

Volume 12 - Issue 50



# the pulse

*What We Do MATTERS!*

## Agent of the Week

Pierce M.

“ M A C K A T T A C K ”

He trudges through snow amongst holiday lights,  
Pierce M., "Mack Attack," brings financial delights.  
Agent of the Week, a hero so true,  
Guiding six seniors to futures anew.

With pen as his sword, and policies his shield,  
Pierce wrote tales of security, no compromise sealed.  
Six seniors rejoiced, their futures now bright,  
In the warmth of his words, like a Christmas night.

\$36,000 in A/P, a gift so bright,  
A beacon of hope, in the winter night.  
Pierce M, the maestro of financial delights,  
Crafting futures with love, in the soft Christmas lights.



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	\$898,260	982
Garrett H	\$793,971	864
Josh S	\$705,476	771
Keith T	\$564,304	693
Blair O	\$442,182	443
Andrew E	\$435,358	466
Nick G	\$388,662	392
Greg B	\$377,609	501
Ashley C	\$319,818	413
Dusty T	\$284,946	400
Max G	\$244,180	222
Isaac S	\$222,484	241
Brian C	\$203,836	218
Will K	\$177,227	184
Blythe B	\$176,194	257
Garrett S	\$158,262	180
Laura M	\$143,887	178
Cole T	\$98,133	116

TEAM	A/P	APPS
Marcus Al-S	\$91,023	103
Scott D	\$89,744	117
Branden D	\$82,477	84
Alex C	\$82,395	92
Naomi G	\$81,963	80
Dylan W	\$81,416	101
Blake N	\$78,936	94
Storme C	\$73,955	79
Mason D	\$67,821	59
Asia H	\$66,511	81
Nate S	\$64,162	82
Alex P	\$62,038	62
Spencer V	\$58,112	63
AJ R	\$57,581	70
Russell W III	\$53,527	49
Mekayla M	\$53,138	82
Cody L	\$50,367	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
Dustin H	\$49,046	56
Connor E	\$48,817	52
Alex M	\$48,581	61
Shane R	\$48,534	51
James T	\$48,116	64
Steven H	\$47,352	46
Gerardo M	\$46,708	48
Ali O	\$45,503	41
Doug H	\$44,227	42
Pierce M	\$43,429	13
Stephen D	\$43,411	46
Colby S	\$42,971	57
Abel H	\$42,928	59
Derrick L	\$41,670	58
Bobby B	\$41,305	46
Cat B	\$40,457	31
Martin M	\$39,659	24
Kailyn B	\$39,503	44
Brian A	\$38,088	44

TEAM	A/P	APPS
Rafael R	\$37,165	43
Matthew T	\$31,704	36
Tai S	\$31,575	42
Chad A	\$30,949	20
Carter P	\$30,142	30
Eric G	\$29,707	33
Owen M	\$29,665	24
Christopher H	\$29,141	15
Dima F	\$28,026	17
Robert H	\$27,777	37
Christina B	\$27,476	29
Steven W	\$27,099	37
Jessica D	\$26,657	41
Art T	\$26,495	33
Nick R	\$26,241	32
Marcus C	\$24,872	27
Joe B	\$24,570	28
Grayson R	\$24,493	24
Tyler K	\$24,050	22

TEAM	A/P	APPS
Jonathan M	\$23,731	20
Eugene M	\$23,674	34
Anthony H	\$23,058	21
Mitch B	\$22,836	26
Randy L	\$22,795	17
Courtney P	\$22,679	22
Lauren C	\$22,598	20
Jermaine W	\$22,488	44
Amanda F	\$21,971	24
Brandon L	\$21,786	19
Adrienne M	\$21,659	30
Xavier C	\$21,649	21
Chad S	\$21,649	23
Danny B	\$21,155	24
Bryson S	\$20,893	27
Court L	\$20,427	23
Katie M	\$20,068	27
Connor H	\$20,066	24
Daniel K	\$20,050	23

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

TEAM	A/P	APPS
Zamantha M	\$19,826	33
Tiffany T	\$19,826	33
Nichole B	\$19,786	18
Jalen D	\$19,714	15
Michael M	\$19,278	15
Walter G	\$18,786	24
Rex N	\$18,648	23
Tracy S	\$18,630	25
Jonathan J	\$18,126	18
Ryan B	\$17,773	12
Becca A	\$16,783	20
Jessica R	\$16,083	12
Whitney H	\$15,427	38
James C	\$14,822	14
Tyler E	\$14,816	21
Anthony J	\$14,691	16
Jaime M	\$14,668	22
Guy M	\$14,430	19
Mike J	\$14,362	12
Mike R	\$14,349	12

TEAM	A/P	APPS
Chuekha H	\$14,286	18
Brittney P	\$14,270	9
Josiah M	\$14,172	10
Riley P	\$13,948	20
Mario F	\$13,662	25
Mike B	\$13,470	7
Windy H	\$13,305	17
Chrystal S	\$13,139	24
Joseph E	\$13,134	13
Grace S	\$12,444	12
Billy K	\$12,355	14
Ryan S	\$12,151	15
Ryan B	\$11,878	20
Larry G	\$11,739	16
David E	\$11,199	18
John S	\$11,163	18
Cameron M	\$11,121	16
Michael C	\$11,031	14
Dennis R	\$10,930	9

TEAM	A/P	APPS
Rodney G	\$10,737	17
Pat W	\$10,698	16
Mikal R	\$10,556	9
Katie K	\$10,430	8
Shawn T	\$10,388	6
Jim H	\$10,368	11
Brittany F	\$10,367	11
Luke R	\$10,261	11
Haley F	\$10,261	11
Tracy E	\$9,997	16
Hobbs J	\$9,960	13
Jenny G	\$9,947	10
Christian A	\$9,756	12
Chris L	\$9,624	18
Fred F	\$9,504	13
Joshua T	\$9,475	20
Ahmadou C	\$9,325	7
Stefanie R	\$9,197	15
Amy M	\$9,099	15

LAST WEEK'S

# \$10K GRAND LAND AGENTS

AGENT	A/P	APPS
<b>Pierce M</b>	<b>\$36,000</b>	<b>6</b>
Randy L	\$22,795	17
Martin M	\$22,294	9
Courtney P	\$20,772	17
Matthew T	\$18,648	17
Spencer V	\$16,643	14
Elizabeth F	\$16,194	13
Christopher H	\$15,210	14
Jessica R	\$15,015	10
Phillip J	\$14,713	12
Alivia K	\$14,620	15
Melinda P	\$13,627	8
Ellie G	\$13,578	5
Nichole B	\$13,119	11
Chasity E	\$13,076	17
Carter P	\$12,951	9
Caleb L	\$12,480	4

AGENT	A/P	APPS
<b>Ann B</b>	<b>\$12,435</b>	<b>8</b>
Trevor S	\$12,168	11
Frank W	\$11,784	14
Mike J	\$11,544	8
Sergio D	\$11,166	11
Connor H	\$11,033	16
Owen M	\$10,959	9
Sheena W	\$10,812	10
Taylor R	\$10,724	12
Katie K	\$10,430	8
Shawn T	\$10,388	6
Jim H	\$10,368	11
Alex P	\$10,358	6
Coult A	\$10,244	10
Mikal R	\$10,126	8
Tai S	\$10,057	18
Ali O	\$10,028	8

*What  
We Do  
Matters*



LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Pierce M	\$36,000	6	Dima F	\$9,907	6	Kim M	\$7,544	5
Randy L	\$22,795	17	James A	\$9,687	13	Billy K	\$7,450	7
Martin M	\$22,294	9	John C	\$9,627	7	Larry G	\$7,447	10
Courtney P	\$20,772	17	James A	\$9,581	17	Jon G	\$7,396	5
Matthew T	\$18,648	17	Carlos M	\$9,574	6	Brittney P	\$7,152	9
Spencer V	\$16,643	14	Mike R	\$9,376	7	Chad A	\$7,151	7
Elizabeth F	\$16,194	13	Jake S	\$9,347	9	Tony F	\$7,081	8
Christopher H	\$15,210	14	Tom F	\$9,333	9	Daniel L	\$7,080	6
Jessica R	\$15,015	10	Storme C	\$9,329	8	Dallas B	\$7,076	7
Phillip J	\$14,713	12	Bob G	\$8,964	7	Latoya D	\$7,000	3
Alivia K	\$14,620	15	Herman	\$8,803	7	Jenny G	\$6,999	7
Melinda P	\$13,627	8	Brandon L	\$8,797	14	Laura B	\$6,945	17
Ellie G	\$13,578	5	Derrick L	\$8,525	8	Garrett H	\$6,944	11
Nichole B	\$13,119	11	Joseph C	\$8,500	5	Ryder D	\$6,936	9
Chasity E	\$13,076	17	Jacob S	\$8,487	6	Smiley M	\$6,892	11
Carter P	\$12,951	9	Tyler G	\$8,468	7	Stephen C	\$6,888	5
Caleb L	\$12,480	4	Bryan W	\$8,418	4	Daniel B	\$6,879	14
Ann B	\$12,435	8	Chantel H	\$8,418	10	Bill E	\$6,874	5
Trevor S	\$12,168	11	Marcus B	\$8,401	9	Michael C	\$6,867	11
Frank W	\$11,784	14	Gerardo P	\$8,328	9	Tywanda M	\$6,864	6
Mike J	\$11,544	8	Mike B	\$8,232	3	Jaime M	\$6,853	7
Sergio D	\$11,166	11	Christian A	\$8,188	11	Harry W	\$6,843	9
Connor H	\$11,033	16	Ryan M	\$8,151	4	Alicia R	\$6,841	11
Owen M	\$10,959	9	Aus N	\$8,096	10	Kathleen I	\$6,820	7
Sheena W	\$10,812	10	Beverley C	\$8,050	6	Zach	\$6,804	9
Taylor R	\$10,724	12	Blake N	\$7,921	5	Asia H	\$6,781	10
Katie K	\$10,430	8	Nathan C	\$7,881	5	Bryson S	\$6,715	5
Shawn T	\$10,388	6	Rachel J	\$7,866	8	Guy M	\$6,714	8
Jim H	\$10,368	11	Karyssa R	\$7,760	10	Riddick B	\$6,675	8
Alex P	\$10,358	6	Tonia B	\$7,698	11	Chuekha H	\$6,666	6
Coult A	\$10,244	10	Daniel S	\$7,651	8	Grace S	\$6,659	6
Mikal R	\$10,126	8	Court L	\$7,633	8	Ronnie B	\$6,658	9
Tai S	\$10,057	18	Ricky M	\$7,620	9	Moe B	\$6,639	9
Ali O	\$10,028	8	Treyvon B	\$7,550	6	Jenna F	\$6,576	6
Oscar	\$9,912	3	Michael M	\$7,544	5	Brittany R	\$6,569	8

LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Eugene M	\$6,546	12	Nicholas R	\$5,720	8	Cameron W	\$4,973	2
Anthony H	\$6,541	5	Mason D	\$5,712	4	Jordan R	\$4,952	8
Shannan M	\$6,472	3	Tyler K	\$5,711	7	Landon H	\$4,920	6
Chris L	\$6,424	3	Valeska P	\$5,670	5	Kendra K	\$4,912	4
Renee F	\$6,283	6	Brandon M	\$5,664	8	Tatum T	\$4,883	6
Steven H	\$6,280	5	Matt F	\$5,628	4	Joe T	\$4,874	4
Randall P	\$6,262	3	Art T	\$5,609	6	Mario F	\$4,831	4
Darian G	\$6,262	4	Patrick W	\$5,588	8	Josh J	\$4,815	6
Brandi B	\$6,238	7	Chris M	\$5,579	9	Thomas B	\$4,812	2
Morgan P	\$6,229	7	Bobby B	\$5,558	8	Jermaine W	\$4,807	8
AJ W	\$6,199	4	Bryan B	\$5,550	6	Aikeem B	\$4,777	3
Jake G	\$6,198	8	Lisa P	\$5,472	7	Brandon P	\$4,758	7
Dave M	\$6,135	5	Ryan B	\$5,389	10	Brittany R	\$4,727	8
Katie M	\$6,120	7	Robert H	\$5,359	6	Samantha D	\$4,712	13
Christie N	\$6,117	7	Whitney H	\$5,356	15	Patrick B	\$4,701	4
Haley F	\$6,061	7	Greg D	\$5,340	10	Jamir J	\$4,683	10
Nick R	\$6,060	8	Kershlyn L	\$5,325	5	Val A	\$4,683	4
Francis T	\$6,036	3	Jeremiah M	\$5,316	4	Samantha T	\$4,669	8
Russell W III	\$6,012	5	Branden D	\$5,282	7	Taylor M	\$4,650	6
Troy B	\$6,010	5	Moe A	\$5,276	5	Alek M	\$4,613	3
Mycharra S	\$5,993	2	David F	\$5,238	4	Tyler G	\$4,601	5
Nelson C	\$5,963	4	Eli S	\$5,220	3	Cody P	\$4,600	7
Parker T	\$5,951	6	Steven C	\$5,184	5	Drew L	\$4,582	3
Robert T	\$5,913	6	Jonathan J	\$5,147	5	Brooke M	\$4,574	14
Ivan H	\$5,904	5	Austin O	\$5,120	6	Ashley B	\$4,556	5
Stephen D	\$5,902	10	Ryan S	\$5,106	6	Nick M	\$4,556	1
Blaine M	\$5,889	7	Jere M	\$5,089	9	Jasmin C	\$4,556	4
Giuseppe B	\$5,856	4	Jacob W	\$5,084	5	Clarence J	\$4,532	6
Stacye T	\$5,846	5	Matt D	\$5,068	6	Lauren H	\$4,531	5
Casey K	\$5,843	6	Seth B	\$5,013	3	Marta C	\$4,527	5
Malika W	\$5,813	8	Marcus Al-S	\$5,002	7	Gabe H	\$4,522	5
Grace W	\$5,785	6	Louinel A	\$5,001	6	Jeannette B	\$4,507	6
Brayden B	\$5,785	5	Rebekah H	\$5,000	5	Lydia W	\$4,506	9
Levi H	\$5,779	5	Tina W	\$4,984	6	Becca A	\$4,503	4
Cody C	\$5,740	7	Alstin V	\$4,980	7	Lois M	\$4,496	9

LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Emilee A	\$4,492	3	Andrea W	\$4,048	7	Emily S	\$3,707	7
Sarah S	\$4,487	5	Benjamin A	\$4,046	6	Peyton P	\$3,705	5
Joe H	\$4,469	5	Pinkney P	\$4,044	5	Ryan L	\$3,698	4
Ineida A	\$4,443	6	Abel H	\$4,010	4	Kim A	\$3,683	1
William D	\$4,389	3	Blake W	\$4,005	10	Joe C	\$3,672	5
Melody T	\$4,379	4	Brian J	\$4,003	3	Steven W	\$3,642	8
Connor E	\$4,348	4	Brandon L	\$3,996	4	Tanya F	\$3,639	7
Hussein Al C	\$4,310	5	David E	\$3,968	8	Kristin M	\$3,624	3
Kacee C	\$4,308	6	Lisa S	\$3,966	3	Nathan A	\$3,624	5
Fadi S	\$4,297	7	Ryan S	\$3,961	4	Marc S	\$3,621	3
Hobbs J	\$4,290	5	Cliff S	\$3,929	6	Jaden S	\$3,605	4
Callie W	\$4,286	5	Josh A	\$3,919	6	Will F	\$3,586	4
Alex M	\$4,239	9	Windy H	\$3,899	6	John H	\$3,575	8
Mason H	\$4,232	4	Robbie O	\$3,890	6	Gerardo M	\$3,552	3
Pat B	\$4,221	6	Ashley T	\$3,867	5	Brittany F	\$3,546	4
Breen S	\$4,201	6	Lucas D	\$3,866	4	Ashley M	\$3,504	2
Megan M	\$4,200	4	Alicia W	\$3,862	5	Andrea S	\$3,499	5
Naomi G	\$4,200	4	Klein P	\$3,841	2	Semos K	\$3,492	2
Tracy S	\$4,200	6	Adrienne M	\$3,821	7	Tissany A	\$3,488	7
Tyler E	\$4,190	5	Brett B	\$3,810	6	Channa G	\$3,481	4
Michael G	\$4,166	3	Ashley G	\$3,809	4	Deborah H	\$3,448	4
Don G	\$4,164	5	Chris N	\$3,805	4	Laquanda S	\$3,446	7
Isaiah J	\$4,142	2	Jade T	\$3,804	1	Debara B	\$3,443	6
Maranda P	\$4,108	9	Hunter R	\$3,792	3	Jenn M	\$3,420	4
Samantha W	\$4,107	4	Anis B	\$3,786	3	Charles S	\$3,419	7
Nathan C	\$4,104	8	George M	\$3,780	6	Barry Joe S	\$3,414	3
Mike R	\$4,101	6	Malcolm H	\$3,762	4	Brittany M	\$3,380	8
Semenya J	\$4,084	4	Rachel C	\$3,748	4	Josh M	\$3,377	5
Clark W	\$4,083	7	Brian Co.	\$3,725	5	Chance L	\$3,368	5
Ashton M	\$4,079	4	Lauren K	\$3,723	4	Chrystal S	\$3,356	5
Jesse R	\$4,077	3	Joey B	\$3,720	6	Teona H	\$3,351	4
Gonzalo L	\$4,068	5	John H	\$3,710	4	Michaela H	\$3,334	4
Macy H-P	\$4,061	5	James B	\$3,710	7	Briana B	\$3,329	4
Myles N	\$4,058	8	Amy M	\$3,708	7	Aaron N	\$3,318	3
Dom M	\$4,050	3	Corinne C	\$3,708	6	Gary P	\$3,314	5

LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Rachel R	\$3,293	6	Jonathan P	\$3,181	1	Ryan R	\$3,065	3
Jeremy P	\$3,282	5	Leslie I	\$3,181	5	Chamberlain O	\$3,060	4
Kyle B	\$3,265	9	Samantha B	\$3,172	4	Jalynn M	\$3,054	4
Matt H	\$3,255	3	Leslie P	\$3,148	4	Robert C	\$3,053	4
Erica B	\$3,252	4	Paige A	\$3,146	4	Cole T	\$3,050	3
William H	\$3,250	5	Kalid H	\$3,145	2	Brandon C	\$3,048	3
Misha G	\$3,240	5	Katelynn M	\$3,130	3	Rafael M	\$3,046	3
Lucas S	\$3,232	3	Spencer P	\$3,129	4	Ryan B	\$3,034	2
Anthony R	\$3,209	4	Justin R	\$3,125	3	Dawn J	\$3,012	5
Luvida H	\$3,196	4	Lacey L	\$3,104	4	Regine C	\$3,012	6
Daniel H	\$3,193	8	Janard H	\$3,088	4	Teddy H	\$3,001	4
Pascual	\$3,186	4	Michael M	\$3,087	3	Loc P	\$3,000	3

LAST WEEK'S #1 APP WRITER

*Tai L*

*with 18 Apps!*







**TEXT THE  
BATPHONE  
770-840-5467  
WE WANT YOUR AMAZING  
PHOTOS FROM THE FIELD AND  
IN THE COMMUNITY!**





# *Leads* **SALE**

**Overflow Check Leads**  
are on sale from \$19 to \$13  
through the end of the year!

**Diamond Leads**  
are now on sale for \$4  
These leads have never  
been purchased before!

[GO TO OPT](#)

NASB FAMILY



..... *Happy Holidays* .....

**NASB**

..... **HOLIDAY HOURS** .....

**OUR NASB CORPORATE OFFICE WILL BE CLOSED  
FROM DECEMBER 22ND-25TH  
FOR CHRISTMAS AND DECEMBER 29TH- JANUARY 1ST  
FOR NEW YEAR'S EVE AND NEW YEAR'S DAY.**



Fast Start Agent Bonus Program

Up to **\$8,000** in 1st Quarter  
2024 bonuses? Yes please!

Earn up to an additional \$8,000 in bonuses on your SimpliNow Legacy® sales!

You're automatically enrolled in the 2024 Fast Start Agent Bonus Program which offers a total 1st Quarter 2024 bonus of up to \$8,000! The program runs from January 1, 2024 to March 31, 2024.

It's easier than ever to qualify! Just sell five **SimpliNow Legacy Max** (level death benefit) or **SimpliNow Legacy** (graded death benefit) simplified issue whole life (SIWL) policies and qualify to receive \$500. Keep selling and your bonus grows – after 20 paid applications, you'll have qualified for a total of \$8,000! What a great start to 2024!

Bonus Period: January 1, 2024 to March 31, 2024

2024 Fast Start Bonus Tiers	Paid SIWL Applications*	Tier Payout Bonus	Total Cumulative Bonus
1	5	\$500	\$500
2	10	\$2,000	\$2,500
3	15	\$2,500	\$5,000
4	20	\$3,000	\$8,000

\* Policies that lapse or otherwise terminate during the Bonus Period or at any time up to the date of payment will not count toward qualifying production for purposes of this program.

This bonus program was designed for agents who sell SimpliNow Legacy Max and SimpliNow Legacy – whether you're a brand-new agent or a top producer! Just make sure you're registered on Connex, completed your required AML (Anti-Money Laundering) training, and are able to access the SIWL eApp under "Start Your Application" section in Connex.

**Kick off 2024 and your SimpliNow Legacy sales today!  
Be sure to review the program rules on page 2.**

HONORING THE LIFE OF

Tony Nelson



**It is with great sadness that we report the passing of a beloved and valued member of the NASB family, Tony Nelson.**

**We wish to extend our deepest sympathies and condolences to Tony's family during this difficult time. Please keep them in your thought and prayers.**

**Tony will be profoundly missed.**