

Pulse

WHAT WE DO MATTERS

AGENT OF THE WEEK

A silver award card with a black border and five gold stars at the top. It features a photo of Yassir A and the following text:

- "ROOKIE" YASSIR A**
- #01 - SALES MAFIA TEAM**
- PRODUCTION: \$20,929**
- APPS: 19**
- AGENT OF THE WEEK**
- TEAM: SALES MAFIA**
- TIME IN FIELD: ROOKIE**

The North American Senior Benefits logo is at the bottom.

A smaller version of the award card, tilted, showing the same photo and text as the larger one.

Yassir A



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	\$779,192	802
Garrett H	\$680,617	737
Josh S	\$592,594	648
Keith T	\$546,363	712
Blair O	\$399,711	378
Greg B	\$389,123	413
Nick G	\$358,062	346
Ashley C	\$331,493	366
Andrew E	\$331,154	366
Isaac S	\$308,424	354
Brian C	\$285,467	354
Dusty T	\$250,612	359
Laura M	\$178,599	178
Blythe W	\$160,758	239
Max G III	\$159,758	186
Cole T	\$155,202	177

TEAM	A/P	APPS
Will K	\$149,063	152
Garrett S	\$145,707	159
Scott D	\$95,443	87
Mason D	\$90,883	58
Shane R	\$88,087	99
Alex C	\$72,718	88
Dennis R	\$70,349	71
Kailyn B	\$69,497	69
Asia H	\$66,595	70
Ali O	\$62,002	58
Storme C	\$57,765	62
Nate S	\$56,317	56
Naomi G	\$52,593	69
Mekayla M	\$51,682	61
Gerardo M	\$51,473	0
Steven H	\$51,418	42

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
Cody L	\$48,664	71
James T	\$48,229	61
Blake N	\$48,224	48
Dylan W	\$48,011	84
Rafael R	\$47,144	52
AJ R	\$47,102	61
Alex M	\$46,405	49
Carlos FV	\$45,674	48
Abel H	\$44,858	55
Martin M	\$44,297	36
Al-S	\$43,043	39
Rodney G	\$42,259	38
Derrick L	\$40,165	40
Dustin H	\$39,542	46
Jakob R	\$39,515	24
Eugene M	\$38,634	36
Russell W III	\$38,353	42
Spencer V	\$36,268	34

TEAM	A/P	APPS
Branden D	\$35,935	53
Christina B	\$35,210	29
Josiah M	\$33,412	22
Jermaine W	\$32,386	27
Robert H	\$32,083	41
Stephen D	\$30,305	22
Art T	\$29,032	40
Chrystal S	\$28,622	44
Courtney P	\$28,261	46
Alex P	\$28,214	28
Matt F	\$28,045	34
Bryson S	\$28,002	26
Jash T	\$27,843	33
Jamal A	\$26,617	25
Cat B	\$26,276	27
Doug H	\$25,398	47
Connor E	\$25,233	25

TEAM	A/P	APPS
Mark B	\$24,379	14
Brian A	\$24,165	25
Josh O	\$24,085	30
Chelsea P	\$23,824	23
Owen M	\$23,466	34
Bobby P	\$23,179	38
Rex N	\$22,957	0
Nick R	\$22,549	22
Bethany W	\$22,482	15
David E	\$22,051	30
Tai S	\$21,308	19
Chris L	\$20,807	20
Whitney H	\$20,704	34
Hobbs J	\$20,649	25
Zachary F	\$20,615	20
Nick C	\$20,168	21
Dima F	\$20,168	21

\$9k-\$19,999k

TEAM	A/P	APPS
Nelson C	\$19,411	15
Ryan B	\$19,252	17
Nikki L	\$19,188	19
Jack G	\$18,857	24
Jalen D	\$18,673	20
Jessica D	\$18,588	38
Brooke M	\$17,989	19
Grayson R	\$17,986	17
Joe B	\$17,363	15
Amanda F	\$17,345	15
Mike R	\$17,066	14
Ashley B	\$16,992	14
Jonathan S	\$16,901	20
Eric G	\$16,859	21
William D	\$16,853	13
Candace N	\$16,796	12
Gerardo P	\$16,648	23
Danny B	\$16,398	20
Joseph E	\$16,256	10
Linda S	\$16,194	13
Mike J	\$16,053	10

TEAM	A/P	APPS
Damon W	\$15,948	8
Christopher H	\$15,862	14
Deedee P	\$15,647	17
Kevin H	\$15,261	10
Xavier C	\$15,084	14
Anthony H	\$14,916	8
Karen F	\$14,423	24
Brittney P	\$14,390	13
Fred F	\$14,329	34
Anthony J	\$14,223	25
Crystal T	\$14,196	15
Bobby B	\$14,177	16
Jack M	\$13,881	14
Marcus C	\$13,859	30
Stacey T	\$13,758	6
Court L	\$13,510	12
Mitch B	\$13,339	17
Carter P	\$13,187	22
Cameron M	\$12,393	17
Jaime M	\$12,247	18
Katie M	\$12,156	17

TEAM	A/P	APPS
Michael C	\$11,918	15
Samantha R	\$11,828	12
Lauren C	\$11,360	9
Walter G	\$11,121	16
Sam P	\$10,988	15
John H	\$10,869	12
Kristi J	\$10,765	11
Jonathan J	\$10,739	20
Adrienne M	\$10,605	20
Tracy S	\$10,542	10
Jim H	\$10,464	12
Tissany A	\$10,383	17
Amy M	\$10,378	14
Tracy E	\$10,195	12
John S	\$9,957	13
Billy K	\$9,761	28
Tiffany T	\$9,549	11
Connor H	\$9,541	8
Melody T	\$9,444	10
Janard H	\$9,200	10
Christian A	\$9,065	15

LAST WEEKS.....

\$10k GRAND LAND AGENTS

AGENT	A/P	APPS
Yassir A	\$20,929	19
Ali O	\$18,110	14
Gerardo M	\$17,772	0
Martin M	\$16,735	15
Damon W	\$15,948	8
Carlos FV	\$15,470	12
Kevin H	\$15,261	10
Dima F	\$14,392	15
Courtney P	\$13,880	26
Stacye T	\$13,785	6
Joshua T	\$12,110	8
Michael M	\$12,040	8
Steven C	\$11,928	11
Cameron M	\$11,923	16
Samantha R	\$11,828	12
Matthew T	\$11,790	12
Phillip J	\$11,751	0
Lacey L	\$11,188	6
Laura B	\$11,083	7

AGENT	A/P	APPS
Nick R	\$11,075	0
Gerardo P	\$11,043	13
Alec G	\$10,913	9
Anis B	\$10,823	6
Fred F	\$10,650	28
Teona H	\$10,632	9
Mark B	\$10,594	8
Skylor G	\$10,570	8
Derrick L	\$10,542	13
Nikki L	\$10,531	7
Doug H	\$10,524	25
Jim H	\$10,464	12
Frank S	\$10,404	3
Blaine M	\$10,400	8
Michael C	\$10,127	13
Chad A	\$10,075	10
Jonathan S	\$10,067	10
David E	\$10,058	10

LAST WEEKS..... TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Yassir A	\$20,929	19	Chad A	\$10,075	10	Jaime M	\$7,875	13
Ali O	\$18,110	14	Jonathan S	\$10,067	10	Janard H	\$7,870	8
Gerardo M	\$17,772	0	David E	\$10,058	10	Mike B	\$7,867	4
Martin M	\$16,735	15	Fatima J	\$9,853	5	Lucas S	\$7,822	7
Damon W	\$15,948	8	Donnovan B	\$9,835	9	Brittney P	\$7,795	7
Carlos FV	\$15,470	12	Chrissy S	\$9,664	6	Owen M	\$7,770	10
Kevin H	\$15,261	10	Candace N	\$9,536	6	Tissany A	\$7,770	10
Dima F	\$14,392	15	Matt R	\$9,463	5	Kailyn B	\$7,688	6
Courtney P	\$13,880	26	Stefanie R	\$9,351	7	Frank W	\$7,687	6
Stacye T	\$13,785	6	Joe H	\$9,328	12	Chris H	\$7,495	7
Joshua T	\$12,110	8	Melody C	\$9,320	7	Kristi J	\$7,423	7
Michael M	\$12,040	8	Eli S	\$9,290	7	Spencer V	\$7,407	6
Steven C	\$11,928	11	Rekan S	\$9,252	7	Ashley T	\$7,394	8
Cameron M	\$11,923	16	Herman R	\$9,160	4	Renee F	\$7,368	5
Samantha R	\$11,828	12	Ricky M	\$9,119	7	Malika W	\$7,366	7
Matthew T	\$11,790	12	Brett B	\$9,043	11	Anthony D	\$7,356	7
Phillip J	\$11,751	0	Bryson S	\$8,940	7	Christie S	\$7,298	7
Lacey L	\$11,188	6	Brandon P	\$8,922	18	Mitch B	\$7,295	11
Laura B	\$11,083	7	Thomas B	\$8,916	7	Hobbs J	\$7,280	7
Nick R	\$11,075	0	Brittney B	\$8,797	6	Will F	\$7,256	6
Gerardo P	\$11,043	13	Marcus Al-S	\$8,688	6	Ashley B	\$7,189	6
Alec G	\$10,913	9	Avery P	\$8,650	9	Stephen D	\$7,160	5
Anis B	\$10,823	6	Joel F	\$8,583	7	Casey W	\$7,147	7
Fred F	\$10,650	28	Amanda F	\$8,572	7	Branden D	\$7,141	10
Teona H	\$10,632	9	Jonathan M	\$8,502	0	Josiah M	\$7,140	2
Mark B	\$10,594	8	Chris N	\$8,316	6	Joseph E	\$7,104	6
Skylor G	\$10,570	8	Naomi G	\$8,288	11	Robert F	\$7,062	7
Derrick L	\$10,542	13	Russell W III	\$8,112	7	Jack M	\$7,020	7
Nikki L	\$10,531	7	Sarah S	\$8,110	4	Mike T	\$7,007	4
Doug H	\$10,524	25	Laquanda S	\$8,069	7	Steve D	\$6,996	4
Jim H	\$10,464	12	Deedee P	\$8,007	8	Charles S	\$6,935	9
Frank S	\$10,404	3	Chelsea P	\$7,991	6	Semenya J	\$6,933	7
Blaine M	\$10,400	8	Sheena W	\$7,920	13	Tim R	\$6,840	4
Michael C	\$10,127	13	James A	\$7,897	7	Leonardo D	\$6,834	10

LAST WEEKS..... TOP PRODUCERS

AGENT	A/P	APPS
Chris M	\$6,804	7
Ryan S	\$6,684	10
Eugene M	\$6,648	7
Kalid H	\$6,640	6
Dennis R	\$6,632	5
Rickey	\$6,611	7
Connor F	\$6,586	11
Nicholas R	\$6,543	5
Sergio D	\$6,517	6
Melody T	\$6,502	5
Jalen D	\$6,500	7
Cameron W	\$6,500	7
Chad S	\$6,460	6
Paige	\$6,362	6
Randall P	\$6,356	9
Court L	\$6,329	5
Alicia R	\$6,328	7
Ashley G	\$6,326	3
Jeremiah M	\$6,312	6
Chris R	\$6,309	3
Andrew C	\$6,255	5
Lana F	\$6,232	8
Zach	\$6,203	3
Mike J	\$6,200	5
Smiley M	\$6,171	7
Tammy H	\$6,114	5
Cat B	\$6,108	6
Hunter C	\$6,096	6
Carlos R	\$6,088	4
Laura K	\$6,060	5
Micah T	\$6,044	6
Ann B	\$6,010	6
Shawn T	\$5,993	10
Jermaine W	\$5,988	7

AGENT	A/P	APPS
Angela F	\$5,940	4
Joshua O	\$5,912	9
Regina L	\$5,910	9
Jason B	\$5,908	4
Shay J	\$5,902	4
Alstin V	\$5,870	6
Carnetta	\$5,846	4
Emilee A	\$5,776	6
Brittany B	\$5,773	4
Matt F	\$5,704	10
Josiah A	\$5,688	8
Oscar H	\$5,674	7
Rachel J	\$5,673	6
Zack G	\$5,652	5
Josh A	\$5,624	7
Deon D	\$5,579	8
William R	\$5,577	7
Christina B	\$5,574	5
Bruce P	\$5,542	4
Stephanie J	\$5,509	4
Alex P	\$5,498	5
Brandi B	\$5,493	5
Moe H	\$5,481	5
Ryan B	\$5,439	6
Carlos M	\$5,437	5
Parker T	\$5,415	5
Josh S	\$5,400	1
Josh W	\$5,360	6
Linda D	\$5,357	6
Lynn F	\$5,340	4
Blake N	\$5,314	5
Cortez J	\$5,292	3
Steven H	\$5,240	4
Daniel S	\$5,180	7

AGENT	A/P	APPS
Lucas C	\$5,140	5
Lydia W	\$5,130	14
Mariana G	\$5,118	2
lauren F	\$5,112	5
Jack G	\$5,102	7
Bill E	\$5,097	6
Elizabeth F	\$5,031	7
Pascual	\$5,005	4
Xan G	\$5,001	5
Carter P	\$4,996	6
Tonya K	\$4,990	0
Lauren C	\$4,982	4
Mini M	\$4,954	2
Krystle H	\$4,932	6
Nichole B	\$4,931	5
Mikal R	\$4,911	5
Skye H	\$4,893	7
Ineida A	\$4,865	2
Ryan B	\$4,862	4
Ryan S	\$4,850	4
Aaron N	\$4,812	5
Thomas G	\$4,803	8
Ronnie B	\$4,792	6
Steven W	\$4,791	13
Michael W	\$4,784	5
Lucas D	\$4,774	6
Adam H	\$4,758	5
Sarah F	\$4,734	8
Moe K	\$4,716	4
Nelson C	\$4,699	4
Sherri W	\$4,691	5
Brad K	\$4,612	4
Kathleen I	\$4,611	5
Cameron H	\$4,608	1

LAST WEEKS..... TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Brittany W	\$4,607	6	Christopher H	\$4,140	9	Annsley J	\$3,757	5
Billy K	\$4,606	9	Cameron K	\$4,137	6	Art T	\$3,735	5
Karim M	\$4,598	5	Loc P	\$4,135	6	Cody L	\$3,728	5
Renauld L	\$4,577	5	Ryan R	\$4,118	4	Tai S	\$3,723	4
Greg D	\$4,569	6	DeQuentin D	\$4,116	5	Patrick W	\$3,705	1
Sam P	\$4,551	6	Ronald T	\$4,100	5	Matt O	\$3,691	4
Robert C	\$4,526	7	Maranda P	\$4,097	5	Kirk G	\$3,689	4
Ashley F	\$4,512	5	Jessica D	\$4,081	4	Nate S	\$3,672	4
Trina C	\$4,497	10	Amy M	\$4,077	6	Mario F	\$3,669	5
Blythe B	\$4,490	7	Robert H	\$4,062	3	Hope F-T	\$3,658	3
Brian J	\$4,483	6	Antonio I	\$4,048	7	Rashaan M	\$3,656	6
Brian Co	\$4,457	4	Jillian M	\$4,037	5	Andres R	\$3,628	6
Elizabeth C	\$4,454	4	Bobby B	\$4,032	6	Dylan C	\$3,622	5
Mycharra S	\$4,439	6	William B	\$4,008	3	Jenny G	\$3,619	
John S	\$4,428	5	Martha B	\$4,002	4	Jake T	\$3,606	4
Marissa R	\$4,417	5	Etta L	\$4,000	8	Linda S	\$3,594	7
Lois M	\$4,413	4	John H	\$3,959	5	Michael M	\$3,593	3
Chris J	\$4,404		Beverley C	\$3,950	3	William K	\$3,575	3
Trevor S	\$4,380	3	Todd H	\$3,938	7	Bethany W	\$3,569	2
Shelley B	\$4,372	5	Alex M	\$3,937	7	Dave S	\$3,568	3
Tim DeF	\$4,368	4	Pierce M	\$3,908	3	Joseph C	\$3,552	4
Christian A	\$4,331	7	Teddy H	\$3,892	0	Monica S	\$3,550	7
Garrett H	\$4,296	5	Zamantha M	\$3,887	4	Whitney H	\$3,550	4
Kendra R	\$4,240	7	Crystal J	\$3,884	3	Garrett S	\$3,550	6
Brandon L	\$4,235	4	Tim N	\$3,879	4	Stephen M	\$3,533	3
Lorenzo D	\$4,232	5	AJ R	\$3,878	5	Matteo A	\$3,529	4
Daniel L	\$4,200	4	Bernard C	\$3,827	5	Ali Al-K	\$3,517	3
Titus H	\$4,190	5	Chrystal S	\$3,817	8	Damon H	\$3,503	5
Dylan A	\$4,186	4	Katie M	\$3,804	4	Charles M	\$3,497	3
Shyla B	\$4,184	11	Jeff B	\$3,804	4	Bryan B	\$3,496	3
Val A	\$4,169	5	Leslie I	\$3,776	10	Taylor R	\$3,464	4
Lydia M	\$4,155	8	George M	\$3,766	7	Larry G	\$3,459	3
Robert T	\$4,154	6	Alex M	\$3,764	6	Dylan B	\$3,456	2
Grace S	\$4,140	8	Daniel K	\$3,761	5	Samantha T	\$3,427	2

LAST WEEKS..... TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Ashley T	\$3,425	1	Jakob R	\$3,279	3	Nick R	\$3,132	4
Michaela H	\$3,424	4	Jamal A	\$3,264	3	Latoya D	\$3,108	3
Karen F	\$3,420	6	Sydney F	\$3,249	3	Drew L	\$3,108	3
Anthony H	\$3,398	4	Brittany F	\$3,243	5	Cody P	\$3,104	4
Jake K	\$3,384	3	Ashlie A	\$3,235	2	Connor E	\$3,084	3
Alec H	\$3,370	3	Dalton W	\$3,220	2	Rafael M	\$3,068	5
Garfield	\$3,360	1	Felipe C	\$3,214	4	Matt D	\$3,067	4
Brandon R	\$3,360	5	Josh M	\$3,212	4	Kiana T	\$3,061	4
LaDebra M	\$3,343	13	Stacey R	\$3,211	3	Dana S	\$3,061	5
Michael S	\$3,343	3	Tamekia W	\$3,210	0	Julianna S	\$3,061	5
Josh J	\$3,343	5	James B	\$3,200	3	Nick G	\$3,060	5
Tracie B	\$3,340	6	Tiffany T	\$3,193	4	Robert H	\$3,034	2
Taylor M	\$3,340	6	Marjorie M	\$3,183	9	James B	\$3,018	6
Elizabeth S	\$3,326	4	Tracy S	\$3,176	3	Shelby M	\$3,018	3
Amanda L	\$3,299	3	Abel H	\$3,166	4	Isaiah J	\$3,017	4
Joey B	\$3,292	4	Gary P	\$3,164	8	Matthew L	\$3,002	2
Shanna B	\$3,280	4	Addison D	\$3,153	7	Samantha B	\$3,001	3

#1 APP WRITER
FRED F
WITH 28 APPS!

Text the Batphone!

SEND US YOUR PHOTOS
& VIDEOS FROM THE
FIELD, CONVENTIONS,
AND TRIPS!!

770-840-5467

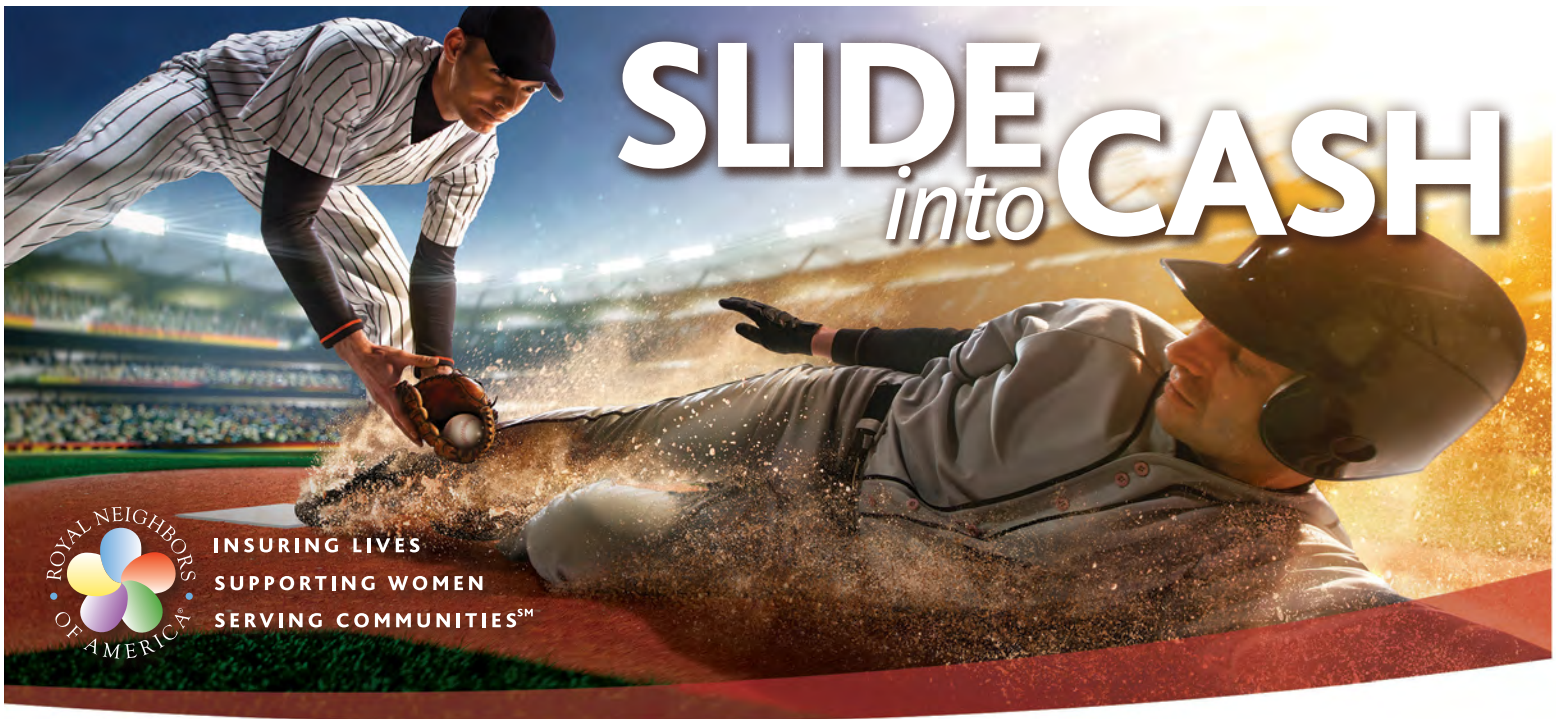


SODA CITY BOOT CAMP
COLUMBIA S.C.
JUNE 10
10 - 5



Hilton Garden Inn 1200 Pickens Street Columbia SC 29201





- Get a “Base Hit” and earn a **2%** bonus on every Single Premium Whole Life case submitted and activated with a **\$25,000 to \$49,999** premium!
- “Knock it out of the Park” and earn a **3%** bonus on every **\$50,000** or higher Single Premium Whole Life case submitted and activated!



Contest details:

- **2%** bonus will be awarded on each \$25,000 to \$49,999 Single Premium Whole Life case submitted and activated.
- **3%** bonus will be awarded on each \$50,000 or higher Single Premium Whole Life case submitted and activated.

To qualify:

- **ONLY** Single Premium Whole Life^{#1} cases are eligible.
- Applications must be submitted on or after **5/15/2023** through **8/15/2023** and must be paid/activated by **9/29/2023**.
- Applications split between two agents will be counted proportionately. Example: 50% per agent.
- 1035 Exchanges **MUST** be honored.
- QoB – Agent must hold an active contract and must be in good standing both at the time certificate is issued and at the time bonuses are given. Quality of business and good standing are defined on the Royal Neighbors Agent Portal.
- If an agent has any outstanding debt, any bonus awards the agent becomes eligible for will be applied to the agent’s balance first.

- No award is guaranteed and will be issued at the sole discretion of Royal Neighbors of America. Royal Neighbors reserves the right to modify or cancel this promotion at any time.
- Promotion period: **5/15/2023 – 8/15/2023**.

Incentive payment method:

1. All Incentive payments will be made via Electronic Funds Transfer (EFT) directly into the bank account Royal Neighbors has on file for you.
 2. If you don’t have a bank account on file with Royal Neighbors, a Manual check will be mailed to your mailing address.
- If you have any questions regarding the payment information or amount, please contact Royal Neighbors of America Sales Support at 800-770-4561, Option 1, Option 5.

^{#1} Form Series 181812, underwritten by Royal Neighbors of America – not available in all states. Contractual provisions and limitations may vary by state.

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253-232AA Rev. 5-2023

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**NASB
ROADSHOW
CHICAGO**

TRAINING / OPPORTUNITY MEETING
**SATURDAY
JUNE 17, 2023**

IF YOU ARE INTERESTED IN ATTENDING
CONTACT US FOR MORE INFO

NASBSalesMafia.com




SUMMER
Richmond, VA
CAMP

North American Senior Benefits

1021 Koger Center Blvd, Richmond, VA 23235

06.23.23



LIFE INSURANCE
IT'S THE AMERICAN THING TO DO

**FIND THIS DESIGN IN OUR STORE
IN TIME FOR JULY FESTIVITIES!
CLICK HERE!**



Leads Sale

Overflow Check Leads: \$13
NORMALLY \$19

Check Sale Leads \$8
NORMALLY \$13

Digital Sale Leads \$4
NORMALLY \$9

Diamond Leads \$6
NORMALLY \$12

**Now Through
June**



NASB MICHIGAN BOOTCAMP



FEATURING:
VICE PRESIDENT
STORME CARLETON

- ✓ THE OPPORTUNITY YOU'VE BEEN LOOKING FOR: NASB?
- ✓ LEARN FROM THE BEST
- ✓ TEAM BUILDING & SALES TRAINING

JUNE 25TH
10AM-4PM

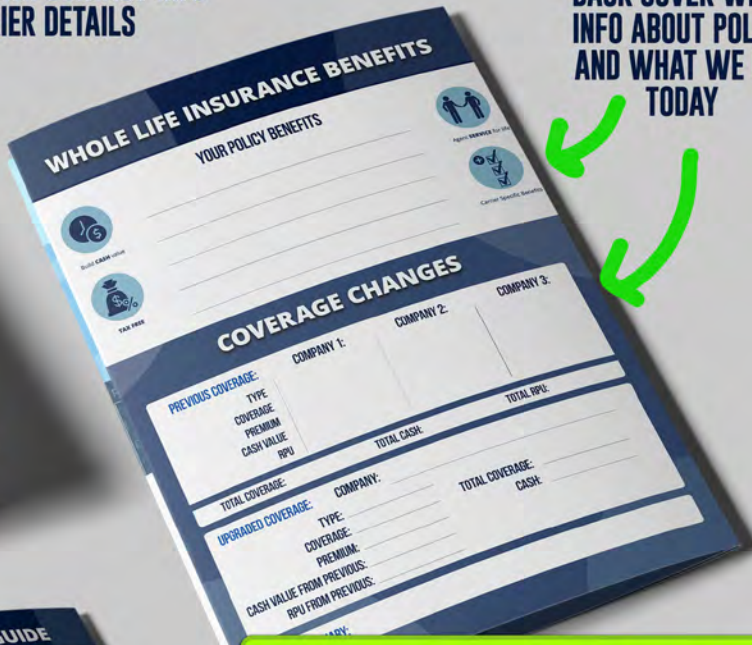
CANOPY BY HILTON DOWNTOWN
GRAND RAPIDS MICHIGAN



FEATURING:
NATIONAL SALES MGR
SPENCER VANDYKE

FRONT COVER WITH CONTACT INFO AND CARRIER DETAILS

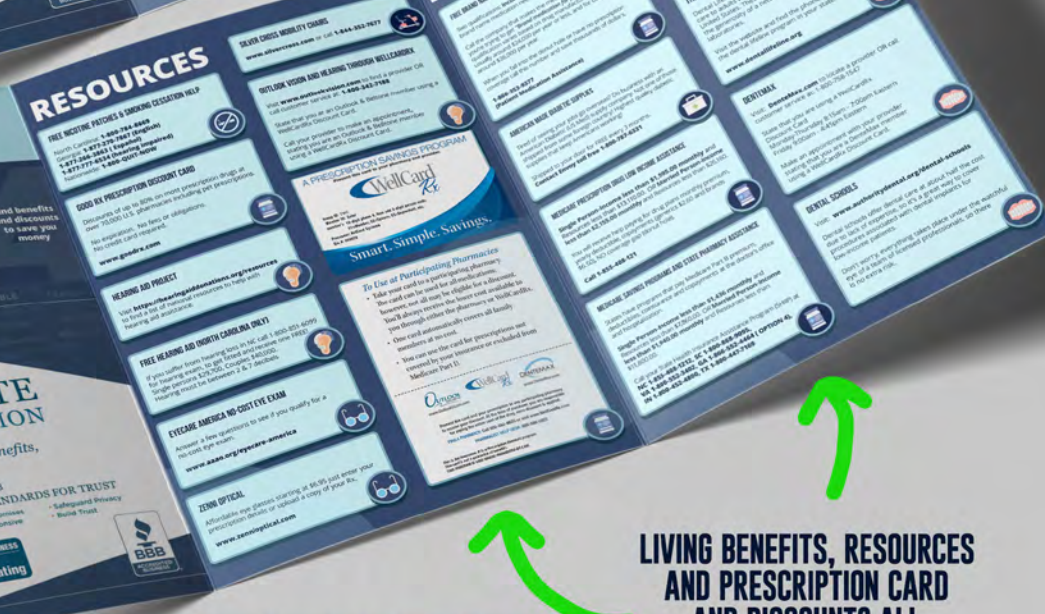
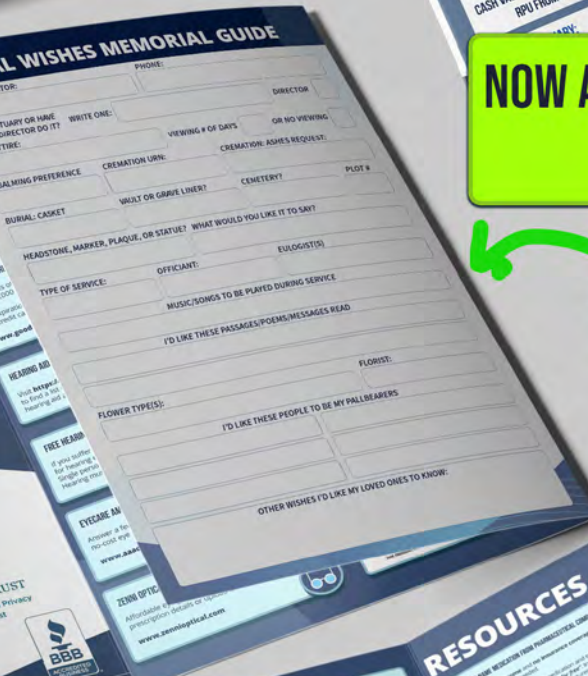
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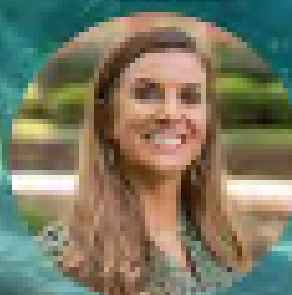
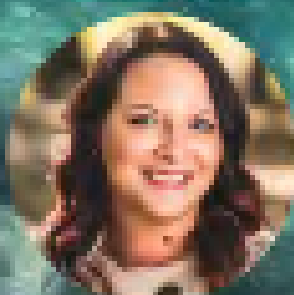
JESSICA D.

KAILYN B.

MEKAYLA M.

ASIA H.

CHRISTINA B.



TOP 5 FEMALE PRODUCERS

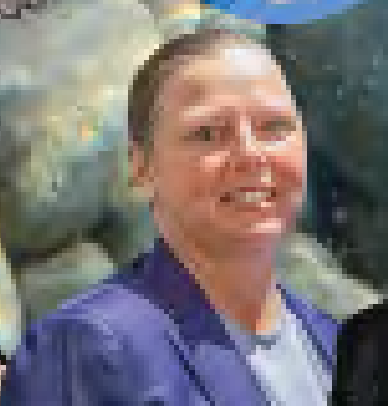
STACY T.

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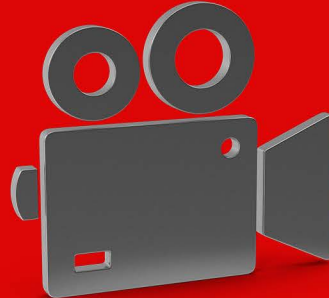
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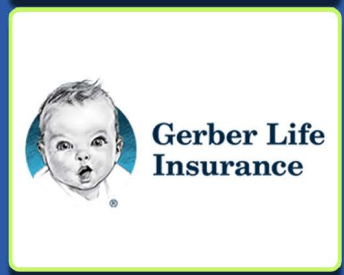
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