

VOLUME 12 - ISSUE 37

the PULSE

What We Do Matters!

Agent of the Week

Jalen D.
AMERICAN
Muscle

JALEN D., AKA, **AMERICAN MUSCLE**, TOOK TOO THE FIELD LIKE A **MUSTANG** LAST WEEK. **CHARGING** THROUGH NEIGHBORHOODS AND **DODGING** OBJECTIONS, HE **TRANSFORMED** THE LEADS OF **26** CLASSIC SENIORS INTO LEGACIES, WRITING **\$46,010** IN A/P LIKE A **BOSS!** OUR AMERICAN MUSCLE THREW A **JAVELIN** THAT WILL BE HARD TO **DART** PAST BUT **CHALLENGERS** ARE WELCOME! REMEMBER, GOOD PRESENTATIONS ARE:

GTO
GREATER THAN OBJECTIONS

Jalen D.

North American Senior Benefits



North American Senior Benefits
1-866-926-9000 | NASBINC.COM
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LAWRENCEVILLE, GA 30043

Top Teams

LAST WEEK

\$50K+

TEAM	A/P	APPS
Chris C	\$825,445	856
Garrett H	\$745,089	784
Josh S	\$654,609	688
Keith T	\$510,195	602
Andrew E	\$400,897	407
Greg B	\$344,360	446
Blair O	\$316,484	290
Isaac S	\$299,905	362
Nick G	\$290,181	263
Ashley C	\$284,702	373
Brian C	\$262,039	304
Dusty T	\$258,950	319
Max G	\$205,816	209
Blythe W	\$171,546	214
Laura M	\$130,337	178
Garrett S	\$128,582	131
Will K	\$127,804	122

TEAM	A/P	APPS
Cole T	\$104,349	110
Scott D	\$93,989	143
Alex C	\$92,631	107
Naomi G	\$78,995	87
Carlos FV	\$63,697	62
Steven H	\$62,758	57
Alex M	\$62,107	58
Cody L	\$60,417	71
Branden D	\$60,335	74
Storme C	\$60,148	58
Dustin H	\$59,494	63
Rafael R	\$57,916	62
Dylan W	\$57,033	82
Blake N	\$53,573	57
Asia H	\$52,927	65
Jalen D	\$51,634	33
Will K	\$127,804	122

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
AJ R	\$47,495	49
Derrick L	\$47,318	62
Dennis R	\$46,275	36
Kailyn B	\$44,838	52
Spencer V	\$43,576	38
Mekayla M	\$43,137	59
Nate S	\$42,790	44
Abel H	\$41,136	53
Joshua T	\$39,882	38
Cat B	\$38,656	42
Russell W III	\$37,984	32
Mason D	\$37,510	32
Marcus Al-S	\$37,411	40
Connor E	\$35,910	35
Alex P	\$35,884	41
Joe B	\$34,960	32
Shane R	\$33,563	37

TEAM	A/P	APPS
Ali O	\$33,405	27
Gerardo M	\$32,861	23
Grayson R	\$31,940	29
Martin M	\$31,179	31
Stephen D	\$29,624	30
Xavier C	\$28,865	27
Doug H	\$28,725	33
Jermaine W	\$28,173	30
Brian A	\$27,538	26
Robert H	\$27,460	29
Eric G	\$27,406	29
Connor H	\$27,226	25
Stacye T	\$26,826	25
James T	\$26,769	31
Whitney H	\$25,203	20
Walter G	\$24,546	19
Tai S	\$24,326	34

TEAM	A/P	APPS
William D	\$24,235	20
Daniel K	\$24,187	19
Donnovon B	\$23,923	42
Dima F	\$23,474	24
Josiah M	\$23,375	29
Nick R	\$22,644	18
Art T	\$22,298	40
Mike B	\$22,072	19
Jonathan S	\$22,040	16
John H	\$21,827	18
Anthony J	\$21,638	29
Rex N	\$21,514	28
Danny B	\$21,157	23
Chad S	\$20,891	20
Matthew T	\$20,160	21
Christina B	\$20,062	25

\$9K-\$19,999K

TEAM	A/P	APPS
Tracy S	\$19,958	28
Chuekha H	\$19,724	27
Owen M	\$19,436	25
Brooke M	\$18,623	27
Katie M	\$18,200	23
Ryan B	\$17,834	18
Guy M	\$17,563	26
Courtney P	\$17,370	20
Eugene M	\$17,095	21
Grace W	\$16,974	10
Brooke M	\$16,739	23
Chad A	\$16,446	16
Mario F	\$16,394	21
Colby S	\$16,203	26
Rodney G	\$16,193	17
Lydia W	\$16,117	10
Pierce M	\$16,070	15
Adrienne M	\$16,060	12
Jaime M	\$15,457	23

TEAM	A/P	APPS
Ryan S	\$15,315	17
Kalid H	\$15,002	12
Becca A	\$14,962	15
Amanda F	\$14,915	16
Pat W	\$14,898	13
Amy M	\$14,677	17
Tyler K	\$14,366	18
Jonathan J	\$13,751	15
Mike R	\$13,619	15
Bobby B	\$13,611	24
Bobby B	\$13,611	24
Billy K	\$13,371	15
Brittney P	\$13,249	12
Anthony H	\$13,029	15
Fred F	\$12,905	16
Carter P	\$12,533	19
Windy H	\$12,365	16
Jessica D	\$12,269	40
Chrystal G	\$12,124	21

TEAM	A/P	APPS
Riley P	\$11,973	18
Mitch B	\$11,830	13
Cameron M	\$11,756	15
Jim H	\$11,715	12
Tracy E	\$10,899	23
Christopher H	\$10,700	13
Jack G	\$10,645	12
Tiffany T	\$9,974	13
Candace N	\$9,872	10
Zamantha M	\$9,746	12
Steven W	\$9,542	15
Bobby P	\$9,503	20
Alstin V	\$9,487	17
Crystal T	\$9,354	11
Chelsea P	\$9,262	11
Hobbs J	\$9,195	10
Linda S	\$9,191	7
Nichole B	\$9,122	10

Last Week's ★
**TOP GRAND
 LAND AGENTS**

AGENT	A/P	APPS
Jalen D	\$46,010	26
Martin M	\$21,180	22
Rebekah H	\$20,865	8
Stacye T	\$16,758	9
David F	\$16,726	11
Ernie P	\$16,352	30
William D	\$14,383	11
Emerson F	\$14,383	11
Nick R	\$14,016	8
Mike R	\$13,619	1
Steven H	\$13,480	7
Lydia W	\$13,219	8
Ricky M	\$13,124	10
Grace W	\$12,992	7
Carlos FV	\$12,780	9
Brandon R	\$12,511	13

AGENT	A/P	APPS
Connor H	\$12,224	13
Yassir A	\$12,048	10
Tony F	\$11,764	7
Briana B	\$11,435	10
Daniel S	\$11,218	12
Joshua T	\$11,160	5
Sheena W	\$11,112	7
Trevor S	\$10,908	11
Gerardo M	\$10,895	5
Kalid H	\$10,787	7
Chris L	\$10,420	2
Matthew T	\$10,200	8
Tommy G	\$10,144	13
Donnovan B	\$10,083	7
Jim H	\$10,020	11

OUR #1 APP WRITER LAST WEEK

ERINIE P.

WITH 30 APPS!

Last Week's

TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Jalen D	\$46,010	26	Spencer V	\$9,508	12	Riddick B	\$7,422	9
Martin M	\$21,180	22	Garrett H	\$9,422	8	Shirley S	\$7,408	7
Rebekah H	\$20,865	8	Art T	\$9,380	18	Wanda L	\$7,252	6
Stacye T	\$16,758	9	Beverley C	\$9,272	16	Emily S	\$7,251	9
David F	\$16,726	11	Rafael M	\$9,089	11	Hunter C	\$7,239	5
Ernie P	\$16,352	30	Janard H	\$9,042	13	Stefanie R	\$7,230	9
William D	\$14,383	11	AJ R	\$9,010	14	Anis B	\$7,200	6
Emerson F	\$14,383	11	Seth B	\$8,965	7	Anthony D	\$7,128	8
Nick R	\$14,016	8	Carnetta	\$8,892	6	Sam	\$7,113	4
Mike R	\$13,619	1	Eugene M	\$8,892	13	Becca A	\$7,044	5
Steven H	\$13,480	7	Cameron M	\$8,840	12	Claybert L	\$6,981	8
Lydia W	\$13,219	8	Blake N	\$8,808	4	Blair O	\$6,948	4
Ricky M	\$13,124	10	Billy K	\$8,586	7	Nicholas R	\$6,851	9
Grace W	\$12,992	7	Dallas B	\$8,544	8	Jason B	\$6,834	6
Carlos FV	\$12,780	9	Brandon P	\$8,433	11	Brian R	\$6,826	2
Brandon R	\$12,511	13	Dima F	\$8,410	11	Mahdi A	\$6,792	3
Connor H	\$12,224	13	Josh W	\$8,349	7	Matthew M	\$6,791	3
Yassir A	\$12,048	10	Alex P	\$8,232	8	Hobbs J	\$6,780	6
Tony F	\$11,764	7	Chantel H	\$8,172	4	Matt D	\$6,766	7
Briana B	\$11,435	10	Jessica C	\$8,134	6	Malika W	\$6,749	8
Daniel S	\$11,218	12	Fred F	\$8,106	11	Joel F	\$6,747	6
Joshua T	\$11,160	5	Hailey	\$8,088	5	Jonathan S	\$6,712	5
Sheena W	\$11,112	7	Brian C	\$8,004	9	Samantha W	\$6,706	6
Trevor S	\$10,908	11	Lauren F	\$7,973	6	Marcus A	\$6,630	5
Gerardo M	\$10,895	5	Brittney P	\$7,822	8	Mikal R	\$6,602	5
Kalid H	\$10,787	7	Courtney P	\$7,801	10	Samantha D	\$6,588	7
Chris L	\$10,420	2	Andrea W	\$7,689	5	Sam P	\$6,528	8
Matthew T	\$10,200	8	Chad A	\$7,686	5	Clarence J	\$6,522	5
tommy G	\$10,144	13	Ali O	\$7,678	4	Landon H	\$6,516	4
Donnovan B	\$10,083	7	Brooke M	\$7,652	8	Cody C	\$6,473	5
Jim H	\$10,020	11	Nick R	\$7,544	5	Christopher H	\$6,470	8
Derrick L	\$9,975	13	Joe H	\$7,539	7	Todd H	\$6,470	5
Jeannette B	\$9,904	10	Ryan S	\$7,496	3	Stephen D	\$6,375	6
Mike T	\$9,755	5	Brittany R	\$7,489	10	Stephanie J	\$6,339	5
Jason B	\$9,597	8	Josh J	\$7,481	9	Drew L	\$6,312	6
Gerardo P	\$9,567	10	Jack G	\$7,454	8	Drake T	\$6,312	6
Steven W	\$9,542	15	Ashley B	\$7,452	4	Laura B	\$6,304	13

Last Week's

TOP PRODUCERS

AGENT	A/P	APPS
Ann B	\$6,298	6
Isaiah J	\$6,289	3
Melinda P	\$6,266	6
Robert H	\$6,261	6
Monica H	\$6,234	6
Owen M	\$6,168	8
William R	\$6,166	5
Logan Y	\$6,135	5
Andrea S	\$6,082	7
Randy L	\$6,024	2
Kaitlyn R	\$5,949	6
Larry G	\$5,875	6
Stalin V	\$5,810	5
Haley F	\$5,793	8
Renee F	\$5,791	4
Lisa S	\$5,738	6
Ashton M	\$5,712	6
Christian A	\$5,711	5
Storme C	\$5,690	6
Sergio D	\$5,665	5
Melody T	\$5,650	5
Russell W III	\$5,640	5
Jermain W	\$5,632	7
Smiley M	\$5,630	8
Phillip J	\$5,623	4
Gary S	\$5,623	4
Aus N	\$5,600	9
Jake K	\$5,596	4
Christina B	\$5,573	5
Moe A	\$5,504	6
Solon S	\$5,421	11
Ryan S	\$5,411	7
Jaime M	\$5,386	6
Mike B	\$5,346	8
Callie W	\$5,340	7
Ben B	\$5,337	6
Cliff S	\$5,324	6

AGENT	A/P	APPS
Tai S	\$5,306	9
Naomi G	\$5,302	5
Yvette H	\$5,295	4
Patricia H	\$5,284	5
Michael C	\$5,253	5
Resie	\$5,164	6
Linda D	\$5,163	11
Nelson C	\$5,163	6
Levi H	\$5,139	7
Dom M	\$5,114	4
Mycharra S	\$5,097	7
Chris N	\$5,088	5
Amanda L	\$5,056	7
Dale P	\$5,052	4
Joshua W	\$5,033	6
James C	\$5,003	5
Jackie M	\$4,992	4
Bobby B	\$4,974	9
Zac C	\$4,973	10
Mitch B	\$4,969	4
Branden D	\$4,946	8
Devin G	\$4,944	4
Amber B	\$4,930	6
Carter P	\$4,919	8
Jeremiah M	\$4,908	4
Felisha L	\$4,891	3
Ashley G	\$4,877	3
Sarah S	\$4,840	6
Brian Co	\$4,834	5
Brooke M	\$4,824	9
Leslie I	\$4,785	8
Lucas S	\$4,755	5
Brittany R	\$4,741	5
Steven C	\$4,701	3
Robert G	\$4,678	2
Tiffany T	\$4,671	4
Oscar H	\$4,660	6

AGENT	A/P	APPS
Alek M	\$4,648	3
John H	\$4,638	5
Kelly D	\$4,624	4
Cameron F	\$4,610	4
Donyel R	\$4,574	4
Dave M	\$4,572	3
Alstin V	\$4,570	7
Ryan B	\$4,562	5
Anthony J	\$4,555	9
Miguel R	\$4,547	4
Court L	\$4,518	3
Daniel B	\$4,515	7
Grace S	\$4,492	7
Asia H	\$4,492	5
Ronnie B	\$4,484	7
Peyton W	\$4,481	5
Ryan H	\$4,455	3
Jorge H	\$4,441	6
Josiah M	\$4,428	5
Jessica D	\$4,413	5
Lucas D	\$4,410	6
Brian J	\$4,408	4
Rafael A	\$4,368	6
Rex N	\$4,366	6
Jillian M	\$4,364	3
Nathan A	\$4,356	5
Zachary E	\$4,310	7
Bill E	\$4,268	4
Leo D	\$4,234	3
Tyler E	\$4,227	7
Brandon C	\$4,224	5
Ahmadou C	\$4,224	4
Mason H	\$4,215	5
Robert C	\$4,209	4
Brad K	\$4,196	4
Greg D	\$4,190	9
Ashlie A	\$4,189	3

Last Week's

TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Gonzalo L	\$4,183	9	Tonia B W	\$3,791	4	Ryder D	\$3,348	3
Abel H	\$4,181	5	Lana F	\$3,787	2	Jacob	\$3,340	2
Emilee A	\$4,174	3	Tarik D	\$3,783	5	Corinne C	\$3,330	5
Andres R	\$4,161	8	Brittany F	\$3,757	6	Nick D	\$3,323	8
Alicia H	\$4,156	5	Daniel K	\$3,753	5	Don G	\$3,320	5
Ivan H	\$4,152	3	Michiko M	\$3,745	5	Lovenda O	\$3,301	2
Carlos M	\$4,139	5	Ryan R	\$3,713	3	Neal K	\$3,300	3
Camaron H	\$4,138		Annsley J	\$3,712	5	Marta C	\$3,292	4
Coult A	\$4,134	6	Aaron N	\$3,708	5	Chris D	\$3,236	8
Pierce M	\$4,129	5	Anthony H	\$3,691	6	Giuseppe B	\$3,231	5
Chad S	\$4,120	5	Chris M	\$3,679	4	Brett M	\$3,204	7
Josh M	\$4,112	8	Donald B	\$3,676	5	Bubba L	\$3,200	3
Kiana T	\$4,105	8	Mary M	\$3,655	2	Jordan R	\$3,196	3
Taylor M	\$4,089	6	Pat B	\$3,644	4	Macy H-P	\$3,191	4
Dalton W	\$4,086	2	Chrystal S	\$3,617	6	Brittany B	\$3,168	3
Chelsea W	\$4,068	4	Kathleen I	\$3,603	7	Shyla B	\$3,165	7
Chelsea P	\$4,061	5	Joey H	\$3,590	4	Amber F	\$3,165	6
Tracy H	\$4,058	2	Sherry L	\$3,583	6	Robert B	\$3,160	6
Guy M	\$4,035	6	Jonathan J	\$3,581	3	Christie S	\$3,158	4
Brandon H	\$4,033	5	Kaleb R	\$3,576	2	Frank W	\$3,155	5
Aaron R	\$4,024	8	Dylan A	\$3,570	6	Katie K	\$3,139	2
Adrienne M	\$4,009	3	Chad G	\$3,558	5	Clarissa H	\$3,132	5
Mario F	\$4,005	4	Courtney P	\$3,540	4	Maria P	\$3,124	3
Bruce P	\$4,000	6	Alec G	\$3,540	3	Alex F	\$3,116	3
Alex C	\$3,988	6	John S	\$3,538	5	Jeremy P	\$3,116	3
Mikaya B	\$3,982	4	Jadon V	\$3,519	5	Joshua M	\$3,113	3
Windy H	\$3,960	5	Addison D	\$3,513	4	Mark T	\$3,110	4
Joseph C	\$3,957	3	Cody W	\$3,497	5	Erick H	\$3,099	2
Ashley T	\$3,878	5	Bailey G	\$3,492	6	Crystal T	\$3,094	4
Betsy B	\$3,864	3	Latoya D	\$3,480	4	Jake T	\$3,093	4
Zamantha M	\$3,825	4	Isai C	\$3,475	4	Melody C	\$3,089	5
Mary B	\$3,809	4	Katie M	\$3,473	3	Tanner R	\$3,075	2
Jere M	\$3,809	5	Shana R	\$3,456	1	Jon G	\$3,067	4
Brandon D	\$3,807	7	Matteo A	\$3,444	4	Austin O	\$3,065	4
Parker W	\$3,805	4	Laquanda S	\$3,422	4	Alexa H	\$3,048	3
Luke A	\$3,804	4	Madison K	\$3,362	5	Matt F	\$3,036	6
Titus H	\$3,792	5	Skye H	\$3,355	3	Josh A	\$3,001	6
						Rekan S	\$3,000	3



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

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THE WELCOME PAGE WILL HAVE YOUR MOST
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NUMBERS WILL BE UPDATED WEEKLY!

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OCTOBER 20TH-21ST

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ALL DAY TRAINING SEMINAR OCT. 21ST

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MAIN
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ONLY
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MOMENTUM²⁹

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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

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



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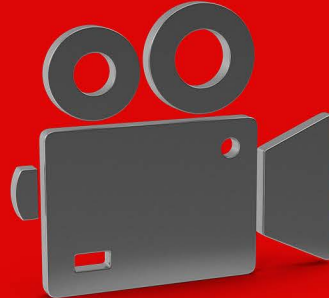
EXCLUSIVELY FOR NASB AGENTS!

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



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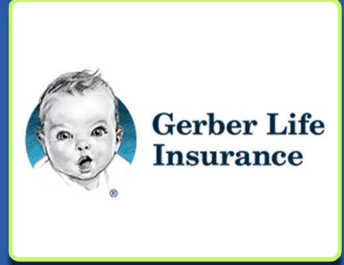
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NEW NASB, LADIES OF NASB, AND TEAM MERCH PAGE!

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