

VOLUME 12 - ISSUE 51

the pulse

what we do matters!

Agent of the Week



Joe H
"The Night Owl"

HERE'S TO THE GUARDIAN WHO TOILS IN THE DARK,
FOR 8 FAMILIES LAST WEEK, HE LEFT HIS MARK.
\$18K IN A/P ON HIS PROTECTIVE PROWL,
WE RAISE A TOAST TO JOE, THE VALIANT NIGHT OWL.



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	\$780,970	887
Garrett H	\$670,301	776
Josh S	\$581,806	683
Blair O	\$403,426	379
Keith T	\$362,015	407
Nick G	\$352,984	335
Andrew E	\$292,624	362
Greg B	\$290,825	336
Ashley C	\$233,176	251
Dusty T	\$208,701	262
Will K	\$170,384	169
Blythe B	\$167,157	205
Garrett S	\$156,126	187
Max G	\$129,357	137
Isaac S	\$122,770	170
Mason D	\$96,371	83

TEAM	A/P	APPS
Alex C	\$96,333	95
Laura M	\$94,107	178
Storme C	\$76,088	89
Dylan W	\$74,902	87
Blake N	\$73,285	87
Alex P	\$72,191	78
AJ R	\$71,432	75
Nate S	\$63,110	77
Ali O	\$62,853	57
Cody L	\$62,243	83
Cole T	\$56,672	50
Shane R	\$56,672	50
Dustin H	\$55,744	45
Branden D	\$55,266	62
Scott D	\$52,716	73
Spencer V	\$51,328	61

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
Brian A	\$49,362	51
Alex M	\$46,228	74
Marcus Al-S	\$45,313	46
Dennis R	\$43,098	34
Mekayla M	\$41,938	53
James T	\$41,544	57
Gerardo M	\$39,237	36
Jalen D	\$37,928	37
Asia H	\$36,510	39
Kailyn B	\$35,449	33
Russell W III	\$33,433	37
Martin M	\$31,800	27
Chad A	\$30,949	20
Naomi G	\$30,901	29

TEAM	A/P	APPS
Doug H	\$29,921	45
Steven H	\$29,839	27
Joe B	\$29,812	36
Mitch B	\$28,360	25
Marcus C	\$27,942	40
Rafael R	\$27,861	29
Nick R	\$27,511	35
Eugene M	\$26,776	22
Jonathan M	\$26,084	24
Colby S	\$25,995	30
Ryan B	\$25,810	27
Connor H	\$25,623	32
Katie M	\$25,302	26
Christina B	\$24,965	20

TEAM	A/P	APPS
Connor E	\$24,093	29
Owen M	\$23,626	24
Courtney P	\$23,193	20
Brandon L	\$23,061	28
Rex N	\$22,770	30
Eric G	\$22,505	24
Jermaine W	\$22,488	44
Jessica D	\$22,174	30
Cat B	\$21,926	24
Stephen D	\$21,665	21
Danny B	\$21,013	21
Tyler K	\$20,815	36
Anthony J	\$20,635	22

\$9K-\$19,999K

TEAM	A/P	APPS
William D	\$19,564	16
Bobby B	\$19,043	11
Jonathan J	\$18,981	27
Riley P	\$18,602	17
Robert H	\$18,563	28
Grayson R	\$18,227	21
Xavier C	\$18,227	21
Steven W	\$18,162	23
Kalid H	\$17,936	19
Tiffany T	\$17,801	26
Zamantha M	\$17,801	26
Adrienne M	\$17,639	17
Rachel J	\$17,447	15
Rodney G	\$17,133	16
Carter P	\$17,118	17
Bryson S	\$16,424	17
Ryan S	\$16,338	22

TEAM	A/P	APPS
Whitney H	\$16,023	23
Grace S	\$15,707	16
James C	\$15,218	14
Crystal T	\$14,304	17
Amanda F	\$14,264	15
Fred F	\$14,261	19
Lauren C	\$13,726	11
Stefanie R	\$13,539	23
Ahmadou C	\$13,331	8
Mario F	\$13,173	25
Bobby P	\$12,834	6
Cam W	\$12,801	13
Walter G	\$12,797	9
Linda S	\$12,453	13
Mike R	\$11,830	9
Christian A	\$11,770	12
John H	\$11,739	13

TEAM	A/P	APPS
Brooke M	\$11,251	9
Jim H	\$11,160	9
Billy K	\$10,871	13
Dima F	\$10,829	10
Levi H	\$10,338	22
Chad S	\$10,287	13
Nichole B	\$10,264	10
Chris L	\$10,076	10
Matthew T	\$10,070	10
Amy M	\$9,957	19
Yassir A	\$9,566	10
Josiah M	\$9,372	7
Mason H	\$9,367	12
Brianna L	\$9,207	9
Candace N	\$9,098	11

LAST WEEK'S \$10K GRAND LAND AGENTS

AGENT	A/P	APPS
Joe H	\$17,974	8
Mason D	\$17,193	13
Nathan C	\$14,400	12
Dennis R	\$13,896	10
Ahmadou C	\$13,331	8
Cameron W	\$12,801	13
Fred F	\$12,684	15
Caleb L	\$12,480	4
Ann B	\$12,435	8
Bobby B	\$12,410	5

AGENT	A/P	APPS
Martin M	\$12,276	9
Alen J	\$11,904	13
Courtney P	\$11,892	7
Jim H	\$11,160	9
Elizabeth F	\$10,942	11
Lovenda O	\$10,863	6
Jake S	\$10,311	11
Nick R	\$10,254	6
Ali O	\$10,195	5

COUNTDOWN TO
2024
HOLIDAY HOURS
 NASB OFFICES WILL BE CLOSED
 FRIDAY DEC 29TH & MONDAY JAN 1ST
 WE WILL BE BACK IN THE OFFICE
 ON TUESDAY JAN 2ND

LAST WEEK'S

TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Joe H	\$17,974	8	Dallas B	\$8,688	8	Alex P	\$6,810	5
Mason D	\$17,193	13	Jamir	\$8,674	6	Renee F	\$6,798	4
Nathan C	\$14,400	12	Dave M	\$8,634	8	Brown H	\$6,794	12
Dennis R	\$13,896	10	Jamir J	\$8,572	9	John C	\$6,780	5
Ahmadou C	\$13,331	8	Kalid H	\$8,569	7	Chris L	\$6,726	5
Cameron W	\$12,801	13	Lauren K	\$8,516	7	Linda S	\$6,684	6
Fred F	\$12,684	15	Ryan M	\$8,481	9	Katie K	\$6,653	9
Caleb L	\$12,480	4	Jonathan J	\$8,361	8	Spencer V	\$6,630	9
Ann B	\$12,435	8	Gerardo P	\$8,328	9	Xavier C	\$6,589	6
Bobby B	\$12,410	5	Storme C	\$8,216	10	Sheena W	\$6,576	9
Martin M	\$12,276	9	Karim M	\$8,153	6	Brittany R	\$6,502	6
Alen J	\$11,904	13	Eugene M	\$8,076	8	Anthony J	\$6,482	4
Courtney P	\$11,892	7	Jeff M	\$7,940	7	Lacey L	\$6,448	7
Jim H	\$11,160	9	Brittany B	\$7,858	7	Amanda F	\$6,431	6
Elizabeth F	\$10,942	11	Heather B	\$7,843	5	Jackie M	\$6,392	3
Lovenda O	\$10,863	6	Tommy S	\$7,810	5	Keegan P	\$6,371	7
Jake S	\$10,311	11	Nic W	\$7,659	10	Brittney P	\$6,352	4
Nick R	\$10,254	6	Daniel S	\$7,651	8	Leslie I	\$6,330	8
Ali O	\$10,195	5	Chris N	\$7,550	5	Brandon P	\$6,306	9
William D	\$9,782	8	Mikal R	\$7,521	7	Jonathan V	\$6,300	5
Drew L	\$9,782	8	Nichole B	\$7,458	6	Darian G	\$6,262	4
Phillip J	\$9,589	8	Shawn T	\$7,422	10	Peyton P	\$6,201	5
Jake G	\$9,479	12	Elizabeth C	\$7,359	7	Taylor R	\$6,146	7
Jack G	\$9,469	10	Kendra B	\$7,348	6	Christie N	\$6,142	7
Ellie G	\$9,457	6	Dom M	\$7,322	6	Cody C	\$6,138	8
Ryder D	\$9,420	11	Patrick W	\$7,292	5	James C	\$6,130	4
Mason H	\$9,012	11	Melody T	\$7,289	7	Katie M	\$6,038	8
Alivia K	\$8,885	11	Sam P	\$7,239	8	Latrice R	\$6,025	4
Ricky M	\$8,825	8	Owen M	\$7,223	7	Jacob S	\$6,022	6
Christian A	\$8,824	9	Sergio D	\$7,141	8	Ben J	\$5,982	8
Rachel J	\$8,773	9	Benjamin A	\$7,031	9	Tanya F	\$5,928	12
Ryan S	\$8,761	11	Garrett H	\$6,944	11	Chelsea P	\$5,881	5
David C	\$8,755	8	Ryan B	\$6,922	8	Raquel B	\$5,859	15
Jonathan M	\$8,704	7	Ronnie B	\$6,876	13	Rachel C	\$5,826	10
Oscar	\$9,912	3	Michael M	\$7,544	5	Brittany R	\$6,569	8

LAST WEEK'S

TOP PRODUCERS

AGENT	A/P	APPS
Laquanda S	\$5,800	6
Riddick B	\$5,730	8
Leslie P	\$5,715	4
Ashley L	\$5,706	4
Joel F	\$5,678	4
Valeska P	\$5,670	5
Rebekah H	\$5,659	7
Matthew T	\$5,640	5
Aus N	\$5,580	6
AJ R	\$5,576	5
Laura B	\$5,560	9
Harrison W	\$5,541	6
Erica B	\$5,537	9
Dustin H	\$5,520	5
Christopher G	\$5,439	4
Tavoreion L	\$5,439	5
Matthew M	\$5,424	5
Chantel H	\$5,376	8
William M	\$5,302	6
Karyssa R	\$5,298	6
Greg D	\$5,244	5
Yassir A	\$5,220	3
Shana T	\$5,214	5
Robert H	\$5,178	9
Moe B	\$5,164	5
Sydney G	\$5,154	3
Joshua W	\$5,125	5
Dale P	\$5,119	10
Skye H	\$5,065	3
Shay J	\$5,052	4
Demetry J	\$5,051	6
Steven C	\$5,047	5
Briana B	\$5,006	6
Louinel A	\$5,001	6
Cody C	\$5,740	7

AGENT	A/P	APPS
Beverley C	\$4,999	5
Jeff B	\$4,992	4
Daniel L	\$4,992	5
Tanya V	\$4,956	4
Matt O	\$4,945	6
Grace S	\$4,932	6
Doug H	\$4,919	5
Michelle J	\$4,902	5
Frank W	\$4,892	5
Christopher C	\$4,887	4
Shannan M	\$4,882	5
Melinda P	\$4,847	5
Besian M	\$4,844	6
Jaden S	\$4,838	4
Emilee A	\$4,832	4
Jermaine W	\$4,807	8
Mike J	\$4,716	5
Kershlyn L	\$4,687	3
Myles N	\$4,685	5
Kendra K	\$4,676	6
Samantha T	\$4,669	8
Sylvan J	\$4,657	5
Cameron K	\$4,644	4
Lucas D	\$4,643	4
Tonia B	\$4,577	4
Ashley B	\$4,556	5
Lauren D	\$4,550	5
Jason B	\$4,533	10
Clarence J	\$4,532	6
Spencer P	\$4,510	2
Andrea W	\$4,509	4
Ryan L	\$4,500	4
Jeannette B	\$4,490	8
Harry W	\$4,473	4
Alstin V	\$4,980	7

AGENT	A/P	APPS
Blake N	\$4,440	6
Josh M	\$4,413	5
Andrew W	\$4,411	3
Carter P	\$4,405	3
Michael M	\$4,393	3
Bryan P	\$4,390	4
Brianna L	\$4,361	4
Hussein Al C	\$4,346	7
Keith L	\$4,303	3
Charles S	\$4,296	7
Chris L	\$4,276	4
Jalen D	\$4,272	5
Rafael M	\$4,250	3
Peyton W	\$4,249	4
Semos K	\$4,248	3
Pat B	\$4,221	6
Lucas S	\$4,189	4
Stephanie J	\$4,164	3
Chynah H	\$4,113	6
Coult A	\$4,104	4
Fadi S	\$4,056	3
Jessica R	\$4,025	3
Troy B	\$4,010	4
Kathleen I	\$4,008	4
Blaine M	\$3,994	4
Blair O	\$3,972	4
Denene G	\$3,965	2
Shanna B	\$3,943	3
Regina L	\$3,942	6
Felisha L	\$3,937	7
William K	\$3,928	5
Jere M	\$3,912	5
John G	\$3,907	4
Landon H	\$3,888	5
Lois M	\$4,496	9

LAST WEEK'S

TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Jasmin C	\$3,852	4	Damani C	\$3,526	9	Brett B	\$3,210	4
Ranaldo D	\$3,850	9	Alicia W	\$3,466	3	Marcus Al-S	\$3,201	3
Branden D	\$3,848	6	Abass A	\$3,456	2	Titus H	\$3,200	4
Macy H-P	\$3,823	3	Deborah H	\$3,448	4	Crystal T	\$3,182	5
Keith S	\$3,820	3	Amy C	\$3,447	3	Dawn J	\$3,155	4
Diondre C	\$3,792	3	Chris M	\$3,439	7	Riley B	\$3,149	3
Levi H	\$3,789	4	Abdul B	\$3,431	3	Bryson S	\$3,144	5
Bryan W	\$3,780	3	Silas S	\$3,430	2	Don G	\$3,144	3
Jake K	\$3,774	3	Parker W	\$3,427	4	Nick R	\$3,122	6
Bill E	\$3,772	4	AJ W	\$3,408	4	Andres R	\$3,120	4
Brandi B	\$3,771	4	Paige A	\$3,400	4	Jeremiah M	\$3,108	2
Channa G	\$3,734	6	Justin R	\$3,346	2	Bryan B	\$3,106	4
Moe A	\$3,687	4	Dalton W	\$3,340	10	Dylan A	\$3,098	6
Patrick B	\$3,637	4	Monica M	\$3,298	7	Nick G	\$3,091	1
Jillian M	\$3,627	1	Armand R	\$3,283	3	Jennifer P	\$3,087	3
Christie S	\$3,620	3	Annsley J	\$3,282	5	Ben B	\$3,072	4
Brett M	\$3,617	5	Adrienne M	\$3,281	5	Carlos M	\$3,065	2
Nicholas R	\$3,614	5	Loc P	\$3,275	5	Chamberlain O	\$3,060	4
Brandon D	\$3,613	8	Cliff S	\$3,247	4	Alex M	\$3,029	6
Will F	\$3,586	4	Joseph F	\$3,244	7	Sarah S	\$3,025	2
Cody L	\$3,573	3	Mitch B	\$3,239	5	Josh J	\$3,023	10
Ben H	\$3,552	2	Brandon C	\$3,228	2	Damien W	\$3,023	9
Mike R	\$3,548	3	Kacee C	\$3,228	6	Tom F	\$3,019	4
Alicia R	\$3,547	7	Brooke M	\$3,227	3			
Zach B	\$3,542	4	Robbie M	\$3,219	2			

**DESIRE IS THE STARTING POINT OF ALL ACHIEVEMENT, NOT A HOPE, NOT A WISH,
BUT A KEEN PULSATING DESIRE WHICH TRANSCENDS EVERYTHING."**

NAPOLEON HILL



**MAKE A RESOLUTION TO
TEXT THE BATPHONE
770-840-5467**

**WE WANT YOUR PHOTOS,
VIDEOS, AND STORIES
FROM THE FIELD!**

**“YOUR PRESENT CIRCUMSTANCES DON’T DETERMINE WHERE YOU CAN GO.
THEY MERELY DETERMINE WHERE YOU START.” —NIDO QUBEIN**



#1 APP WRITERS

FRED F & RAQUEL B



WITH 15 APPS!



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.**



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](#)

HAPPY NEW YEAR

2024

NASB NATION