

VOLUME 12 - ISSUE 6

# the pulse

WHAT WE DO MATTERS!

## AGENT OF THE WEEK

DAMON W, AKA THE GRAY WOLF IS KICKING OFF THE YEAR LIKE A BEAST. HE WROTE 32 APPS LAST WEEK TOTTALLING A SAVAGE \$38,209 IN A/P. CONGRATULATIONS ON ANOTHER VICTORY DAMON!



The GrayWolf  
DAMON



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	\$749,806	829
Garrett H	\$635,429	708
Evan P	\$604,723	567
Keith T	\$587,583	722
Josh S	\$544,596	603
Blair O	\$356,411	338
Andrew E	\$329,789	377
Greg B	\$315,290	280
Nick G	\$273,252	282
Isaac S	\$271,950	378
Ashley C	\$240,035	225
Dusty T	\$234,479	327
Brian C	\$226,107	328
Max G III	\$160,876	184
Cole T	\$158,266	167
Laura M	\$133,914	170
Blythe W	\$132,145	202

TEAM	A/P	APPS
Will K	\$129,735	138
Garrett S	\$123,809	123
Mason D	\$106,364	91
Shane R	\$99,316	103
Alex C	\$79,479	93
Scott D	\$74,932	89
Naomi G	\$71,417	83
AJ R	\$66,132	71
Mekayla M	\$63,350	3
James T	\$58,373	63
Branden D	\$54,764	67
Steven H	\$52,787	51
Kyle S	\$52,652	55
Alex M	\$51,169	55
Joe B	\$50,947	53
Dustin H	\$50,311	58

# 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
Brian A	\$49,516	55
Kailyn B	\$47,374	50
Damon W	\$47,096	32
Dylan W	\$46,912	57
Ali O	\$46,730	51
Buddy L	\$45,843	50
Asia H	\$44,392	50
Rodney G	\$44,235	43
Gerardo M	\$44,095	45
Storme C	\$43,995	44
Doug H	\$43,957	47
Connor E	\$42,471	44
Christina B	\$39,573	39
Rafael R	\$39,368	48
Dennis R	\$38,662	38
Jessica D	\$37,974	39
Cody L	\$35,771	54

TEAM	A/P	APPS
Carlos FV	\$34,977	39
Derrick L	\$33,881	60
Blake N	\$33,761	46
Tyler K	\$33,583	38
Bethany W	\$33,074	25
Josiah M	\$32,049	37
Jermaine W	\$32,020	36
Bobby P	\$32,016	49
Josh T	\$31,712	46
Art T	\$30,649	49
Russell W III	\$30,279	26
Zachary F	\$29,498	21
Alex P	\$29,422	30
Robert H	\$29,314	36
Stephen D	\$28,722	26
Nate S	\$28,671	26
Mike J	\$27,752	32

TEAM	A/P	APPS
Bryson S	\$26,944	18
Eric G	\$26,043	27
Abel H	\$25,917	40
Danny B	\$25,818	19
Matt F	\$25,413	33
Courtney P	\$24,314	28
Connor H	\$23,820	28
Mitch B	\$23,421	28
Tai S	\$23,011	42
Jakob R	\$22,404	27
Grayson R	\$22,098	22
Bobby B	\$21,186	21
Spencer V	\$20,970	17
John H	\$20,478	18
Chrystal S	\$20,376	32
Fred F	\$20,201	28

## \$9K-\$19.999K

TEAM	A/P	APPS
Corey S	\$19,816	21
Anthony H	\$19,696	19
Crystal T	\$19,418	19
Katie M	\$19,368	14
Court L	\$19,032	16
Jack M	\$18,640	12
Jonathan J	\$17,517	0
Mike R	\$16,959	49
Mikal R	\$16,885	17
Karen F	\$16,654	28
Karen F	\$16,654	28
Anthony J	\$16,602	18
Chris L	\$16,548	35
David E	\$15,726	24
Amy M	\$15,383	14
Michael W	\$15,369	18
Cat B	\$15,255	15
Hobbs J	\$15,235	16
Chelsea P	\$14,888	15
Ryan B	\$14,858	14
Katie K	\$14,600	19
Grace W	\$14,525	19
Latoya B	\$14,475	19

TEAM	A/P	APPS
Jim H	\$14,447	14
Candace N	\$14,169	17
Brittany F	\$14,071	17
Xavier C	\$14,024	15
Will B	\$13,773	14
Jamal A	\$13,757	14
Cody N	\$13,597	9
Jaime M	\$13,534	19
Eugene M	\$13,473	12
Larry G	\$13,268	14
Owen M	\$13,234	12
William D	\$13,157	11
Casey W	\$12,949	10
Mike R	\$12,762	8
Deedee P	\$12,657	14
Brooke M	\$12,551	11
Michael C	\$12,468	16
Ineida A	\$12,250	4
Billy K	\$12,202	14
Marcus C	\$12,057	13
Nikki L	\$12,028	8
John S	\$11,947	11
Diana M	\$11,934	13

TEAM	A/P	APPS
Matt C	\$11,708	9
Randy L	\$11,640	10
Matt G	\$11,626	14
Tiffany T	\$11,568	16
Zamantha M	\$11,568	16
Shawn T	\$11,525	11
Jenny G	\$11,263	6
Marvin O	\$11,172	15
Joel F	\$11,161	18
Christian A	\$10,785	15
James C	\$10,744	9
Samantha R	\$10,668	9
Linda S	\$10,568	11
Gerardo P	\$10,520	17
Brian J	\$10,163	17
Melody T	\$9,744	10
Willie F	\$9,506	6
Gavin M	\$9,296	14
Nick C	\$9,270	9
Laquanda S	\$9,204	12
Brittney P	\$9,138	9
Kristin J	\$9,124	11
Renee F	\$9,070	6

# LAST WEEK'S \$10K + GRAND LAND AGENTS

AGENT	A/P	APPS
Damon W	\$47,096	32
Mike J	\$18,724	21
Courtney P	\$15,595	21
Mason D	\$14,978	11
Laura B	\$13,748	12
Jim H	\$13,050	12
Fred F	\$12,838	17
Steven H	\$12,802	8
Jermaine W	\$12,301	15
Riley P	\$12,065	7
Karim M	\$11,878	9
Randy L	\$11,640	10
Russell W III	\$11,604	9
Shawn T	\$11,525	11

AGENT	A/P	APPS
Matthew T	\$11,520	14
Art T	\$11,420	13
Gerardo M	\$11,080	8
Ali E	\$10,950	13
Parker T	\$10,719	9
Samantha R	\$10,668	9
Alex M	\$10,651	13
Carlos FV	\$10,500	7
Steven C	\$10,456	9
Ryan B	\$10,397	13
Sergio D	\$10,374	7
Donavan B	\$10,293	13
Carter P	\$10,018	9

**#1 APP WRITER LAST WEEK:**

**DAMON W**

**WITH 32 APPS**

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Damon W	\$47,096	32	Owen M	\$9,235	7	Jake K	\$7,657	5
Mike J	\$18,724	21	Dennis R	\$9,148	8	Dale P	\$7,641	5
Courtney P	\$15,595	21	Chelsea P	\$9,135	7	Drake C	\$7,562	7
Mason D	\$14,978	11	Renee F	\$9,070	6	Beverley C	\$7,554	6
Laura B	\$13,748	12	Jakob R	\$8,993	12	Brooke M	\$7,496	10
Jim H	\$13,050	12	Semos K	\$8,976	6	Delores A	\$7,435	6
Fred F	\$12,838	17	Ann B	\$8,962	13	Joseph C	\$7,433	10
Steven H	\$12,802	8	Nikki L	\$8,872	5	Fred P	\$7,421	6
Jermaine W	\$12,301	15	Mike R	\$8,778	5	Blake N	\$7,394	12
Riley P	\$12,065	7	Hobbs J	\$8,765	8	John H	\$7,384	6
Karim M	\$11,878	9	Deana P	\$8,668	6	Justin R	\$7,367	10
Randy L	\$11,640	10	Jaime M	\$8,646	12	Derrick L	\$7,334	11
Russell W III	\$11,604	9	Patrick B	\$8,586	6	Christopher H	\$7,332	9
Shawn T	\$11,525	11	Phillip J	\$8,580	8	Telissa A	\$7,302	9
Matthew T	\$11,520	14	Mikal R	\$8,512	6	Storme C	\$7,282	8
Art T	\$11,420	13	Xavier C	\$8,442	10	Justin L	\$7,268	8
Gerardo M	\$11,080	8	Matthew D	\$8,402	10	Yvette H	\$7,242	6
Ali E	\$10,950	13	Zachary F	\$8,364	4	Brandon R	\$7,203	11
Parker T	\$10,719	9	Nate S	\$8,353	6	Connor H	\$7,192	11
Samantha R	\$10,668	9	Robert F	\$8,336	7	Kyle S	\$7,176	9
Alex M	\$10,651	13	Court L	\$8,313	7	Chad C	\$7,175	8
Carlos FV	\$10,500	7	Ashley T	\$8,297	9	Brian J	\$7,174	12
Steven C	\$10,456	9	Kathleen I	\$8,293	7	Chad A	\$7,003	12
Ryan B	\$10,397	13	Ellesa C	\$8,277	8	Brittney P	\$6,982	7
Sergio D	\$10,374	7	Alex M	\$8,262	9	Etta L	\$6,965	12
Donavan B	\$10,293	13	Krystle H	\$8,110	8	Jackie M	\$6,947	10
Carter P	\$10,018	9	Corinne C	\$8,098	10	Billy K	\$6,908	8
Asia G	\$9,840	5	Terry B	\$8,088	1	Garrett H	\$6,895	10
Jonathan J	\$9,791	18	Sherry L	\$7,915	14	Smiley M	\$6,873	8
Matt R	\$9,678	4	Spencer D	\$7,886	7	Joey H	\$6,852	11
Willie F	\$9,506	6	Naomi G	\$7,876	9	Moe D	\$6,820	5
Connor E	\$9,495	11	Katie K	\$7,836	10	Josiah M	\$6,804	10
Chamberlain O	\$9,394	2	John G	\$7,790	3	Theresa D	\$6,804	7
Sheena W	\$9,300	9	Lucas S	\$7,790	8	Hawken S	\$6,764	9

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Jeff B	\$6,748	7	Cameron H	\$5,989	6	Ali O	\$5,301	7
Rafael M	\$6,742	7	Cat B	\$5,985	6	Fatima J	\$5,291	5
Casey W	\$6,741	6	Christian A	\$5,981	8	Joe B	\$5,269	6
Daniel K	\$6,728	5	Todd H	\$5,919	5	Greg D	\$5,268	5
Mitch B	\$6,727	9	Jake D	\$5,906	4	Hope F	\$5,203	6
Dima F	\$6,726	7	Elizabeth R	\$5,876	3	Nick B	\$5,148	6
Lee C	\$6,720	4	Doug H	\$5,873	6	Dan S	\$5,120	5
Larry G	\$6,682	8	Gerardo P	\$5,830	6	Patrick W	\$5,104	6
Bethany W	\$6,608	5	Lisa S	\$5,783	5	Danielle S	\$5,100	7
Ashley B	\$6,582	7	Holly S	\$5,772	7	Nick R	\$5,088	7
Stephanie J	\$6,576	5	Cameron K	\$5,761	4	Lauren F	\$5,084	9
Monica H	\$6,545	7	Alstin V	\$5,760	7	Robert H	\$5,083	5
John S	\$6,543	11	Blair O	\$5,753	6	Stacye T	\$5,082	4
Jake T	\$6,528	8	Angela F	\$5,747	15	Michael M	\$5,077	5
Sam P	\$6,488	5	Zach G	\$5,697	6	Nicholas B	\$5,041	6
Katie M	\$6,456	6	Grace W	\$5,677	6	James A	\$5,035	3
William D	\$6,456	2	Victor H	\$5,632	8	Michael C	\$5,034	9
Michael W	\$6,435	5	Shay J	\$5,540	8	Moe H	\$5,026	2
Hussin A	\$6,379	5	Chris L	\$5,524	4	Addison D	\$5,013	3
Felisha L	\$6,292	6	Jakob S	\$5,512	7	Jack G	\$5,003	7
Zamantha M	\$6,264	7	Buddy L	\$5,508	7	Kaleb R	\$4,982	5
Tyler E	\$6,217	4	Kristin J	\$5,491	6	Marcus C	\$4,920	1
Danielle N	\$6,208	4	Melody T	\$5,478	5	Kyle A	\$4,909	4
Alec H	\$6,205	4	Solon S	\$5,460	6	Shelley B	\$4,888	7
Cliff S	\$6,191	7	Stephen D	\$5,455	4	Joshua L	\$4,873	9
Cortez J	\$6,187	4	Joseph E	\$5,419	6	Dale B	\$4,872	4
Steve D	\$6,116	4	Aidan t	\$5,414	9	Nick D	\$4,852	5
Eric G	\$6,103	5	Debbie W	\$5,371	3	Jessica D	\$4,841	5
AJ R	\$6,048	5	Anthony H	\$5,364	5	Frank W	\$4,834	6
Austin B	\$6,017	9	Tai S	\$5,335	16	Brittany F	\$4,823	8
Marvin O	\$6,012	8	Karen F	\$5,334	8	Sarah F	\$4,804	7
twalya s	\$6,000	5	Clarence J	\$5,312	7	Val A	\$4,800	7
Marcus A	\$6,000	6	Mary Kate S	\$5,304	9	Troy B	\$4,754	6
Laquanda S	\$5,999	9	Amanda F	\$5,303	7	Ladasha R	\$4,712	6

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Lydia M	\$4,690	11	Anthony J	\$4,400	4	Jason B	\$3,960	3
Zach	\$4,685	5	Jack M	\$4,380	3	Alex P	\$3,958	5
Pierce M	\$4,682	5	Cameron M	\$4,340	5	Joe L	\$3,951	2
Nick R	\$4,679	3	Carlos R	\$4,328	5	Shelly G	\$3,924	6
Jeremiah M	\$4,656	3	Kalid H	\$4,316	6	Ashley M	\$3,876	4
Chrystal S	\$4,650	8	Louden H	\$4,278	4	Vincent G	\$3,876	3
Ronnie B	\$4,645	12	Leanah M	\$4,278	4	Walter G	\$3,851	4
Branden D	\$4,626	6	Ryan B	\$4,244	3	Carlos M	\$3,850	6
Lucas C	\$4,621	5	Lucas D	\$4,236	3	Connie A	\$3,838	3
Morgan P	\$4,603	5	Thomas B	\$4,216	6	Mark I	\$3,838	6
Lynn F	\$4,560	7	Tina	\$4,213	3	Diana M	\$3,836	3
Connor F	\$4,553	8	Adam N	\$4,209	3	John C	\$3,829	2
Bobby B	\$4,552	5	Regina L	\$4,194	4	Eugene M	\$3,804	4
KC K	\$4,542	5	Duchess C	\$4,186	9	Shantell	\$3,790	6
Sarah S	\$4,536	3	Dawn G	\$4,183	5	Avery P	\$3,785	11
Michelle J	\$4,534	3	Nichole B	\$4,173	6	Bubba L	\$3,782	4
Jack B	\$4,529	7	Joe H	\$4,169	5	Jack H	\$3,768	5
Elizabeth C	\$4,525	3	Eli S	\$4,150	5	Stephen C	\$3,751	3
Diego G	\$4,507	2	Jonathan M	\$4,119	5	Abel H	\$3,741	8
Titus H	\$4,500	4	Taylor C	\$4,102	2	Abass A	\$3,737	6
Josiah A	\$4,481	6	Lori L	\$4,096	5	Regine C	\$3,735	4
Joshua O	\$4,480	4	Cody N	\$4,091	3	Rodney G	\$3,720	4
Loc P	\$4,464	4	Deedee P	\$4,091	5	Logan Y	\$3,706	5
Lexi L	\$4,464	7	Laura K	\$4,078	2	Alicia R	\$3,698	6
Mike T	\$4,455	4	Brown H	\$4,077	3	Mycharra S	\$3,685	6
Brittany S	\$4,450	4	Mary B	\$4,056	3	Jay V	\$3,679	4
Jamal A	\$4,446	5	Daniel L	\$4,056	4	William R	\$3,673	5
Abdalla A	\$4,444	3	Tissany A	\$4,051	8	Renauld L	\$3,667	4
Andres R	\$4,442	4	Michaela H	\$4,026	4	Tyler K	\$3,656	4
Grayson R	\$4,434	4	Dawn J	\$4,012	7	Elayne G	\$3,648	3
George M	\$4,430	7	Randall P	\$3,999	5	Zach B	\$3,645	5
Mason H	\$4,426	3	Chris N	\$3,984	3	Tanner R	\$3,640	3
Jonathan B	\$4,410	4	Jacqueline H	\$3,964	4	Nick G	\$3,628	4
Mike R	\$4,407	7	Leslie I	\$3,962	5	Damon H	\$3,600	7

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
David E	\$3,593	5
Christina B	\$3,581	4
Linda D	\$3,569	3
Joshua T	\$3,568	6
DeQuentin D	\$3,553	4
Teasia M	\$3,552	2
Skye H	\$3,550	3
Ashlie A	\$3,545	2
Will F	\$3,544	5
Brad K	\$3,536	6
Jalen D	\$3,504	3
Said R	\$3,504	3
Victoria T	\$3,491	4
Dana S	\$3,479	7
Jenny G	\$3,473	3
Ahmadou C	\$3,465	3
Steven S	\$3,463	3
James C	\$3,432	4
Alanna N	\$3,406	4
Windy H	\$3,340	6

AGENT	A/P	APPS
Anthony D	\$3,340	4
Lauren S	\$3,336	5
Stefanie R	\$3,271	7
Amy M	\$3,269	4
Janard H	\$3,264	4
Lindsay L	\$3,246	3
Ashley G	\$3,240	2
Alexia N	\$3,227	2
Amber H	\$3,222	4
Matthew T	\$3,216	3
Shawn J	\$3,213	4
Trevor S	\$3,213	5
Taylor M	\$3,207	5
Prince H	\$3,207	3
Altesha P	\$3,205	3
Ryan S	\$3,170	7
Jared N	\$3,163	2
Tamekia W	\$3,160	3
Travis N	\$3,159	3
Marissa R	\$3,156	3

AGENT	A/P	APPS
Brittany W	\$3,153	8
Rachel W	\$3,153	8
Mick P	\$3,140	5
Antonio I	\$3,125	5
Amanda F	\$3,120	5
Brandon L	\$3,120	2
Cody L	\$3,106	6
Luke R	\$3,105	6
Nelson C	\$3,105	2
Linda S	\$3,105	6
Lawanda B	\$3,084	3
Bryson S	\$3,084	3
Lana F	\$3,077	4
Brett M	\$3,059	4
Art C	\$3,048	1
Chad T	\$3,024	4
Mark B	\$3,014	4
Melinda B	\$3,005	4







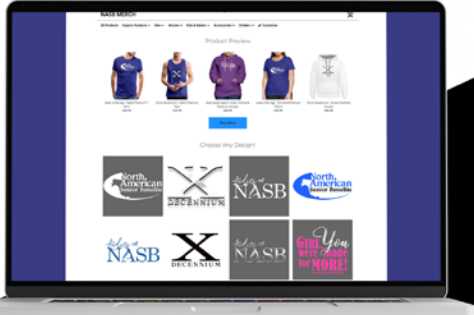
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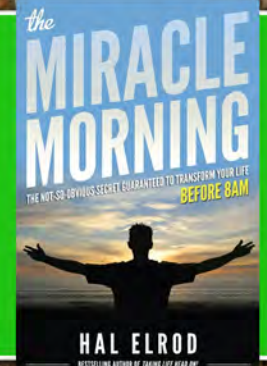
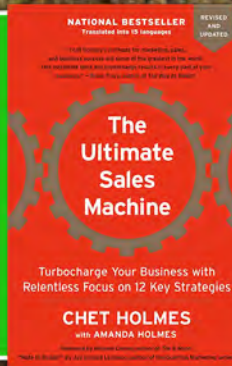
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**FROM 7/1/2022-12/31/2023**

VIEW YOUR PROGRESS REACHING THE A/P GOAL FOR THIS TRIP BY LOGGING IN TO [NASBINC.COM](http://NASBINC.COM). THE WELCOME PAGE WILL HAVE YOUR MOST RECENT REPORTED NUMBERS FROM THE QUALIFICATION PERIOD. NUMBERS WILL BE UPDATED WEEKLY!

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**WEEK 5**  
**FEBRUARY 20<sup>TH</sup>**

**PROJECT 60 CALL**




**DON'T MISS THIS!**  
**MONDAY**  
7:30PM CENTRAL  
8:30 PM EASTERN

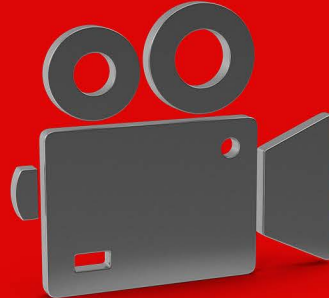
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What Will You Create?

Product Preview

- nasb white logo - Women's V-Neck T-Shirt
- nasb ladies logo in white - Men's Premium T-Shirt
- nasb white logo - Men's Premium T-Shirt
- nasb ladies logo in white - Women's Premium T-Shirt
- nasb white logo - Women's Premium T-Shirt

**Life Insurance is Love Insurance**

Welcome NASB Nation!

**WEEK 2 JANUARY 2015 PROJECT 60 CALL**  
DON'T MISS THIS! MONDAY 7:30PM CENTRAL 8:30 PM EASTERN  
HOSTED BY CRAIG HARVEY  
425-585-7136

**NEW! NASB CUSTOM MERCH SHOP!**  
FAST SHIPPING & LOW PRICES!  
CHOOSE FROM PRE-DESIGNED PRODUCTS OR CHOOSE FROM OUR DESIGN LIBRARY. COPY HOME LOGO FOR NAME, CORPORATION, FIRM & LOGO OF NASB. AND CUSTOMER NUMBERS OF PRODUCTS!  
CHANGE DESIGN SIZE, PLACEMENT, AND PRODUCT COLORS AND YOU CAN EVEN ADD TEXT TO PERSONALIZE ANY TIME!  
WOULD YOU LIKE YOUR TEAM'S LOGO ADDED TO THE OFFER? SEND YOUR LOGO TO MARKET@NASBINC.COM!

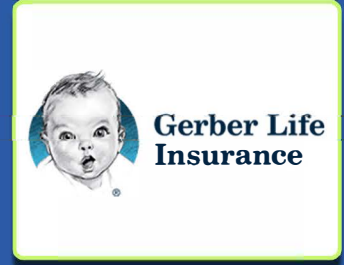
**MISSED THE CALL? PROJECT 60 CALL LISTEN HERE!**

**ROADSHOW CALENDAR**

**NEW NASB, LADIES OF NASB, AND TEAM MERCH PAGE!**

**EVENT NEWS, INFORMATION AND EVERYTHING NEW!**

# CARRIER RESOURCES & TRAINING PAGES



**VISIT: NASBINC.COM FOR MORE!**