

# the pulse

WHAT WE DO MATTERS

Volume 12 - Issue 20

## AGENT OF THE WEEK

### "NEO" ZACH A.

**"THERE'S A DIFFERENCE BETWEEN  
KNOWING THE PATH AND WALKING  
THE PATH." -MORPHEUS**

ZACH A., AKA, "NEO," CERTAINLY PROVED HIS KNOWLEDGE AND ABILITY TO PERFORM LAST WEEK. HE WROTE A REALITY DEFYING, **\$27,224** IN A/P ON 11 APPS. THE MATRIX MAY BE ALL AROUND US, BUT FOR "NEO'S" 11 CLIENTS LAST WEEK, **UNCERTAINTY IS AN ILLUSION.**



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

LAST WEEK'S

# TOP TEAMS

\$50K+ ++++++

TEAM	A/P	APPS
Chris C	\$691,507	817
Garrett H	\$592,806	710
Josh S	\$592,806	712
Keith T	\$510,085	618
Greg B	\$394,163	421
Blair O	\$368,009	374
Andrew E	\$348,183	406
Nick G	\$332,677	345
Ashley C	\$328,422	383
Isaac S	\$276,439	333
Brian C	\$265,452	317
Dusty T	\$234,761	300
Will K	\$182,988	172
Max G III	\$181,037	208
Laura M	\$150,310	122
Cole T	\$140,894	148

TEAM	A/P	APPS
Garrett S	\$138,920	161
Blythe W	\$136,129	180
Dennis R	\$96,141	81
Alex C	\$81,384	113
Shane R	\$77,623	70
Scott D	\$71,204	69
Storme C	\$69,791	82
Derrick L	\$68,250	66
Branden D	\$61,207	65
AJ R	\$59,848	68
Mekayla M	\$56,965	64
Mason D	\$56,872	42
Alex M	\$55,687	67
Kailyn B	\$53,639	71
Tai S	\$53,384	46
Dustin H	\$50,812	71

# 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	TEAM	A/P	APPS	TEAM	A/P	APPS
Alex P	\$49,739	51	Blake N	\$35,651	47	Jack G	\$24,015	31
Naomi G	\$48,909	66	Joe B	\$35,528	33	Rodney G	\$23,995	24
Asia H	\$47,702	48	Jakob R	\$35,115	28	William D	\$23,841	17
Ali O	\$46,870	58	Steven H	\$34,199	38	Josiah M	\$23,614	26
Abel H	\$46,375	51	Jermaine W	\$32,386	27	Josh T	\$23,604	31
Cody L	\$45,414	53	Martin M	\$31,849	47	Mark B	\$23,576	16
James T	\$44,190	48	Carlos FV	\$30,694	35	Chrystal S	\$22,855	41
Brian A	\$43,355	47	Art T	\$28,962	52	Chris L	\$22,456	20
Al-S	\$41,191	38	Bobby P	\$28,647	32	Matt F	\$22,410	31
Robert H	\$39,633	45	Walter G	\$28,223	33	Connor H	\$22,335	21
Gerardo M	\$38,853	37	Doug H	\$27,729	32	Owen M	\$22,002	30
Nate S	\$38,721	39	Bryson S	\$27,020	35	Mitch B	\$21,722	24
Russell W III	\$38,498	43	Stephen D	\$26,900	23	Jamal A	\$21,116	25
Dylan W	\$38,424	58	Bobby B	\$26,606	24	Eugene M	\$21,015	21
Spencer V	\$38,220	43	Eric G	\$24,875	29	Katie M	\$20,628	33
Rafael R	\$37,389	45	Danny B	\$24,509	11	Christina B	\$20,345	29
Connor E	\$35,763	34	Rex N	\$24,199	29			

# \$9K-\$19,999K

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Courtney P	\$19,604	20	Becca A	\$15,175	23	Jason B	\$11,249	12
Tyler K	\$19,458	20	Sam P	\$15,130	14	Mario F	\$10,975	10
Cat B	\$18,500	21	Ryan B	\$15,040	22	Tyler E	\$10,933	6
Court L	\$18,199	15	Chelsea P	\$14,812	16	Christopher H	\$10,865	12
Nick R	\$17,469	18	Bethany W	\$14,382	13	Marcus C	\$10,862	12
Nick C	\$17,300	19	Brianna L	\$13,691	10	Joseph E	\$10,664	11
Dima F	\$17,300	19	Lauren C	\$13,636	14	Christian A	\$10,588	16
John H	\$17,278	15	Anthony J	\$13,619	20	Candace N	\$10,475	9
John S	\$17,243	22	Jessica D	\$13,527	42	Anthony H	\$10,185	6
Brooke M	\$17,203	18	Patricia B	\$13,415	9	Dennis D	\$10,152	12
Jonathan J	\$16,877	19	Jaime M	\$13,270	21	Jack M	\$10,145	13
David E	\$16,849	30	Brittany F	\$13,176	24	Brittney P	\$9,960	17
Damon W	\$16,262	15	Michael C	\$13,146	17	Tissany A	\$9,905	6
Mike R	\$16,132	18	Josh O	\$13,094	15	Pat W	\$9,836	13
Riley P	\$15,989	28	Fred F	\$12,475	11	Tracy E	\$9,416	15
Crystal T	\$15,889	18	Karen F	\$12,377	11	Jennifer E	\$9,348	9
Nelson C	\$15,877	13	Jim H	\$12,264	9	Michael W	\$9,290	7
Melody T	\$15,373	16	Stacey T	\$12,257	7	Jalen D	\$9,187	9
Hobbs J	\$15,321	20	Carter P	\$11,933	22			

LAST WEEK'S

# \$10K+ GRAND LAND AGENTS

AGENT	A/P	APPS
Zach A	\$27,224	11
Taylor R	\$19,167	11
Dennis R	\$18,467	15
Steven C	\$17,099	14
Damon W	\$14,516	13
Brandon L	\$13,742	11
Phillip J	\$13,372	15
Yassir A	\$12,852	12
Spencer V	\$12,650	15
Jim H	\$12,264	9
Stacye T	\$12,257	7

AGENT	A/P	APPS
Abel H	\$11,488	7
Gerardo M	\$11,431	8
Mark B	\$11,319	9
Ernie P	\$10,987	16
Tyler E	\$10,933	6
Jere M	\$10,885	7
Michael C	\$10,675	11
Thomas B	\$10,152	12
Ryan B	\$10,058	13
Art T	\$10,009	10
Calib A	\$10,000	1

#1 APP WRITER LAST WEEK

JAMES A

WITH 17 APPS

# LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Zach A	\$27,224	11	Parker T	\$8,671	6	Melody T	\$7,234	5
Taylor R	\$19,167	11	Christopher H	\$8,640	11	Felisha L	\$7,184	6
Dennis R	\$18,467	15	Nelson C	\$8,584	5	Cameron K	\$7,162	9
Steven C	\$17,099	14	Alec G	\$8,559	9	Dale P	\$7,082	7
Damon W	\$14,516	13	Beverley C	\$8,389	10	Laura B	\$7,078	8
Brandon L	\$13,742	11	Kathleen I	\$8,366	11	Martin M	\$7,073	13
Phillip J	\$13,372	15	Connor F	\$8,357	9	Jake T	\$7,044	9
Yassir A	\$12,852	12	Laquanda S	\$8,231	7	Jakob R	\$7,029	5
Spencer V	\$12,650	15	Brittney P	\$8,222	16	Oscar G	\$6,972	5
Jim H	\$12,264	9	Ricky M	\$8,189	7	John C	\$6,953	3
Stacye T	\$12,257	7	Sam P	\$8,151	7	Michael M	\$6,923	8
James A	\$12,020	17	Grace S	\$8,077	13	Shane R	\$6,920	3
Abel H	\$11,488	7	Frank W	\$8,070	10	Jake K	\$6,910	10
Gerardo M	\$11,431	8	Marc S	\$8,044	9	Bryson S	\$6,852	5
Mark B	\$11,319	9	Cliff S	\$7,905	10	Storme C	\$6,800	7
Ernie P	\$10,987	16	Janard H	\$7,884	13	Nick R	\$6,765	4
Tyler E	\$10,933	6	Emilee A	\$7,845	9	Brett B	\$6,711	9
Jere M	\$10,885	7	Fred P	\$7,817	8	Mitch B	\$6,693	8
Michael C	\$10,675	11	Naomi G	\$7,767	6	Paige	\$6,640	5
Thomas B	\$10,152	12	Jaime M	\$7,763	14	Stephanie J	\$6,607	7
Ryan B	\$10,058	13	Avery P	\$7,757	7	Sheena W	\$6,603	7
Art T	\$10,009	10	Eugene M	\$7,743	7	Josh D	\$6,595	6
Calib A	\$10,000	1	Ashton M	\$7,737	8	Tammy H	\$6,551	7
Robert H	\$9,908	8	Joshua T	\$7,698	5	Brooke M	\$6,520	6
Owen M	\$9,648	11	Alex P	\$7,694	6	Herman R	\$6,500	5
Carlos FV	\$9,570	12	Donnovan B	\$7,636	8	Matteo D	\$6,480	8
Kalid H	\$9,500	7	William D	\$7,616	4	Bobby B	\$6,470	5
Matteo A	\$9,477	7	Connor H	\$7,536	9	Chris L	\$6,468	6
Courtney P	\$9,473	8	Hobbs J	\$7,470	7	Brittany R	\$6,464	4
Dima F	\$9,455	10	Rex N	\$7,379	6	Tamekia W	\$6,461	4
Stephen D	\$9,202	8	Katie K	\$7,365	6	Titus H	\$6,432	4
Rekan S	\$9,012	8	Cameron W	\$7,300	5	Mike R	\$6,385	8
Mario F	\$8,942	7	Nick R	\$7,272	6	Cortez J	\$6,372	5
Tissany A	\$8,873	5	Nichole B	\$7,246	9	Jason B	\$6,366	6

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Brandon R	\$6,345	8	Logan Y	\$5,500	5	Demetry J	\$4,883	5
William R	\$6,323	11	Josh J	\$5,496	9	Windy H	\$4,870	6
Joe H	\$6,263	6	Anthony D	\$5,470	5	Semenya J	\$4,867	5
Jacob W	\$6,194	11	Sarah F	\$5,413	9	Jonathan J	\$4,863	3
Brandon P	\$6,193	8	Robert C	\$5,354	13	Brooke H	\$4,850	7
Owen H	\$6,183	7	Branden D	\$5,336	5	Jessica D	\$4,834	8
Derrick L	\$6,168	8	Joey B	\$5,316	4	Smiley M	\$4,821	6
Lucas D	\$6,112	8	John S	\$5,298	4	Ryan R	\$4,815	6
Greg D	\$6,108	11	Mikal R	\$5,296	5	Julianna S	\$4,759	4
Jennifer El-A	\$6,104	3	Emerson F	\$5,292	5	James C	\$4,747	4
Carter P	\$6,057	7	Samantha B	\$5,269	3	Moe K	\$4,732	4
Fred F	\$6,050	7	Nikki L	\$5,251	7	Etta L	\$4,730	8
Hadi H	\$6,004	7	Lauren C	\$5,250	4	Mycharra S	\$4,706	12
Lauren S	\$6,001	9	Asia H	\$5,232	3	Michael M	\$4,702	15
Jermaine W	\$5,988	7	Robert B	\$5,212	9	Karim M	\$4,698	5
Brian J	\$5,875	7	Damon H	\$5,196	4	Sergio D	\$4,665	7
Jamila W	\$5,872	13	Andres R	\$5,195	5	Katie McC	\$4,639	5
Jeremiah M	\$5,844	9	Ryan D	\$5,193	4	John H	\$4,627	4
Tonia B	\$5,825	3	Rafael M	\$5,177	5	Chrystal S	\$4,591	8
Brandon G	\$5,807	14	Christian A	\$5,175	7	Aaron N	\$4,584	5
Dakota Y	\$5,800	4	Chris M	\$5,174	5	Taylor M	\$4,580	6
Clarence J	\$5,783	7	Court L	\$5,124	6	Carlos M	\$4,535	7
Jack G	\$5,777	10	Hunter C	\$5,085	7	Morgan P	\$4,524	7
Jonathan S	\$5,766	5	Ryan B	\$5,080	5	Russell W III	\$4,500	5
Dajon T	\$5,743	5	Alstin V	\$5,067	5	Pierce M	\$4,468	6
Cristian S	\$5,703	8	Ali Al-K	\$5,061	3	Brooke M	\$4,431	4
Colby S	\$5,683	7	Ashlie A	\$5,051	5	Shane C	\$4,404	3
Kevin H	\$5,674	4	Troy B	\$5,025	5	Brooke G	\$4,395	5
Joseph C	\$5,565	7	Marianna A	\$4,996	3	Lana F	\$4,348	4
Kairee C	\$5,543	6	Mini M	\$4,954	2	Chad T	\$4,325	8
Anthony J	\$5,542	7	Oscar H	\$4,950	5	Elizabeth C	\$4,298	6
Diego G	\$5,532	4	James A	\$4,938	6	Dana S	\$4,283	4
Riley P	\$5,524	10	Blake N	\$4,917	7	Randall P	\$4,277	6
Shelley B	\$5,507	7	Jordan B	\$4,883	6	Brianna L	\$4,264	2

# LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Parker H	\$4,240	6	Patrick W	\$3,895	3	Skye K	\$3,548	4
Cody W	\$4,228	6	Terrence P	\$3,870	3	Josiah M	\$3,545	5
Dawn J	\$4,215	5	Lucas S	\$3,870	4	Barry Joe S	\$3,541	4
AJ R	\$4,211	7	Sherri W	\$3,861	3	Hunter B	\$3,509	7
Josh A	\$4,182	7	Victoria S	\$3,848	7	Kayla S	\$3,500	2
Joseph E	\$4,174	6	Shelby M	\$3,838	5	Zamantha M	\$3,499	4
Ali Al-H	\$4,172	8	Sarah S	\$3,818	4	John H	\$3,483	3
Ryan S	\$4,152	3	Addison D	\$3,816	6	Linda S	\$3,480	4
Marcus Al-S	\$4,150	4	Mark L	\$3,811	6	Rodney G	\$3,464	4
Mason H	\$4,128	3	Michaela C	\$3,799	4	Cam D	\$3,451	7
Tai S	\$4,123	6	Ellesa C	\$3,791	4	Jackie M	\$3,447	3
Asia G	\$4,123	3	Dee W	\$3,787	4	Crystal T	\$3,446	5
Ashley T	\$4,095	4	Joshua O	\$3,776	5	Chelsea P	\$3,442	3
Leslie I	\$4,091	7	Daniel L	\$3,768	4	Christie S	\$3,442	3
Becca A	\$4,049	4	Cameron H	\$3,749	4	Sam M	\$3,430	3
Anny C	\$4,043	3	Skye H	\$3,747	3	Samantha T	\$3,427	2
Myles C	\$4,035	3	Bryan W	\$3,744	4	Ashley T	\$3,425	1
Bailey G	\$4,017	6	Chad S	\$3,740	4	Alex F	\$3,423	4
Robert F	\$4,013	7	Marta C	\$3,737	4	Tyler	\$3,411	5
Shawn T	\$4,008	4	Jeremy P	\$3,727	5	Dylan C	\$3,410	6
Cody L	\$4,006	5	Jon G	\$3,711	3	Tameka D	\$3,409	9
Zalo L	\$4,002	6	Thomas G	\$3,681	3	Renee H	\$3,408	3
Steven H	\$4,000	3	Chris L	\$3,673	2	Dylan W	\$3,388	4
Michael W	\$4,000	4	Crystal J	\$3,670	3	Amanda F	\$3,384	5
Josh M	\$3,993	5	Jeff B	\$3,655	2	Candace G	\$3,384	2
Billy K	\$3,986	6	Ronnie B	\$3,638	6	Candice J	\$3,361	4
Chad A	\$3,982	6	John McC	\$3,636	6	Adam H	\$3,325	3
Chris N	\$3,948	2	Lacey L	\$3,635	5	Kailyn B	\$3,322	3
Joel F	\$3,935	5	Eric G	\$3,620	5	Stefanie R	\$3,305	4
Anis B	\$3,928	6	Andrea W	\$3,619	3	Doug H	\$3,296	5
Ryan S	\$3,927	5	Cody P	\$3,596	3	Tracy E	\$3,295	2
Renee F	\$3,922	4	Gabe T	\$3,579	3	Luke R	\$3,278	9
Brittany F	\$3,921	4	Regina L	\$3,554	3	Samantha R	\$3,277	7
Alex C	\$3,919	3	Bill Deck S	\$3,552	2	Ali O	\$3,264	4

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Bubba L	\$3,250	5
Shyla B	\$3,250	3
Michael S	\$3,250	4
Alex M	\$3,243	3
Casey W	\$3,223	5
Felipe C	\$3,214	4
Lynn F	\$3,211	5
Kareem B	\$3,199	3
Daniel K	\$3,180	4

AGENT	A/P	APPS
Corinne C	\$3,170	5
Joshua M	\$3,160	3
Jenny G	\$3,139	3
Solon S	\$3,127	4
Callie W	\$3,120	5
Ryan W	\$3,120	5
Rebekah H	\$3,102	4
Tracy S	\$3,100	4
Bruce P	\$3,100	6

AGENT	A/P	APPS
James T	\$3,099	3
Zach B	\$3,085	3
Leonardo D	\$3,073	3
Devin G	\$3,060	5
Adrian M	\$3,054	10
Gary P	\$3,048	8
Matt O	\$3,038	2
Cleo & M	\$3,020	3
Hanna E	\$3,006	5



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TO THE  
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HAVE A HAPPY

# MEMORIAL DAY

N A S B N A T I O N

MONDAY MAY 29

*Office Hours Update*



NASB OFFICES WILL BE CLOSED ON  
MONDAY, MAY 29TH IN OBSERVATION OF MEMORIAL DAY.  
WE WILL RETURN TO THE OFFICE ON TUESDAY, MAY 30TH.  
HAVE A SAFE AND WONDERFUL HOLIDAY!

# SODA CITY BOOT CAMP

COLUMBIA S.C.

JUNE 10

10 - 5



*Life is Good*

*Special Guest Speaker  
Beverly Crane*

*Plus Alex Morse*

*Andrew  
Everhart*

*Robert Hicks  
"The OG"*

Hilton Garden Inn 1200 Pickens Street Columbia SC 29201



## NASB ROADSHOW CHICAGO

TRAINING / OPPORTUNITY MEETING

**SATURDAY  
JUNE 17, 2023**

IF YOU ARE INTERESTED IN ATTENDING  
CONTACT US FOR MORE INFO

[NASBSalesMafia.com](http://NASBSalesMafia.com)



# SUMMER CAMP

*Richmond, VA*

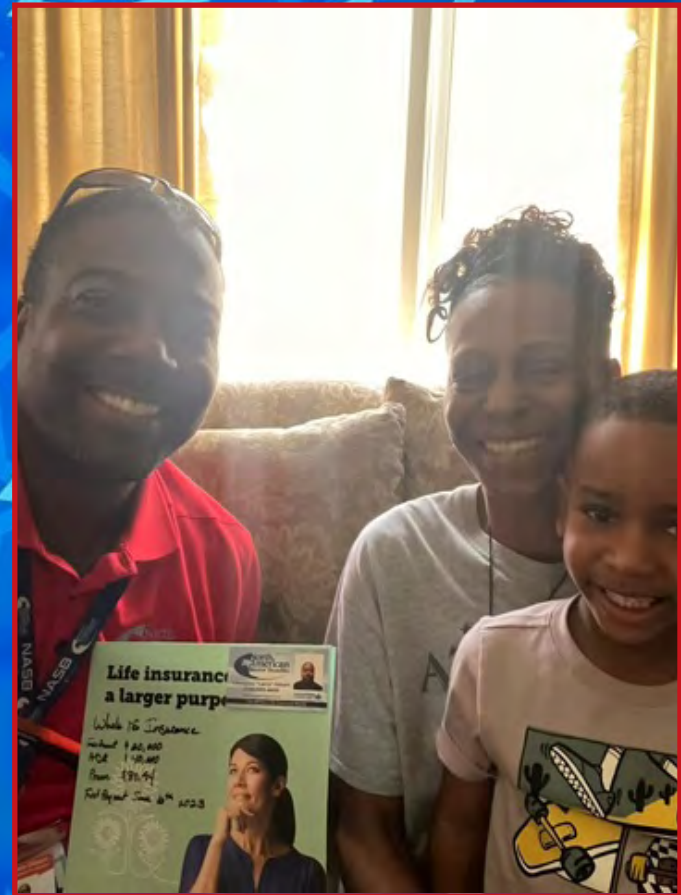


1021 Koger Center Blvd, Richmond, VA 23235

# 06.23.23



9:00a - 4:00p



# CHECK LEADS SALE

CHECK LEADS ARE NOW ONLY \$8 EACH

**(FORMERLY \$13) UNTIL JUNE 30TH!**

# NOW ON NASBINC.COM FOR DOWNLOAD: 2023 AGENT PRESENTATION

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TITLE PAGE



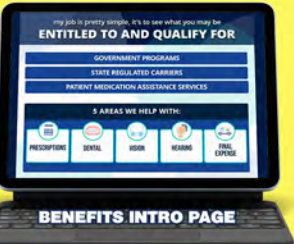
WHO WE ARE



BBB CERTIFICATE



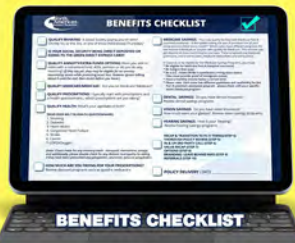
STATE LICENSE



BENEFITS INTRO PAGE



INTAKE DATA SHEET



BENEFITS CHECKLIST



GOVERNMENT PROGRAMS



PATIENT MED ASSISTANCE SVCS



PRESCRIPTION SAVINGS



DENTAL SAVINGS



HEARING & VISION



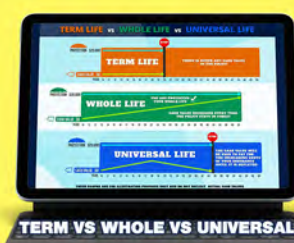
LAST THING WE DO PAGE



OTHER PROVIDERS



TOP RATED PROVIDERS



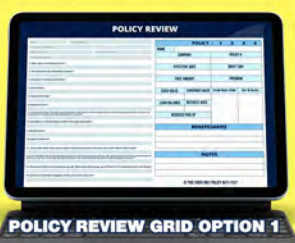
TERM VS WHOLE VS UNIVERSAL



3 CATEGORIES (OOPS/OUCH/UH OH)



POLICY REVIEW



POLICY REVIEW GRID OPTION 1



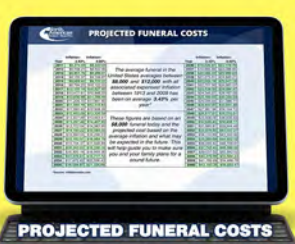
POLICY REVIEW GRID OPTION 2



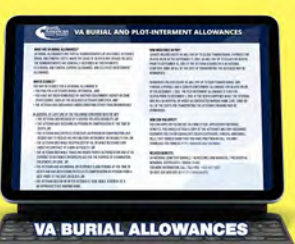
WHOLE LIFE QUOTE SHEET



AVERAGE FUNERAL COSTS



PROJECTED FUNERAL COSTS



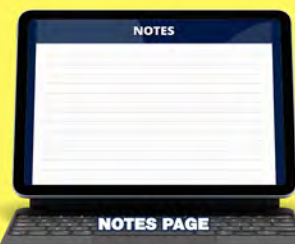
VA BURIAL ALLOWANCES



EMERGENCY CONTACT SHEET



CLIENT REFERRALS



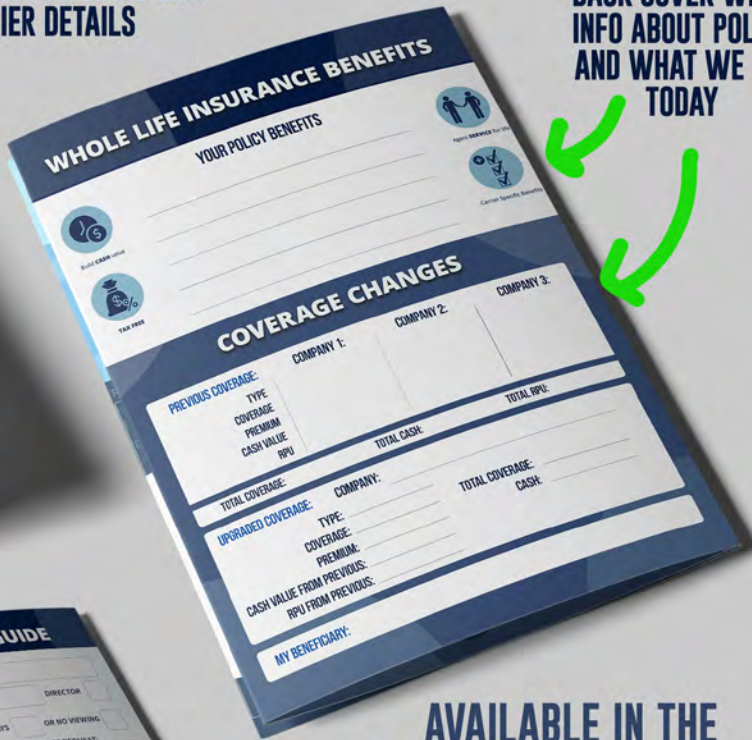
NOTES PAGE

**NEW PRESENTATION MATCHES OUR NEW TRI-FOLD 8.5X11 LEAVE BEHIND THAT WILL BE IN THE NASB STORE NEXT WEEK WHICH INCLUDES ALL DISCOUNTS, A MEMORIAL GUIDE, POLICY AND AGENT CONTACT INFORMATION!**



FRONT COVER WITH CONTACT INFO AND CARRIER DETAILS

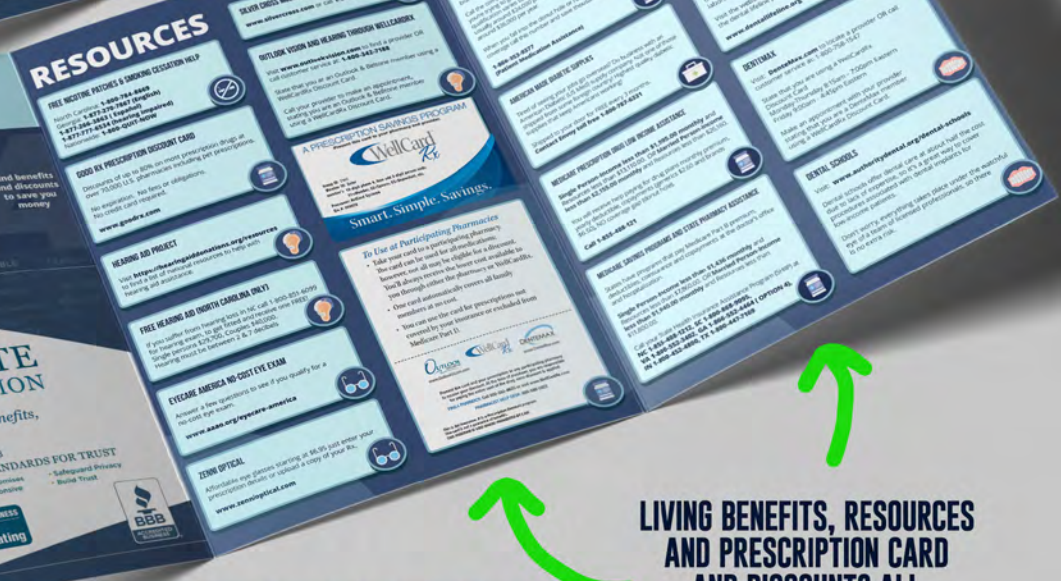
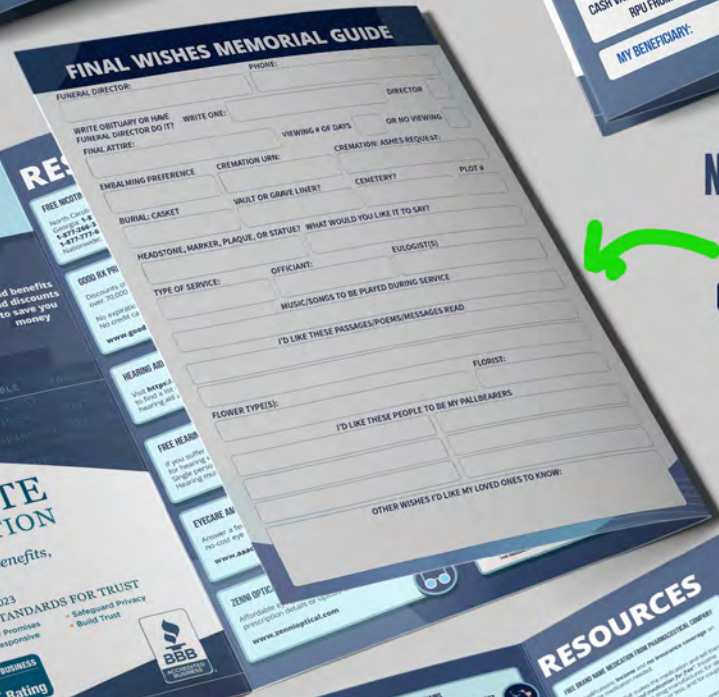
BACK COVER WITH INFO ABOUT POLICY AND WHAT WE DID TODAY



ABOUT US AND BBB CERTIFICATE

AVAILABLE IN THE NASB STORE NEXT WEEK!

MEMORIAL GUIDE BUILT IN WITH FILL IN THE BLANKS.



LIVING BENEFITS, RESOURCES AND PRESCRIPTION CARD AND DISCOUNTS ALL INSIDE.

**NEW**  
**TRIE OLD LEAVE BEHIND**

JUNE  
23-25

*Ladies of*  
**NASB**

# Congratulations Winners!

## TOP 5 FEMALE SM BUILDERS

JESSICA D.



KAILYN B.



MEKAYLA M.



ASIA H.



CHRISTINA B.



## TOP 5 FEMALE PRODUCERS

STACYE T.



CORRINE C.



BROOKE M.



JAIME M.



BEVERLY C.



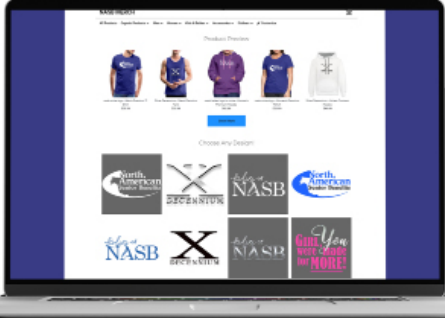
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**FAST SHIPPING  
& LOW PRICES!**

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[NASBINC.COM/NEW-PRINT-ON-DEMAND-MERCH](https://nasbinc.com/new-print-on-demand-merch)

## WE ARE NOW ON TIKTOK!



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**NEW DESIGNS  
IN THE MERCH  
STORE!**



### LIFE INSURANCE

IT'S THE AMERICAN THING TO DO



### gofundme

IS NOT LIFE INSURANCE



**FEBRUARY 10<sup>TH</sup>-17<sup>TH</sup>, 2024**  
**\$270,000 NET TO QUALIFY**  
**FROM 7/1/2022-12/31/2023**

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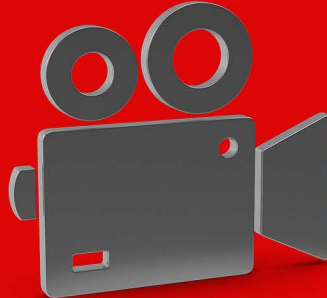
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**NEW NASB, LADIES OF NASB, AND TEAM MERCH PAGE!**

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