VOLUME 12 - ISSUE 4

the pulse

WHAT WE DO MATTERS!

AGENT OF THE WEEK

FRED "FIRE" F

FRED "FIRE" F CAME IN HOT LAST WEEK! HE BLAZED THE COMPETITION WRITING 42 APPS FOR A TOTAL OF $38,553 A/P!

NOT ONLY IS HE SIZZLING AS OUR AGENT OF THE WEEK, THE FIRE-MAN IS ALSO OUR #1 APP WRITER WITH THOSE 42 APPS! FRED F. IS SCORCHING THE FIELD!

North American Senior Benefits
AN INTEGRITY COMPANY

NORTH AMERICAN SENIOR BENEFITS
1-866-926-9000 | NASBINC.COM
922-A HURRICANE SHOALS RD
LAWRENCEVILLE GA, 30043

LAST WEEK'S TOP TEAMS $50K +++++++++

TEAM	A/P	APPS
Chris C	$823,427	950
Garrett H	$719,323	839
Josh S	$619,224	722
Evan P	$563,709	545
Keith T	$514,248	636
Greg B	$400,353	460
Scott D	$386,673	472
Blair O	$376,311	354
Andrew E	$359,998	414
Ashley C	$328,936	397
Nick G	$315,117	307
Isaac S	$299,786	365
Brian C	$252,890	315
Dusty T	$245,968	315
Garrett S	$184,733	207
Will K	$150,392	154
Blythe W	$149,325	213
Max G III	$147,103	169

TEAM	A/P	APPS
Laura M	$130,202	170
Cole T	$105,287	134
Anthony H	$98,035	85
Mason D	$88,246	77
Amy M	$78,317	77
Alex C	$72,960	99
Alex M	$72,859	95
AJ R	$70,781	83
Fred F	$67,881	83
Kyle S	$61,497	64
Brian A	$59,412	65
Shane R	$58,631	75
Storme C	$57,397	58
Nate S	$56,263	63
Larry G	$55,095	62
Mekayla M	$54,350	73
Branden D	$53,918	56
Naomi G	$52,143	54

DEADLINE

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

$20K - $49,999K

TEAM	A/P	APPS
Asia H	$49,414	63
Buddy L	$46,896	50
Josh T	$45,847	53
Connor E	$45,759	47
Eugene M	$45,507	50
Dennis R	$44,500	50
Blake N	$44,075	45
Jakob R	$42,978	33
Dylan W	$40,653	62
Spencer V	$39,417	29
Ronnie B	$38,714	42
Dustin H	$38,458	51
Christina B	$38,126	45
Cody L	$37,808	53
Jessica D	$37,551	51
James T	$37,452	41
Derrick L	$36,038	49
Mitch B	$35,589	40
Robert H	$35,491	46

TEAM	A/P	APPS
Doug H	$34,986	55
Abel H	$34,187	48
Kailyn B	$34,061	41
Bobby P	$33,967	46
Mike J	$33,813	27
Ali O	$33,641	36
Gerardo M	$33,323	28
Grayson R	$32,919	32
Jermaine W	$32,059	42
Alex P	$31,911	30
Joe B	$30,444	34
Art T	$30,008	49
Cameron M	$29,765	31
Becca A	$28,635	24
Chris L	$28,445	38
Martin M	$28,338	33
Will B	$28,056	25
Brooke M	$27,715	33
Rafael R	$27,423	36

TEAM	A/P	APPS
Steven H	$27,061	23
Tyler K	$26,960	43
Damon W	$26,394	21
Diana M	$26,184	27
Nate C	$26,099	22
Jack M	$24,941	23
Nelson C	$24,489	24
Tai S	$24,456	31
Connor H	$24,341	28
Mark B	$24,253	14
Matt F	$23,248	35
Cat B	$22,896	13
Courtney P	$22,879	33
Russell W III	$21,781	21
Danny B	$21,216	21
Mike C	$21,081	21
Bobby B	$20,644	25
Ineida A	$20,588	15
Nick C	$20,059	10

$9K - $19,999K

TEAM	A/P	APPS
Stacey T	$19,916	11
Candace N	$19,586	25
Gerardo P	$19,576	34
Jalen D	$18,976	13
Melody T	$18,867	19
Chrystal S	$18,861	23
John H	$18,838	20
Jonathan J	$18,821	17
Rodney G	$18,573	23
Xavier C	$18,264	15
John S	$17,410	23
Adrienne M	$17,406	15
Bryson S	$16,623	19
Jacob W	$16,572	12
Chuekha H	$16,546	21
Jakob S	$16,443	15
Mike R	$16,094	12
James K	$15,739	18
Josiah M	$15,717	15
Karen F	$15,244	19

TEAM	A/P	APPS
Karen F	$15,244	19
Bethany W	$14,891	17
William D	$14,798	18
Jim H	$14,702	12
Eric G	$14,502	17
Anthony J	$14,193	21
Delores A	$14,080	12
Gavin M	$13,805	17
Matt C	$13,727	15
Crystal T	$13,126	9
Adonis D	$12,759	14
Brianna L	$12,745	19
Tracy E	$12,591	15
Katie M	$12,173	16
Mike R	$12,143	19
David E	$11,925	23
Willie F	$11,816	9
Cody N	$11,816	9
Court L	$11,403	12

TEAM	A/P	APPS
Christian A	$11,363	16
Matt G	$11,128	15
Dennis D	$11,029	19
Joseph E	$11,016	15
Patricia B	$10,973	9
Billy K	$10,848	15
Katie K	$10,701	25
Jaime M	$10,570	18
Jenny G	$10,552	14
Marcus C	$10,345	10
Brittany F	$10,309	12
Erin C	$10,188	12
Linda S	$9,809	17
Troy B	$9,744	9
Tiffany T	$9,523	11
Zamantha M	$9,523	11
Chelsea P	$9,390	11
Brian J	$9,134	9
Renee F	$9,049	8

LAST WEEK'S 10K GRAND LAND AGENTS

AGENT	A/P	APPS
Fred F	$38,553	42
Asia G	$26,840	22
Tonia B	$26,317	31
Mike J	$24,215	17
Stephen D	$23,086	37
Jh'Quan D	$21,705	12
Kiana T	$21,158	26
Will B	$20,540	17
Dima F	$20,059	11
Nelson C	$19,741	19
Cameron M	$19,518	16
Damon W	$18,270	13
Stacye T	$18,173	10
Joey L	$16,410	12
Larry G	$16,255	15
Ronnie B	$15,538	21
Anthony H	$15,513	23
Eugene M	$15,252	18
Art T	$15,188	15
Chris T	$14,445	20
Sydney F	$14,343	11
Bob G	$14,318	5
Mitch B	$13,594	10
Nate C	$13,447	7
Jim H	$13,360	11

AGENT	A/P	APPS
Diana M	$13,348	13
Stephen C	$12,914	24
DeQuentin D	$12,862	14
Mason D	$12,531	10
Anthony D	$12,344	10
Nick D	$12,187	14
Terry B	$12,171	6
Rebekah H	$12,106	13
Corinne C	$12,057	12
Regine C	$12,006	9
Heather D	$11,989	15
Gerardo P	$11,889	14
Patrick W	$11,578	11
Stefanie R	$11,560	10
Willie F	$10,879	8
Twalya S	$10,786	11
Mike R	$10,742	7
Carter P	$10,512	10
Lucas C	$10,506	8
Nick R	$10,448	8
Delores A	$10,338	9
Morgan P	$10,248	15
Jack M	$10,079	8
Dale P	$10,049	10

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Fred F	$38,553	42
Asia G	$26,840	22
Tonia B	$26,317	31
Mike J	$24,215	17
Stephen D	$23,086	37
Jh'Quan D	$21,705	12
Kiana T	$21,158	26
Will B	$20,540	17
Dima F	$20,059	11
Nelson C	$19,741	19
Cameron M	$19,518	16
Damon W	$18,270	13
Stacye T	$18,173	10
Joey L	$16,410	12
Larry G	$16,255	15
Ronnie B	$15,538	21
Anthony H	$15,513	23
Eugene M	$15,252	18
Art T	$15,188	15
Chris T	$14,445	20
Sydney F	$14,343	11
Bob G	$14,318	5
Mitch B	$13,594	10
Nate C	$13,447	7
Jim H	$13,360	11
Diana M	$13,348	13
Stephen C	$12,914	24
DeQuentin D	$12,862	14
Mason D	$12,531	10
Anthony D	$12,344	10
Nick D	$12,187	14
Terry B	$12,171	6
Rebekah H	$12,106	13
Corinne C	$12,057	12

AGENT	A/P	APPS
Regine C	$12,006	9
Heather D	$11,989	15
Gerardo P	$11,889	14
Patrick W	$11,578	11
Stefanie R	$11,560	10
Willie F	$10,879	8
Twalya S	$10,786	11
Mike R	$10,742	7
Carter P	$10,512	10
Lucas C	$10,506	8
Nick R	$10,448	8
Delores A	$10,338	9
Morgan P	$10,248	15
Jack M	$10,079	8
Dale P	$10,049	10
Storme C	$9,930	14
Ahmadou C	$9,842	9
Beverley C	$9,759	17
Steven H	$9,756	5
Sarah S	$9,700	14
adonis d	$9,675	9
Steven S	$9,544	9
Christopher H	$9,540	17
Clarence J	$9,387	10
Colton B	$9,334	7
Cliff S	$9,277	10
Titus H	$9,276	13
Justin R	$9,267	9
Solon S	$9,160	10
Emerson F	$9,156	4
Joseph E	$9,134	13
Kristin M	$9,059	11
Renee F	$9,049	8
Moe D	$9,035	8

AGENT	A/P	APPS
Loc P	$9,004	6
Bobby B	$8,953	9
Brittney B	$8,909	5
Martin M	$8,897	12
Steven C	$8,888	9
Chad S	$8,870	9
Jakob R	$8,763	8
Mark I	$8,760	3
Michael M	$8,751	12
Russell W III	$8,718	9
Chamberlain O	$8,682	2
Senia L	$8,620	8
Bill E	$8,585	9
Court L	$8,571	9
Branden D	$8,549	10
Avery P	$8,529	9
Sergio D	$8,369	8
Matthew T	$8,331	9
Amy M	$8,281	12
Samantha R	$8,260	12
Spencer V	$8,206	10
Marcus Al-S	$8,184	7
Naomi G	$8,177	10
Bryan B	$8,130	8
Anthony W	$8,124	8
Zach G	$8,000	8
Ashton M	$7,999	8
Ryan B	$7,993	7
Caleb B	$7,968	8
Laura B	$7,855	6
Ali El-H	$7,842	9
John H	$7,716	10
Steve D	$7,688	6
Lydia M	$7,687	20

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Laquanda S	$7,642	8
Riley P	$7,601	11
Doug H	$7,590	10
Joseph C	$7,509	7
Melody C	$7,497	12
Bryson S	$7,457	8
Demetry J	$7,433	11
Dennis R	$7,385	6
Marta C	$7,366	9
Jeremiah M	$7,362	9
Gerardo M	$7,348	5
Cameron W	$7,296	3
Jakob S	$7,287	11
Jacob W	$7,238	5
Dan S	$7,205	7
Lana F	$7,201	6
Mike D	$7,150	7
Brett M	$7,111	6
Laura A	$7,110	9
Mikal R	$7,101	10
Michael C	$7,007	9
Katie K	$7,000	11
Billy K	$6,999	8
Taylor C	$6,980	14
Chrystal S	$6,939	14
Mike T	$6,935	8
Daniel L	$6,900	6
Stephanie J	$6,896	5
Garrett H	$6,868	2
Mason H	$6,804	10
Jon G	$6,802	7
Ineida A	$6,637	7
Kyle G	$6,600	5
Christian A	$6,538	8

AGENT	A/P	APPS
Joshua M	$6,534	8
Lucas D	$6,513	7
Ali O	$6,474	8
Derrick L	$6,419	10
Fatima J	$6,411	5
Alex M	$6,406	9
Nichole B	$6,379	6
Tracy E	$6,354	7
Joshua T	$6,341	5
Sam P	$6,279	6
Alex M	$6,215	4
Ashley B	$6,182	6
Melody T	$6,097	5
Roxanne M	$6,069	8
Chad A	$5,995	8
Karen F	$5,942	11
Xavier C	$5,901	5
Troy B	$5,856	6
Dennis D	$5,821	11
Joe L	$5,817	3
Brandon R	$5,816	8
Randy L	$5,808	4
Vivian G	$5,766	3
Brianna L	$5,765	5
Robert C	$5,760	8
Kristi B	$5,745	8
Nolan H	$5,729	8
Zach B	$5,717	8
John H	$5,716	3
Trevor S	$5,711	5
Grayson R	$5,679	6
Shelley B	$5,672	10
Courtney P	$5,669	12
Jenny G	$5,663	8

AGENT	A/P	APPS
Smiley M	$5,647	5
Rebekah S	$5,644	6
Shantell	$5,635	8
Windy H	$5,630	6
Lindsay L	$5,629	4
Steve W	$5,576	3
Brian J	$5,567	6
Drake C	$5,562	7
Jessica D	$5,559	9
Jonathan M	$5,549	7
Michelle J	$5,544	3
Krystle H	$5,544	7
Linda S	$5,509	11
Alex P	$5,482	5
Felisha L	$5,448	4
Gwen	$5,422	6
Alstin V	$5,390	5
Janard H	$5,390	8
Luke A	$5,387	3
Josh J	$5,375	5
Chris N	$5,352	5
Brandon L	$5,283	4
Matthew D	$5,276	3
Nick G	$5,231	4
Ethan S	$5,230	5
Abdalla A	$5,209	5
Thomas B	$5,208	8
Tracy A	$5,191	5
Lisa S	$5,142	3
Maimouna B	$5,140	4
Mary S	$5,131	6
James A	$5,130	8
Phillip J	$5,112	9
Antonio I	$5,095	4

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Jonathan S	$5,052	4
Tai S	$5,034	9
Val A	$4,966	17
Lisa S	$4,958	4
Tammy H	$4,935	3
Scott D	$4,929	8
Donna T	$4,923	2
Walid E	$4,918	6
Owen M	$4,908	3
Marjorie M	$4,907	12
Damon H	$4,905	6
Jalen D	$4,898	3
Grace W	$4,890	3
John G	$4,889	6
Brittany B	$4,848	6
Tyler E	$4,844	6
Sarah F	$4,825	8
Becca A	$4,800	5
Logan Y	$4,793	5
Tissany A	$4,788	5
Whitney H	$4,773	4
John S	$4,766	5
Thuy N	$4,750	5
Chris R	$4,748	5
Julius W	$4,740	3
Samantha B	$4,736	6
Semenya J	$4,726	9
Chris M	$4,705	4
Candace G	$4,671	3
Lori L	$4,643	6
Christina B	$4,624	6
Brittney P	$4,597	7
Katie M	$4,572	5
Zach	$4,562	4

AGENT	A/P	APPS
Freddie E	$4,541	5
Mark P	$4,515	3
Kelly H	$4,505	3
Mathew H	$4,489	6
Hal C	$4,485	8
Jeff B	$4,484	3
Karim M	$4,466	4
Lucas S	$4,462	4
Michael M	$4,455	8
Ty K	$4,448	5
Alicia R	$4,421	5
Jorge H	$4,408	7
Zamantha M	$4,392	5
David Ed	$4,384	8
Mario F	$4,372	4
Chris L	$4,363	4
Etta L	$4,356	9
Mark B	$4,337	3
Brittany F	$4,278	6
James C	$4,266	4
Brooke M	$4,220	4
Patricia B	$4,206	5
Josh M	$4,193	8
Jaime M	$4,190	6
Jamila W	$4,161	8
Jonathan B	$4,133	2
Taylor M	$4,120	4
Steven P	$4,119	5
Elizabeth R	$4,116	6
Kat M	$4,105	5
Dylan L	$4,101	3
Brittany C	$4,084	9
Eric G	$4,082	5
Stephen G	$4,074	4

AGENT	A/P	APPS
Abel H	$4,072	7
Michael H	$4,070	4
Kavel G	$4,066	3
Parker H	$4,063	6
Marcus C	$4,056	4
Carleton M	$4,053	6
Jack G	$4,050	10
Trina C	$4,049	3
Deborah H	$4,032	2
Cameron H	$4,030	5
Cortez J	$4,000	5
Hobbs J	$3,966	4
nichol	$3,966	3
Brooke H	$3,960	6
Pat B	$3,950	4
Cody S	$3,950	3
Joe H	$3,928	7
Ingrid B	$3,905	6
Mick P	$3,888	3
Jack B	$3,872	5
Austin B	$3,862	7
Leslie I	$3,849	7
Dustin S	$3,828	3
Gary P	$3,827	6
Regina L	$3,825	7
Rashaan M	$3,822	6
Kalid H	$3,802	4
Hunter C	$3,798	5
Moe H	$3,795	3
Ryan B	$3,777	4
Mike D	$3,771	3
Summer F	$3,771	4
Amanda F	$3,756	5
Cameron K	$3,744	3

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
David N	$3,736	3
Hawken S	$3,701	14
Laura K	$3,696	2
Dana S	$3,663	3
Braxton A	$3,660	4
Brad K	$3,659	5
Angela F	$3,658	8
William D	$3,650	4
Brandon W	$3,641	5
Madison K	$3,636	3
Kristin J	$3,633	5
Kyle S	$3,633	5
Joe D	$3,631	3
Calib A	$3,628	2
Ashley T	$3,616	6
Chad T	$3,614	6
Debbie W	$3,600	6
Brandi B	$3,581	8
Ramond W	$3,567	3
Kenneth	$3,537	2
lauren F	$3,520	4
Patricia S	$3,516	2
Cody L	$3,502	6
Jason B	$3,484	2

AGENT	A/P	APPS
Lawanda B	$3,437	2
Candace N	$3,432	4
Bubba L	$3,431	4
Kathleen I	$3,431	5
Jere M	$3,409	4
John C	$3,380	2
Donte B	$3,380	3
Holly S	$3,377	10
Andrea W	$3,374	6
Anis B	$3,372	3
Marriane R	$3,368	5
Ben B	$3,359	4
Anthony J	$3,345	6
Jermaine W	$3,324	3
Brooke M	$3,321	4
Bruce	$3,312	5
Robin G	$3,310	4
Addison D	$3,293	7
Luke R	$3,278	4
Jacqueline H	$3,274	5
Jennifer M	$3,264	3
Amanda L	$3,258	3
Jessica D	$3,258	3

AGENT	A/P	APPS
Randall P	$3,254	5
John M	$3,249	3
Linda D	$3,241	6
Casey W	$3,237	4
Renauld L	$3,233	2
Teneshia	$3,228	1
Connie A	$3,227	3
Bill P	$3,220	5
Bethany W	$3,205	4
Michael S	$3,197	5
Jon L	$3,195	3
Abass A	$3,188	3
Andrea S	$3,162	4
Greg D	$3,144	5
Jeff L	$3,121	3
Justine M	$3,116	3
Sherry L	$3,087	2
Tracy C	$3,084	5
Savannah S	$3,049	5
Leslie S	$3,044	5
Ryan S	$3,025	5
Brittany S	$3,011	10
Asia H	$3,010	5

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PROJECT 60 COMPETITION

North American Senior Benefits

RULES: THE INDIVIDUAL WHO GETS THE MOST AGENTS CONTRACTED DIRECT AND THAT ISSUES AT LEAST 1K AP WILL WIN. THESE AGENTS MUST BE CONTRACTED IN THE NEXT 60 DAYS FROM JAN 16TH - MARCH 17TH.

WE WILL THEN GIVE AN ADDITIONAL 30 DAYS TO APRIL 17TH FOR THEM TO WRITE BUSINESS AND ISSUE 1K. CFG AND LBL WILL ALLOW AN INDIVIDUAL TO WRITE BUSINESS IMMEDIATELY

DON'T MISS MONDAY'S FIRST PROJECT 60 CALL WITH CRAIG HARVEY
7:30PM CENTRAL
8:30PM EAST

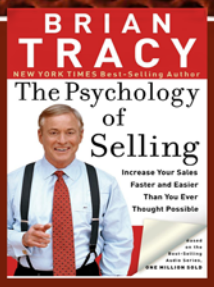
1ST PLACE - $10,000
2ND PLACE - $5,000
3RD PLACE - $2,500
4TH PLACE - $1,000
5TH PLACE - $500
6-10TH PLACE - $200 EACH

MAXIMIZE YOUR DRIVE!

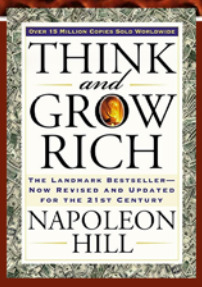
ENHANCE YOUR SKILLS AND STAY MOTIVATED BETWEEN APPOINTMENTS WITH THESE FANTASTIC AUDIOBOOK SELECTIONS. DO YOU HAVE A RECOMMENDATION?

EMAIL US! MARKETING@NASBCORPORATE.COM

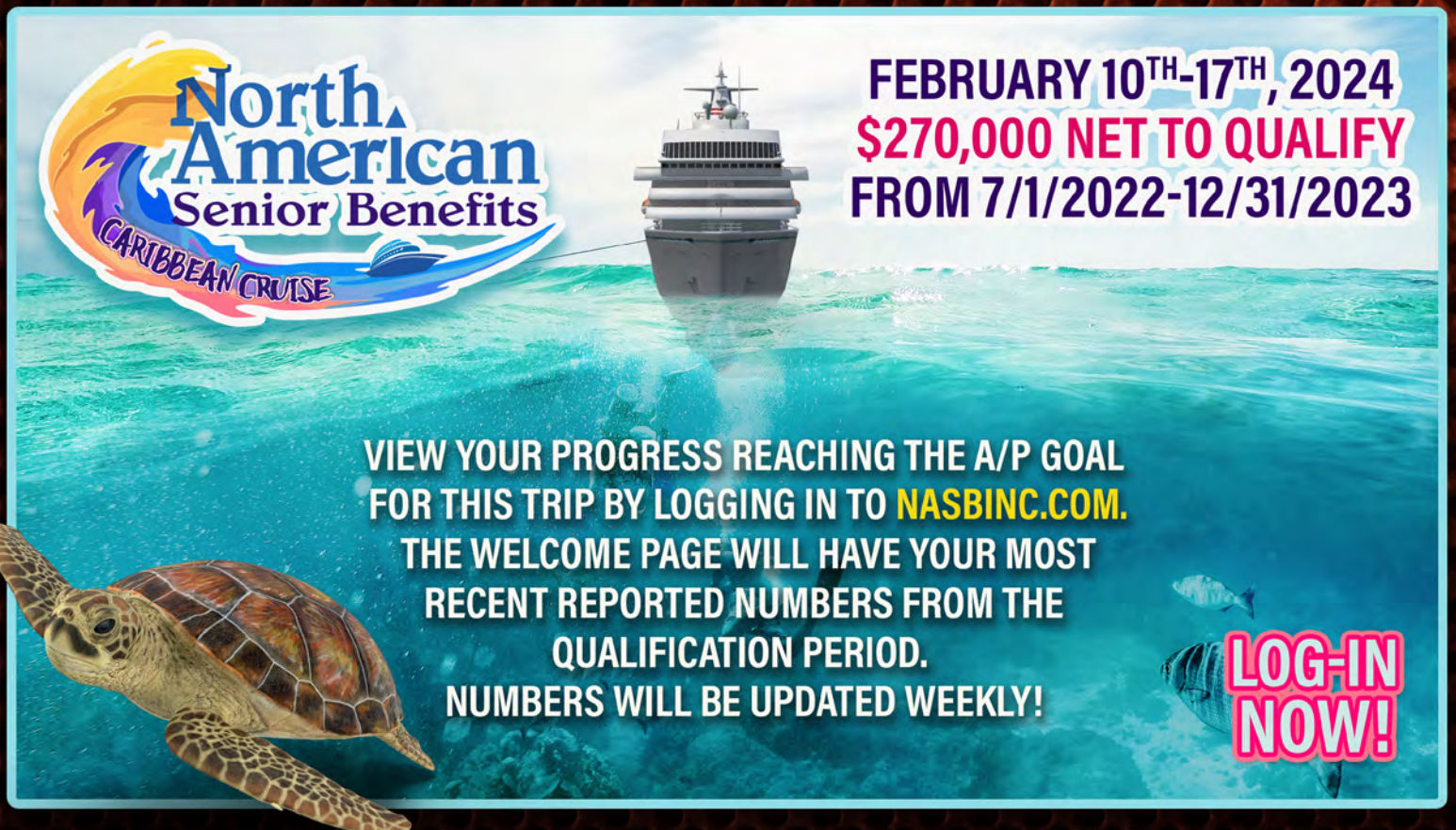
EAT THAT FROG
BRIAN TRACY



THE PSYCHOLOGY OF SELLING
BRIAN TRACY



THINK AND GROW RICH
NAPOLEON HILL



ladies of NASB

North American Senior Benefits

ladies of NASB

WEEK 3
FEBRUARY 6TH
PROJECT 60
CALL
North American Senior Benefits
DON'T MISS THIS!
MONDAY
7:30PM CENTRAL
8:30 PM EASTERN
HOSTED BY
JORDAN SMITH
425-585-7136

ISAAC SMITH
PARTNER
BRIAN CELESTINE
PARTNER
JOIN US FOR
NASB BOOTCAMP
TUESDAY, FEB 7TH
9 AM- 2 PM
North American
Senior Benefits
AN INTEGRITY COMPANY
JOURNEY CHURCH
2900 DONAHUE FERRY RD
PINEVILLE, LA 71360
NASBINC.COM

FEAR
ONLY RESPECTS
YOU WHEN YOU
FACE IT
-ASHLEY COLIE

North American
Senior Benefits
BRIAN CELESTINE
PARTNER
JOIN US FOR
TRAINING/OPPORTUNITY MEETING
THURSDAY, FEB 9TH
6-8 PM
ENTERPRISE BUSINESS CENTER
3419 NW, SE EVANGELINE THRUWAY
CARENCRO, LA 70520
LAFAYETTE

MARYLAND
ROAD
SHOW
Join Us!
DON'T MISS THIS
OPPORTUNITY TO
LEARN FROM
THE BEST
IN FINAL
EXPENSE!
SMOKETOWN
BREWING
STATION
223 W. POTOMAC ST.
BRUNSWICK, MD 21716
FRIDAY
FEB 10TH
5PM - 7PM
North American
Senior Benefits
What We Do Matters!

4 QUARTER$ CLUB

FOR MUTUAL SALES LEADERS

Much like teams are expected to compete for all four quarters, clients expect their financial professionals to compete for their best interests in all four seasons as well. You work hard to fulfill their expectations, and Mutual of Omaha feels you should be rewarded for your diligence.

We are thrilled to introduce the Four Quarters Club, a brand-new incentive program that pays out a 10% producer bonus on a quarterly basis to all qualifiers.

Eligibility

You are eligible to earn a 10% quarterly producer bonus based on the business you place with Mutual of Omaha as a Brokerage producer.

Quarterly Qualification Periods

- January 1 – March 31, 2023
- April 1 – June 30, 2023
- July 1 – September 30, 2023
- October 1 – December 31, 2023
  - Qualifying policies must be issued and processed through Compensation by the last day of the qualification period.

Production Requirements

You must earn a minimum of 25,000 of qualifying production credits during a qualification period.

See Back for Contest Rules!

Placement & Persistency

- **Placement**: All agents must maintain a placement rate of 70% or better
- **Persistency**: Agents must maintain a persistency rate that varies based on how long they've been appointed with Mutual of Omaha:
  - 13 months or more: Must maintain a 13-month persistency rate of 70% or better
  - 7-12 months: Must maintain a 7-month persistency rate of 80% or better
  - 4-6 months: Must maintain a 4-month persistency rate of 90% or better

Production Credits

You earn credits based on your net-issued business*, which is measured in annualized new business premium (ANBP).

Product	Production Credits
Simplified Issue Life	
• IUL Express	1
• Term Life Express	1
• Living Promise	1
• Children's Whole Life	1
Guaranteed ADvantage (Accidental Death)	1
Critical Advantage Portfolio	1

*Net-issued business refers to ANBP on new business minus any ANBP chargebacks resulting from first-year cancellations.

For producer use only. Not for use with the general public.

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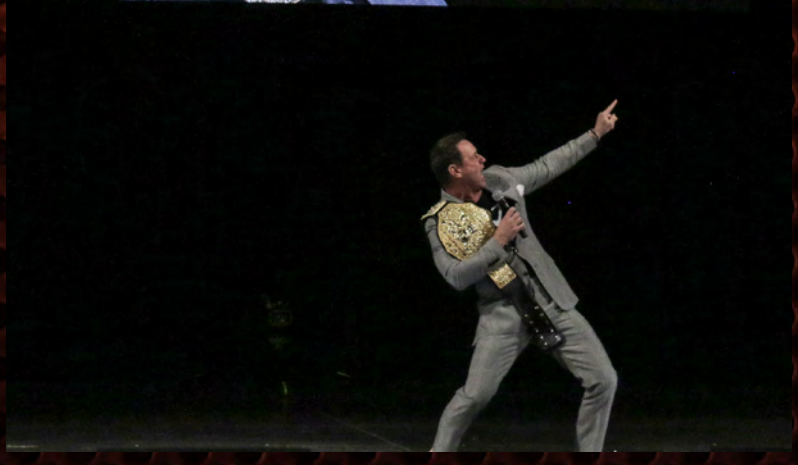
Mutual of Omaha