



the pulse

VOLUME 12 - ISSUE 36

WHAT WE DO MATTERS!

AGENT OF THE WEEK



THE INFAMOUS ALEX C., AKA: KING KONG
HAD AN BEAST OF A WEEK LAST WEEK. HE WENT INTO THE FIELD LOOKING FOR UNINSURED SENIORS AND BANANAS... FINDING NO BANANAS, HE WROTE AN EPIC \$15,341 IN A/P ON 8 APPS! LOOK OUT! KING KONG IS ON A WARPATH!



North American Senior Benefits
1-866-926-9000 | NASBINC.COM
922A HURRICANE SHOALS RD.
LAWRENCEVILLE, GA 30043

Last
Week's

Top Teams

\$50k+

TEAM	A/P	APPS
Chris C	\$721,324	772
Garrett H	\$657,822	709
Josh S	\$576,020	627
Keith T	\$408,412	576
Andrew E	\$346,792	392
Greg B	\$306,186	346
Blair O	\$250,241	244
Ashley C	\$245,233	280
Isaac S	\$243,174	289
Nick G	\$242,517	236
Brian C	\$225,789	268
Dusty T	\$219,399	314
Max G	\$184,456	206

TEAM	A/P	APPS
Blythe W	\$139,127	192
Laura M	\$118,437	178
Garrett S	\$102,946	119
Will K	\$102,913	103
Alex C	\$98,422	79
Cole T	\$81,035	97
Scott D	\$69,277	97
Dustin H	\$60,902	45
Branden D	\$57,370	84
Alex M	\$56,565	66
Marcus Al-S	\$55,505	48
Rafael R	\$51,280	54

#1 APP WRITER

Jacob W

WITH 23 APPS

\$20k-\$49,999k

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Naomi G	\$48,946	63	Abel H	\$34,506	46	Mason D	\$24,520	35
Steven H	\$48,068	42	Matthew T	\$33,804	29	Xavier C	\$23,595	23
AJ R	\$47,495	49	Alex P	\$33,514	31	Spencer V	\$23,563	27
Blake N	\$44,466	41	Cat B	\$28,314	29	Bobby B	\$23,293	19
Cody L	\$41,893	55	Connor E	\$28,304	29	Joe B	\$23,015	25
Asia H	\$41,290	45	Jermaine W	\$28,173	30	Eugene M	\$22,720	21
Shane R	\$41,180	43	Russell W III	\$27,659	27	Danny B	\$22,453	16
Storme C	\$40,300	55	Brian A	\$27,538	26	Dennis R	\$22,303	24
Nate S	\$38,860	39	Walter G	\$27,371	18	John S	\$22,232	30
Kailyn B	\$36,370	41	Grayson R	\$27,104	27	Adrienne M	\$21,800	21
Martin M	\$36,316	30	Whitney H	\$26,796	32	Mekayla M	\$21,494	32
Dylan W	\$36,003	57	James T	\$26,138	32	Doug H	\$21,134	27
Eric G	\$34,662	25	Stephen D	\$25,224	28	Dima F	\$20,681	21

\$9k-\$19,999k

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Connor H	\$19,756	22	Owen M	\$13,638	19	Windy H	\$11,217	16
Robert H	\$18,970	27	Katie M	\$13,498	23	John H	\$11,182	15
Ali O	\$18,831	28	Chad S	\$13,407	16	Mike B	\$10,749	9
Jaime M	\$18,830	26	Ryan B	\$12,759	13	Brooke M	\$10,580	18
Josiah M	\$18,604	16	Nichole B	\$12,675	8	Riley P	\$10,575	20
Becca A	\$18,358	42	Tracy S	\$12,655	16	Carter P	\$10,534	21
Courtney P	\$17,968	20	Amanda F	\$12,456	19	Jack M	\$10,373	11
Jalen D	\$17,564	14	Jack G	\$12,177	20	Nick R	\$10,350	8
Rex N	\$17,385	21	Lydia W	\$12,093	11	Billy K	\$10,315	17
Daniel K	\$16,812	13	Mario F	\$11,854	14	Brittney P	\$10,074	10
Chuekha H	\$16,443	27	Jonathan S	\$11,851	14	Guy M	\$10,005	14
Gerardo M	\$16,007	14	Mitch B	\$11,830	13	Ryan S	\$9,837	18
Marcus C	\$15,660	30	Pierce M	\$11,815	16	Tyler E	\$9,667	6
Bobby P	\$15,444	18	Brooke M	\$11,702	12	Fred F	\$9,429	11
Pat W	\$14,633	9	Anthony H	\$11,633	13	Rodney G	\$9,263	11
Christina B	\$14,618	28	Jim H	\$11,491	6	Linda S	\$9,191	7
Jonathan J	\$14,572	17	Lauren C	\$11,382	9	Tyler K	\$9,046	10
Steven C	\$14,472	16	Bryson S	\$11,307	13			
Anthony J	\$14,112	28	Chelsea P	\$11,295	11			

Last Week's \$10k Grand Land Agents

AGENT	A/P	APPS
Alex C	\$15,341	8
Matteo A	\$14,052	8
Maranda P	\$14,021	15
Steven C	\$13,645	13
Lydia M	\$12,099	11
Martin M	\$11,385	11
Lydia W	\$11,278	9
Michael M	\$11,224	8
Connor H	\$11,161	12
Jon G	\$11,098	8

AGENT	A/P	APPS
Patrick W	\$11,053	7
Jim H	\$10,728	5
Brandon R	\$10,660	16
Aus N	\$10,640	12
Isaiah J	\$10,590	7
Steven H	\$10,556	10
Rafael M	\$10,499	9
Cameron K	\$10,392	1
Courtney C	\$10,115	10

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
Alex C	\$15,341	8	Ali O	\$8,196	6	Ryan S	\$6,188	11
Matteo A	\$14,052	8	Joe H	\$7,965	11	Tony F	\$6,138	8
Maranda P	\$14,021	15	Billy K	\$7,960	10	Bill E	\$6,135	7
Steven C	\$13,645	13	Brandon P	\$7,935	10	Gonzalo L	\$6,132	6
Lydia M	\$12,099	11	Alex P	\$7,920	7	Melody T	\$5,980	5
Martin M	\$11,385	11	Peyton W	\$7,789	7	Melinda P	\$5,940	5
Lydia W	\$11,278	9	Andrea W	\$7,742	7	Anthony H	\$5,930	5
Michael M	\$11,224	8	Riddick B	\$7,633	8	Titus H	\$5,832	5
Connor H	\$11,161	12	Stefanie R	\$7,545	7	Grace S	\$5,723	7
Jon G	\$11,098	8	Neal K	\$7,456	6	Ryan B	\$5,714	6
Patrick W	\$11,053	7	Branden D	\$7,305	9	Brett B	\$5,699	6
Jim H	\$10,728	5	Gerardo P	\$7,247	9	Austin O	\$5,680	5
Brandon R	\$10,660	16	Tommy G	\$7,240	11	Andrea S	\$5,658	15
Aus N	\$10,640	12	Ashley B	\$7,192	6	Matt D	\$5,639	6
Isaiah J	\$10,590	7	Dale P	\$7,137	8	Nick R	\$5,635	4
Steven H	\$10,556	10	Dallas B	\$7,006	7	Jermaine W	\$5,632	7
Rafael M	\$10,499	9	Marcus C	\$6,991	12	Taylor M	\$5,630	5
Cameron K	\$10,392	1	Shana R	\$6,928	8	Stephen D	\$5,625	7
Courtney C	\$10,115	10	Nichole B	\$6,916	4	Brittany R	\$5,620	8
Matthew T	\$9,804	8	Josiah M	\$6,902	4	Emily S	\$5,588	8
Tyler E	\$9,667	6	Marcus Al-S	\$6,852	4	Mikal R	\$5,510	5
Daniel K	\$9,480	4	Lindsay L	\$6,846	6	Macy H-P	\$5,506	7
Dima F	\$9,459	8	Lauren C	\$6,794	4	Chelsea P	\$5,472	6
Taylor Alivia	\$9,456	10	Ryan S	\$6,792	6	Jaime M	\$5,464	14
Gerardo M	\$9,336	8	Matthew M	\$6,791	3	Russell W III	\$5,424	6
Briana B	\$9,242	8	Naomi G	\$6,760	6	Cameron M	\$5,380	3
Ann B	\$9,175	6	Brandi B	\$6,683	5	Alex F	\$5,376	6
Spencer V	\$9,107	13	Eli S	\$6,672	4	Connor E	\$5,373	6
Paige A	\$9,018	6	Jonathan M	\$6,671	6	Elizabeth C	\$5,340	4
AJ R	\$9,010	14	Loc P	\$6,670	7	Jennifer El-A	\$5,340	4
Seth B	\$8,961	7	Daniel L	\$6,651	5	Chance L	\$5,296	3
Charles S	\$8,949	5	Clarence J	\$6,522	5	Garrett H	\$5,288	5
David F	\$8,889	7	Samantha B	\$6,450	5	Ben B	\$5,262	6
Jacob W	\$8,853	23	Bobby B	\$6,399	6	Jere M	\$5,230	5
Cameron W	\$8,751	4	Solon S	\$6,388	12	Zac C	\$5,228	4
Mason H	\$8,595	10	Stephanie J	\$6,339	5	Matthew L	\$5,220	7
Greg D	\$8,292	10	Krystle H	\$6,236	5	Fred F	\$5,181	7

Last Week's

Top Producers

AGENT	A/P	APPS
Brett M	\$5,164	5
Colby S	\$5,132	6
Chad S	\$5,120	6
Courtney H	\$5,100	4
Lacey L	\$5,072	8
Jackie M	\$5,069	3
Yassir A	\$5,062	6
Cliff S	\$5,052	5
Corinne C	\$5,024	6
Mitch B	\$4,969	4
Bryan B	\$4,968	5
Chris D	\$4,965	4
Mario F	\$4,953	6
Felisha L	\$4,891	3
Dustin H	\$4,872	1
Michael S	\$4,860	8
Garrett S	\$4,848	1
Krista L	\$4,828	3
Jack G	\$4,818	10
Riley P	\$4,807	14
Kendra K	\$4,786	8
Abel H	\$4,783	9
Andres R	\$4,744	6
Ashley G	\$4,728	5
Bruce C	\$4,690	3
Rachel J	\$4,611	6
Troy B	\$4,608	4
Bailey G	\$4,569	4
Luke A	\$4,559	5
Ashley T	\$4,551	5
Olivia O	\$4,543	5
Linda D	\$4,538	6
Tim N	\$4,525	2
Andrew W	\$4,482	4
Rebekah H	\$4,466	5
Don G	\$4,440	5
Josh J	\$4,417	6

AGENT	A/P	APPS
Alex M	\$4,400	6
Chad A	\$4,377	5
Brooke G	\$4,367	5
Tanya V	\$4,308	4
Trenton B	\$4,306	1
Ali Al-K	\$4,302	4
Dylan B	\$4,256	2
Smiley M	\$4,253	7
Tonia W	\$4,238	4
Jack M	\$4,238	4
Anis B	\$4,227	4
Ahmadou C	\$4,224	4
Guy M	\$4,218	6
Karen F	\$4,212	5
Jessica R	\$4,209	3
Kristin M	\$4,208	4
Casey K	\$4,191	3
Robert H	\$4,186	6
Joseph C	\$4,166	5
Jonathan S	\$4,139	5
Daniel S	\$4,122	5
Donna T	\$4,113	4
Brandon H	\$4,089	4
Joey B	\$4,074	5
Brooke M	\$4,070	4
Tracy H	\$4,058	2
Jordan R	\$4,055	3
Hobbs J	\$3,960	7
Brittney P	\$3,960	6
Karim M	\$3,957	6
Mick P	\$3,930	4
Nicholas R	\$3,911	7
Zachary E	\$3,899	5
Nate S	\$3,876	4
Sergio D	\$3,841	10
Thomas B	\$3,840	8
Lois M	\$3,831	3

AGENT	A/P	APPS
Jon B	\$3,807	4
Jozef B	\$3,765	3
Betsy B	\$3,756	3
Isai C	\$3,755	3
Christian A	\$3,738	5
Ingrid B	\$3,720	3
Charles U	\$3,688	2
Josh M	\$3,684	5
Anthony D	\$3,678	4
LaDebra M	\$3,657	8
Mary M	\$3,655	2
Brandon M	\$3,648	6
Trevor S	\$3,645	4
Pat B	\$3,644	4
Alexander I	\$3,627	4
Samantha W	\$3,620	5
Ashley C	\$3,603	3
Windy H	\$3,577	7
Nelson C	\$3,539	4
Carter P	\$3,534	8
Dave M	\$3,530	3
Grayson R	\$3,509	4
Shawn T	\$3,502	4
Christopher H	\$3,501	3
Marvin O	\$3,492	3
Addison D	\$3,490	6
Brian J	\$3,473	4
Shane C	\$3,463	3
Ricky M	\$3,408	3
Jadon V	\$3,400	6
William R	\$3,369	3
Malika W	\$3,362	4
shelly L	\$3,346	2
Brad K	\$3,327	3
Jonathan P	\$3,266	2
Charles P	\$3,263	4
Lucas S	\$3,259	3

Last
Week's

Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Dennis R	\$3,252	3	Dalton W	\$3,169	4	DeQuentin D	\$3,045	4
Chris L	\$3,241	2	Storme C	\$3,158	5	Brooke H	\$3,036	5
Matt F	\$3,240	4	Clarissa H	\$3,132	5	Kim M	\$3,036	4
Mary G	\$3,239	2	Kristi J	\$3,114	8	Laquanda S	\$3,035	4
Will F	\$3,232	4	Shelley B	\$3,113	2	Cody P	\$3,033	4
Pierce M	\$3,216	5	Jessica W	\$3,090	7	Colin S	\$3,012	2
Michelle J	\$3,210	2	Mark T	\$3,085	2	Ashley R	\$3,005	4
Stacey R	\$3,189	2	Jalen D	\$3,084	2	Joey H	\$3,000	6
Jess H	\$3,174	3	Casey W	\$3,066	3	Dom M	\$3,000	3





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

SE Caribbean - Virgin Cruise Lines

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

**LOG-IN
NOW!**



770-840-5467



**CHAT THE BAT! WE WANT YOUR PHOTOS FROM THE FIELD!
SHOW US THE AMAZING WORK YOU ARE DOING AND THE
FABULOUS SENIORS YOU ARE SERVING! TEXT THE BATPHONE!**

A promotional graphic for merchandise. On the left, a black t-shirt is shown with a white collar and the text "North American Senior Benefits" in a logo, followed by "gofundme" in green and "IS NOT LIFE INSURANCE" in white. Next to it is a dark blue baseball cap with the same logo and text. In the bottom left is a white mug with a blue handle and the same "LIFE is UNCERTAIN But I'm NOT!" design. On the right, a man with curly hair is wearing a white t-shirt with the "LIFE is UNCERTAIN But I'm NOT!" design. A large blue diagonal banner across the center reads "NEW MERCH DESIGNS IN THE STORE! CLICK HERE!". At the bottom center is a large version of the "LIFE is UNCERTAIN But I'm NOT!" design, which features a yellow background with black diagonal stripes and the text in black and white. The North American Senior Benefits logo is also present in the bottom right of this design.

FALL REGIONAL CONFERENCE

OCTOBER 20TH-21ST

RECEPTION THE EVENING OF OCT. 20TH
ALL DAY TRAINING SEMINAR OCT. 21ST

EMBASSY SUITES BY HILTON CHARLOTTE
CONCORD GOLF RESORT & SPA
5400 JOHN Q HAMMONS DR. NW,
CONCORD NC 28027





OCT 27TH
LAUNCH
PARTY

OCT 28TH
MAIN
SESSION

ONLY
\$39

HOLE-IN-ONE
CONTEST TO WIN A
MERCEDES!



WOODLANDS
TEXAS



MOMENTUM²⁹

NASB FALL REGIONAL CONFERENCE
OCTOBER 27TH-28TH

WATERWAY MARRIOTT

1601 LAKE ROBBINS DR., THE WOODLANDS, TX 77380

FOR MORE INFORMATION OR TO RSVP CONTACT:
FINALEXPENSEBKC@GMAIL.COM OR 337-412-2082



First Steps

For Life

 Liberty Bankers[®]
Insurance Group | Liberty Bankers Life

Introducing our Juvenile Whole Life Plan: First Steps...For Life

Liberty Bankers Life Insurance Company (LBL) is excited to announce our Flex4Life Juvenile plan has a new name, plus multiple enhanced features.

The revised and improved policy, called **First Steps...For Life**, will offer the following enhancements:

- Whole Life Plan ages 15 days to 17 years old
- Face Amount: \$10 – \$50,000
- Four Payment Plan Options:
 - Whole Life to age 121
 - Whole Life paid up at age 70
 - Whole Life paid up in 10 years
 - Whole Life paid up in 20 years
- Easy Issue Underwriting
 - If all health questions are correctly answered "No", then the insured is eligible for up to \$50,000 of coverage
- All sales for this product will count as credit toward the 2024 Agent Incentive Trip to Playa Mujeres, Mexico

If you have questions about First Steps...For Life, please call your upline manager or contact our Agent Support team at (214) 245-5292.

Thank you for your partnership with LBL!

Liberty Bankers Life Insurance Company lbig.com

For Agents Only: Official TCPA Do Not Call Registry



SEPTEMBER 5TH - NOVEMBER 2ND

HARVEST-Fest CONTEST

ELIGIBLE PRODUCTS:

DIGNIFIED CHOICE[®] FINAL EXPENSE
SAFESHIELD[®] SIMPLIFIED ISSUE TERM

2 WAYS TO WIN!

PRIZES WILL BE AWARDED TO THE TOP 5 PRODUCERS
AND BY RANDOM DRAWING TO 21 PRODUCERS.
EACH NET ISSUED AND PAID ELIGIBLE PRODUCT POLICY GETS YOU AN ENTRY!

CONTEST IS BASED ON NUMBER OF NET ISSUED AND PAID APPLICATIONS.
IN THE EVENT OF A TIE, WE WILL USE THE TOTAL ANNUALIZED PREMIUM.
APPLICATIONS MUST BE DATED SEPTEMBER 5, 2023 OR LATER.
THE MORE BUSINESS YOU WRITE, THE MORE CHANCES YOU HAVE TO WIN!

PRIZES

TOP 5 PRODUCERS

1ST: \$1,000
2ND: \$750
3RD: \$500
4TH: \$250
5TH: \$100

DRAWING PRIZES

1 WINNER: \$2,000
2 WINNERS: \$1,500
3 WINNERS: \$1,000
4 WINNERS: \$500
5 WINNERS: \$240
6 WINNERS: \$200



COLUMBIAN FINANCIAL GROUP

SPONSORED BY
COLUMBIAN LIFE AND
NORTH AMERICAN SENIOR BENEFITS



EXCLUSIVELY FOR NASB AGENTS!

QUALIFICATION BASED ON NET ISSUED AND PAID DIGNIFIED CHOICE[®] FINAL EXPENSE AND SAFESHIELD[®] SIMPLIFIED ISSUE TERM POLICIES FROM SEPTEMBER 5 THROUGH NOVEMBER 2, 2023. CREDIT FOR ALL POLICIES WITH COMMISSION SPLITS WILL GO TO THE WRITING AGENT. THIS PROGRAM IS SUBJECT TO STATE LIMITATIONS ON AGENT EXPENSING/PRIZES. AMOUNT PAYABLE MAY BE ADJUSTED IF THE AGENT HAS A NEGATIVE BALANCE WITH THE COMPANY. GENERAL AGENT/AGENT MUST BE

**NEW AMAM PRODUCT!
MORE INFO ONLINE HERE**



HELPING TO PROVIDE FINANCIAL SECURITY FOR YOUR LOVED ONES.

SafeCare Term

SIMPLIFIED ISSUE TERM LIFE INSURANCE*



Level Term Life Insurance to Age 95 with 10-, 15-, 20-, & 30- Year Level Premium Period
Policy Form No. 3768

Level Term Life Insurance to Age 95 with 20- & 30- Year Level Premium Period with Return Of Premium
Policy Form No. 3769

* Policy performance based on values guaranteed in the policy language and according to policy terms.

PRODUCTS NOT AVAILABLE IN ALL STATES.

Jet into the Holidays!



Royal Neighbors of America® will award up to **\$5,000 CASH** for writing Jet Whole Life and Jet Term!



Contest Period: 9/11/2023 through 11/20/2023

Eligible Products: Jet Whole Life (Form Series 211811) and Jet Term (Form Series 1611).

Top 3 Performers Cash Prize:

The Top 3 sales leaders will earn a cash prize based on their Net Activated Premium ranking. The Top 3 sales leaders will not qualify for any other cash prize.

Top 3 Performers	Cash Prizes
1st Place	\$5,000
2nd Place	\$2,500
3rd Place	\$1,500

Other Cash Prize Qualifiers:

All agents who did not qualify for the Top Performer prizes but submitted 3 or more activated Jet Term or Whole Life Applications during the contest period will receive a \$50 per certificate Cash Prize.

Plus:

All agents who did not qualify for the Top Performer prizes but submitted 3 or more activated Jet Term or Whole Life Applications during the contest period will also be entered into a random prize drawing for \$1,000 cash.

A Top Performer will only be paid for a single Bonus Level achieved. The Bonus Level the agent achieves will be determined after 12/18/2023.

Incentive payment method:

All Incentive payments will be made via Electronic Funds Transfer (EFT) or via a Manual check if we do not have a bank account on file.

Contest Rules:

- Qualifying applications must be submitted on or after 9/11/2023 through 11/20/2023.
- Eligible certificates must be placed and paid no later than 12/18/2023.
- A minimum of 3 Jet applications must be submitted, paid, and activated in order for the agent to be entered into this Incentive Contest.
- The first premium MUST be honored in order for the certificate to be counted in the promotion.
- Applications split between two agents will be counted proportionately. Example: 50% per agent.
- All agents who qualify for a promotional award will be paid after 12/18/2023 so the final Annualized Premium, Bonus Levels and random drawing winner can be determined.
- 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.

The Boring Stuff: 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. If an agent has any outstanding debt, any cash prize the agent becomes eligible for will be applied to the agent's balance first. All promotion rules are written and will be interpreted by Royal Neighbors of America. 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.

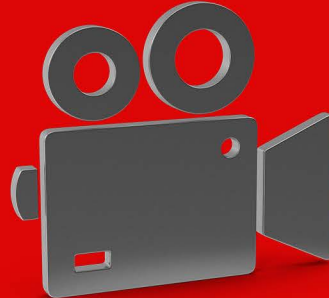
Jet Term and Jet Whole Life are not available in all states. Contractual provisions and limitations may vary by state.

Void where prohibited. Limited awards available while supplies last.



AUDIO TRAINING & MOTIVATION LIBRARY

VIDEO TRAINING



RECRUITING RESOURCES

NASB STORE



CARRIER PROMOS & INCENTIVES



FORMS & DOWNLOADS

CHECK OUT THE NEW CLIENT SITE
NASBSUPPORT.COM



A GREAT RESOURCE TO PROVIDE TO YOUR CLIENTS. MORE UPDATES COMING SOON!

VISIT NOW



BUY LEADS



DON'T HAVE A LOGIN TO OUR WEBSITE? CREATE ONE HERE!

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

EVENT NEWS, INFORMATION AND EVERYTHING NEW!

CARRIER RESOURCES & TRAINING PAGES



VISIT: NASBINC.COM FOR MORE!