
Zamantha M	\$3,999	10

Last Week's

Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Jessica D	\$3,994	4	Summer F	\$3,667	5	Eugene M	\$3,329	6
Aubrey W	\$3,988	4	Marta C	\$3,646	5	Ashley G	\$3,312	5
Joshua T	\$3,984	2	Adam C	\$3,640	4	Brianna L	\$3,310	4
Gerardo M	\$3,962	4	Dylan L	\$3,638	3	Samantha R	\$3,304	8
Dajon T	\$3,958	2	Chrystal S	\$3,635	3	Steven S	\$3,296	3
Cat B	\$3,945	3	Jacqueline H	\$3,631	3	Hal C	\$3,287	3
Jonathan H	\$3,929	7	Ann B	\$3,630	4	Micheal W	\$3,274	3
Ryan B	\$3,917	5	Regine C	\$3,612	4	Madison K	\$3,273	4
Dave S	\$3,909	6	Stacey R	\$3,602	3	Ariana G	\$3,267	4
Michaela H	\$3,893	5	Carter M	\$3,588	3	Robert C	\$3,262	5
Brian J	\$3,890	5	Cliff S	\$3,585	6	Tissany A	\$3,256	7
Ken D	\$3,890	3	Jason S	\$3,552	4	Kavel G	\$3,248	4
Mark P	\$3,885	3	James J	\$3,550	3	Issa N	\$3,229	2
Jacob P	\$3,863	6	Wanda L	\$3,540	3	Prince H	\$3,207	4
Joey H	\$3,862	7	Christina B	\$3,534	5	Windy T	\$3,206	4
Mike T	\$3,857	5	Ryan B	\$3,532	3	Matt G	\$3,200	3
Mick P	\$3,840	2	Lindsay L	\$3,512	5	Ineida A	\$3,195	2
Tyler K	\$3,806	5	Courtney P	\$3,510	5	Dan M	\$3,185	2
Dayo G	\$3,792	4	Diana M	\$3,509	4	Ashley T	\$3,156	5
Cameron B	\$3,788	6	Melody C	\$3,487	5	Kylie H	\$3,155	4
Lauren F	\$3,763	10	Shawn T	\$3,457	6	Drew D	\$3,152	3
Amber H	\$3,740	4	Steve B	\$3,445	5	Theresa F	\$3,103	5
Holly S	\$3,722	6	Sydney F	\$3,445	6	Grant R	\$3,098	2
Maria B	\$3,721	6	Jeremy P	\$3,441	4	Bob G	\$3,092	6
Doug H	\$3,721	4	Henna A	\$3,432	5	Cliff C	\$3,060	3
Alex M	\$3,707	3	Joey R	\$3,427	4	Renauld L	\$3,053	3
Kyle B	\$3,685	5	Jonathan J	\$3,417	4	Michiko M	\$3,029	3
Matt C	\$3,682	4	Clay W	\$3,340	5	Jack G	\$3,000	4
Chris N	\$3,672	3						

#1 APP
WRITER
LAST WEEK

ART T
WITH 25 APPS

UPCOMING EVENTS



ULTIMATE
FINAL EXPENSE CHAMPIONSHIP

NATIONWIDE

GOING
ON NOW



REGIONAL
CONVENTION - NC

WILMINGTON
NORTH CAROLINA

OCTOBER
13TH-14TH



REGIONAL
CONVENTION - OH

CLEVELAND
OHIO

OCTOBER
21ST-22ND



REGIONAL
CONVENTION - TX

HOUSTON
TEXAS

OCTOBER
28TH



DECENNIUM
NASB NATIONAL CONVENTION

ATHENS
GEORGIA

JANUARY
12TH-14TH



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NORTH AMERICAN SENIOR BENEFITS

UFE

ULTIMATE FINAL EXPENSE
CHAMPIONSHIP



ASHLEY C.



EVAN P.

VS



KEITH T.



JOSH S.

VS



COLE T.



WILL K.

VS



JORDAN S.



CHRIS C.



GARRETT H.

VS

&



GARRETT S.



LAURA S.



MAX G.

VS

VS



ANDREW E.



BRIAN C.

VS



GREG B.



ISAAC S.



BLAIR O.

VS

VS



DUSTY T.



NICK G.

VS

WHO WILL YOU
CHALLENGE?

NOW THROUGH DECEMBER 31ST!

ASK YOUR MANAGERS FOR MORE DETAILS!



GOING WHERE NO IMO HAS GONE BEFORE



ATHENS, GEORGIA

DECENNIUM

JANUARY 12-14, 2023



2023 NASB NATIONAL CONVENTION

