

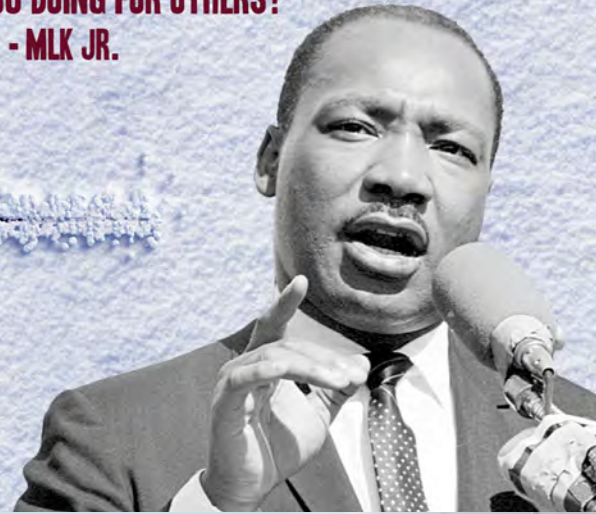
VOLUME 13 - ISSUE 2

“LIFE’S MOST PERSISTENT AND URGENT QUESTION IS:
WHAT ARE YOU DOING FOR OTHERS?”

- MLK JR.

The **PULSE**
2024

WHAT WE DO
MATTERS!



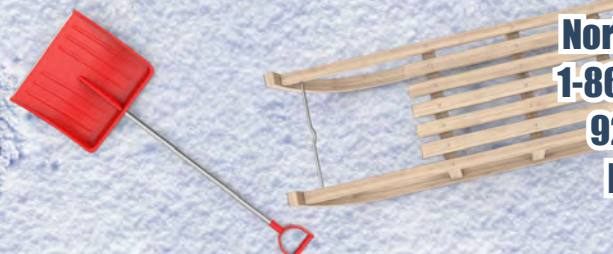
AGENT OF THE WEEK

“THE AVIATOR” YASSIR A.

FLYING HIGH THIS WEEK IS **YASSIR A.**,
AKA, “**THE AVIATOR**,” WHO NAVIGATED
12 CLIENTS LAST WEEK THROUGH
UNCERTAINTY NETTING **\$17,660** IN A/P!
THE AVIATOR IS SOARING IN FE.
CONGRATULATIONS YASSIR!



North
Americ
Senior Ben



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	\$739,135	786
Garrett H	\$645,635	696
Josh S	\$591,993	631
Keith T	\$430,941	509
Greg B	\$347,293	371
Andrew E	\$313,630	341
Blair O	\$298,680	279
Ashley C	\$291,588	289
Nick G	\$269,449	253
Dusty T	\$238,185	289
Isaac S	\$200,323	183
Brian C	\$187,512	165
Max G	\$144,456	149
Laura M	\$140,897	178
Garrett S	\$140,005	161
Blythe B	\$136,036	162

TEAM	A/P	APPS
Will K	\$112,443	113
Alex C	\$93,536	96
Scott D	\$86,639	95
Dylan W	\$83,924	88
Mason D	\$76,208	63
Storme C	\$74,882	90
Cole T	\$61,832	68
Blake N	\$60,644	63
Branden D	\$58,064	65
James T	\$56,537	68
Naomi G	\$55,458	61
Alex P	\$54,239	54
Kailyn B	\$54,039	52
Spencer V	\$53,114	62
Nate S	\$51,294	54



\$20K-\$49,999K

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Ali O	\$48,286	37	Nick R	\$30,141	37	Eugene M	\$23,017	25
Derrick L	\$47,753	62	Steven W	\$29,127	38	Yassir A	\$22,826	17
Steven H	\$47,358	42	Rafael R	\$27,504	29	Jermaine W	\$22,488	44
Dustin H	\$47,338	38	Eric G	\$26,418	24	Amanda F	\$22,054	13
Doug H	\$43,126	55	Shane R	\$26,201	21	Cat B	\$21,984	16
Asia H	\$42,216	59	Martin M	\$26,166	24	Adrienne M	\$21,779	18
Mekayla M	\$38,357	39	Gerardo M	\$24,897	19	Josiah M	\$21,716	25
Alex M	\$34,776	42	Tai S	\$24,545	28	Anthony J	\$21,286	13
Colby S	\$34,773	45	Tyler K	\$23,915	34	Joe B	\$20,511	22
Ryan S	\$34,316	47	Russell W III	\$23,161	29	Robert H	\$20,457	35
Abel H	\$32,731	44						

\$9K-\$19,999K

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
John S	\$19,969	14	Ryan B	\$16,861	10	Chad S	\$11,990	13
Brandon L	\$19,568	47	Zamantha M	\$16,840	24	Christian A	\$11,977	9
Jennifer E	\$19,562	10	Tracy S	\$16,709	19	Brittany F	\$11,758	11
Marcus Al-S	\$19,291	18	Stefanie R	\$16,479	18	Matthew T	\$11,712	10
Marcus C	\$19,260	25	Bryson S	\$16,478	27	Mario F	\$11,314	16
Brooke M	\$19,198	24	Art T	\$16,456	26	Levi H	\$11,212	19
Danny B	\$19,069	18	Carter P	\$16,454	14	Jessica D	\$11,184	11
Crystal T	\$18,870	27	Brittney P	\$15,977	8	Grayson R	\$11,164	10
Katie M	\$18,765	13	Dima F	\$15,900	10	Xavier C	\$11,164	10
Tiffany T	\$18,724	25	Owen M	\$15,863	18	Guy M	\$11,124	14
Chad A	\$18,714	18	Jonathan M	\$15,764	12	Ryan B	\$11,104	12
Connor H	\$18,267	19	Jalen D	\$15,075	14	Candace N	\$10,852	8
Bobby B	\$17,984	17	John H	\$14,948	19	Hobbs J	\$10,840	10
Connor E	\$17,953	22	Jaime M	\$14,944	21	Christopher H	\$10,651	7
Stephen D	\$17,879	17	Moe K	\$14,381	40	Alstin V	\$10,480	12
Walter G	\$17,628	14	Billy K	\$14,148	10	Jim H	\$10,248	10
Christina B	\$17,427	17	Lauren C	\$13,030	12	Pierce M	\$10,183	6
Mike J	\$17,302	17	Rex N	\$12,811	18	Leslie I	\$10,179	8
Brooke M	\$17,005	13	Tracy E	\$12,659	14	Michael M	\$9,952	8
Dennis R	\$16,892	15	Fred F	\$12,002	11	Pat W	\$9,400	8

LAST WEEK'S 10K GRAND LAND AGENTS

AGENT	A/P	APPS *
Yassir A	\$17,660	12
Martin M	\$15,758	13
Chad A	\$14,704	13
Derrick L	\$13,136	16
DeQuentin D	\$13,135	10
Amanda F	\$12,734	6
Mike J	\$12,432	10
Melinda P	\$12,024	5
Haley F	\$11,744	11
Elizabeth F	\$11,309	7

AGENT	A/P	APPS
Katie M	\$11,218	8
Marta C	\$11,101	5
Brandon M	\$10,980	9
Jenna F	\$10,770	12
Melody T	\$10,712	6
Nathan C	\$10,624	9
Ali O	\$10,621	7
Dennis R	\$10,582	9
Jim H	\$10,248	10
Stacey E	\$10,092	4

Last Week's #1 App Writer:

Derrick L

With 16 Apps!

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Yassir A	\$17,660	12	Brandon R	\$8,438	9	Mike T	\$6,532	3
Martin M	\$15,758	13	Connor H	\$8,331	9	Chelsea P	\$6,518	6
Chad A	\$14,704	13	Dallas B	\$8,184	7	Moe K	\$6,500	5
Derrick L	\$13,136	16	Jake T	\$8,178	11	Jeremiah M	\$6,492	4
DeQuentin D	\$13,135	10	Christopher H	\$8,102	5	Riley P	\$6,486	3
Amanda F	\$12,734	6	Amy M	\$8,071	7	Harrison W	\$6,468	5
Mike J	\$12,432	10	Anthony D	\$8,044	9	Ryan S	\$6,450	7
Melinda P	\$12,024	5	Branden D	\$8,037	12	Owen M	\$6,432	7
Haley F	\$11,744	11	Joe H	\$7,970	9	David F	\$6,408	4
Elizabeth F	\$11,309	7	Moe K	\$7,881	7	Lydia M	\$6,388	10
Katie M	\$11,218	8	Sarah S	\$7,761	6	Art T	\$6,379	6
Marta C	\$11,101	5	Stacye T	\$7,719	6	Tracy E	\$6,283	4
Brandon M	\$10,980	9	Steven C	\$7,391	7	Randy L	\$6,224	6
Jenna F	\$10,770	12	Morgan P	\$7,342	13	Tywanda M	\$6,222	7
Melody T	\$10,712	6	Storme C	\$7,318	10	Will F	\$6,219	5
Nathan C	\$10,624	9	Anthony J	\$7,138	3	Kathleen I	\$6,172	6
Ali O	\$10,621	7	Michael Cece	\$7,132	7	Isaiah J	\$6,150	3
Dennis R	\$10,582	9	Patrick W	\$7,124	4	Micahel C	\$6,123	10
Jim H	\$10,248	10	Tyler G	\$7,104	3	Connor E	\$6,116	6
Stacey E	\$10,092	4	Lacey L	\$7,071	11	Robert H	\$5,934	9
Frank W	\$9,836	10	Ricky M	\$7,023	5	Steven W	\$5,884	9
Cody L	\$9,792	5	Nick R	\$7,014	8	Mike R	\$5,854	6
Coult A	\$9,588	7	Christie S	\$7,013	4	Leslie I	\$5,779	5
Jennifer E	\$9,470	6	Brooke M	\$6,996	9	Nicholas R	\$5,745	5
Jalen D	\$9,411	10	Madison K	\$6,948	5	Brett B	\$5,743	6
Resie	\$9,190	7	Pierce M	\$6,924	4	Stephen D	\$5,709	5
Kobe T	\$9,181	4	John S	\$6,876	5	Valeska P	\$5,670	5
Spencer V	\$9,179	11	Jordan R	\$6,872	4	Cameron W	\$5,664	4
Gerardo M	\$9,133	7	Brandon C	\$6,844	5	Kalid H	\$5,653	5
Marcus B	\$9,121	6	Macy H-P	\$6,828	5	Levi H	\$5,636	11
Nick G	\$8,979	5	Carter P	\$6,752	3	Sam P	\$5,614	6
Greg D	\$8,868	9	Valerie T	\$6,642	8	Ronnie B	\$5,597	5
Daniel L	\$8,808	10	Solon S	\$6,572	15	Lucas D	\$5,593	7
Lauren K	\$8,657	8	Christian A	\$6,564	4	Samantha B	\$5,591	8

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Brittany F	\$5,586	5
Tracy S	\$5,585	5
Chris L	\$5,528	2
Tonia B	\$5,513	4
Dave M	\$5,509	5
Christie N	\$5,461	4
Jack G	\$5,413	7
Ann B	\$5,406	5
Adrian W	\$5,391	4
Joseph C	\$5,369	6
Jaime M	\$5,366	6
Tracy G	\$5,328	4
Shawn T	\$5,326	4
Kevin N	\$5,311	5
Joshua W	\$5,294	11
Jeff M	\$5,212	4
Crystal T	\$5,203	7
Brittney P	\$5,202	6
Titus H	\$5,200	5
Carlos M	\$5,200	4
Gerardo P	\$5,196	5
Hussein Al C	\$5,166	5
Rafael M	\$5,162	5
Peyton W	\$5,140	7
Riddick B	\$5,136	5
John H	\$5,125	6
Kailyn B	\$5,121	8
Brett M	\$5,096	3
Justin R	\$5,065	11
Jamir J	\$5,055	6
Sam	\$5,054	9
Rebekah H	\$5,047	8
Laura	\$4,985	3
Smiley M	\$4,979	4

AGENT	A/P	APPS
Wanda L	\$4,972	4
Jacob S	\$4,945	4
Jon G	\$4,932	3
Breen S	\$4,924	5
Mike R	\$4,920	3
Alex M	\$4,876	4
Fatima J	\$4,870	7
Zamantha M	\$4,825	5
Jermaine W	\$4,807	8
Karim M	\$4,773	4
Shyla B	\$4,772	6
Alex P	\$4,768	7
Renauld L	\$4,747	3
Michael M	\$4,740	4
Peyton P	\$4,726	8
Joseph E	\$4,713	4
Nelson C	\$4,707	6
Taylor C	\$4,680	4
Brandon D	\$4,668	6
Kyle B	\$4,649	7
Guy M	\$4,648	3
Ron M	\$4,645	3
Jonathan M	\$4,636	4
James A	\$4,625	5
Ryan S	\$4,618	4
Cassie M	\$4,608	4
Kierstyn R	\$4,605	3
Brittany R	\$4,604	5
Casey K	\$4,575	4
Hobbs J	\$4,560	5
Taylor M	\$4,560	3
Jackson S	\$4,543	3
Clarence J	\$4,532	6
Jackie M	\$4,520	3

AGENT	A/P	APPS
Trevor S	\$4,507	7
Greg O	\$4,488	4
Jeff B	\$4,428	3
Nic W	\$4,402	7
Jessica W	\$4,400	3
Daniel H	\$4,389	7
Seth B	\$4,376	2
Jake G	\$4,299	4
Steven H	\$4,296	2
Daniel B	\$4,284	4
Gonzalo L	\$4,284	4
Garrett H	\$4,256	6
James T	\$4,253	5
Maria P	\$4,230	2
Dale P	\$4,227	5
Pat B	\$4,221	6
Landon H	\$4,212	5
Tyler K	\$4,185	6
Jillian M	\$4,182	2
Fred F	\$4,168	5
Dom M	\$4,167	3
Nate S	\$4,164	2
Katelynn M	\$4,154	2
Jonathan S	\$4,054	4
Damien W	\$4,014	6
Josh M	\$4,010	5
Sean Y	\$4,007	3
Alen J	\$3,987	4
Windy H	\$3,980	7
Laura B	\$3,972	5
Billy K	\$3,969	2
Claybert L	\$3,951	4
Doug H	\$3,950	5
Tai S	\$3,944	5

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Lauren D	\$3,933	3	Charles S	\$3,584	4	Zach	\$3,319	4
Brooke K	\$3,931	5	Stefanie R	\$3,582	4	Katie K	\$3,318	4
Jamila W	\$3,910	4	Rachel C	\$3,582	4	Robert T	\$3,295	4
James C	\$3,909	3	Samantha W	\$3,575	2	Marcus Al-S	\$3,265	3
Blaine M	\$3,899	2	Alstin V	\$3,550	4	Moe A	\$3,245	3
Mycharra S	\$3,854	2	William H	\$3,540	4	James 'ATG' B	\$3,240	4
Tony F	\$3,847	3	Malika W	\$3,529	5	John S	\$3,230	4
Tavoreion L	\$3,818	3	Eli S	\$3,525	5	James A	\$3,206	8
Nathan A	\$3,816	4	Jeff L	\$3,520	3	Will H	\$3,204	4
Cameron M	\$3,775	4	Benjamin A	\$3,520	4	Naomi G	\$3,200	3
Grace S	\$3,745	4	Jason B	\$3,503	3	Karen B	\$3,190	2
Tyler E	\$3,712	3	Robbie O	\$3,500	3	Mona N	\$3,159	2
Clark W	\$3,709	5	Deborah H	\$3,448	4	Mick P	\$3,125	3
Stacey R	\$3,700	7	Jonathan M	\$3,429	3	George M	\$3,120	4
Brandon P	\$3,668	5	Blair O	\$3,413	6	Bryson S	\$3,108	5
Malick H	\$3,660	4	Tanya V	\$3,408	2	Ineida A	\$3,097	3
Michael B	\$3,636	2	Chris L	\$3,400	3	Chamberlain O	\$3,060	4
Regina L	\$3,628	4	Adia H	\$3,388	7	Kristi J	\$3,049	4
Kiana T	\$3,602	5	Bruce P	\$3,378	4	Thomas J	\$3,036	5
Joe T	\$3,600	2	Harry W	\$3,363	3	Rex N	\$3,000	5
Jordan K	\$3,594	2	Anthony H	\$3,340	3			

DEADLINE

REMEMBER TO PLACE YOUR DIGITAL LEADS ORDERS BEFORE THE FIRST OF THE MONTH TO BE FILLED THE FOLLOWING MONTH!





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 applications 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.**

CLICK HERE TO LEARN MORE!



Aetna Senior Supplemental Insurance

Bonus Program

Medicare Supplement and Ancillary products

Q1
2024



The more qualifying applications submitted and policies issued, the more bonus you earn!

Open new doors in 2024

QUALIFYING PRODUCTS

Medicare Supplement

Submit qualifying applications and receive the following bonuses:

Electronic applications*

Underwritten **\$100 each**

Open Enrollment **\$25 each**

To receive a payout, you must submit a minimum of 5 signed applications monthly (underwritten, guaranteed issue or open enrollment) and policies must be issued by dates indicated below.

*In SC both Underwritten and Open Enrollment will pay at \$50.

Ancillary/life

Submit qualifying applications of any of the qualifying ancillary/life products and receive the following bonus:

\$50 bonus per electronic application

Submit a qualifying Medicare Supplement application with a qualifying ancillary product from below* and receive an **additional \$50 bonus per application.**

*Final Expense products are excluded from additional \$50 bonus.

- Dental, Vision and Hearing Plus
- Dental, Vision and Hearing
- Cancer and Heart Attack or Stroke/Plus
- Hospital Indemnity/Flex
- Recovery Care/Nursing Facility Care/Home Recovery Care
- Home Care/Plus
- Protection Series Final Expense

Policies must be issued by dates indicated below, with \$180 minimum annual premium.

Important bonus program details are on the next page

QUALIFICATION PERIODS

Application dates	Effective dates	Issued by	Payout by
January 1 - 31, 2024	January 1, 2024 - March 31, 2024	February 15, 2024	March 1, 2024
February 1 - 29, 2024	February 1, 2024 - March 31, 2024	March 15, 2024	April 1, 2024
March 1 - 31, 2024	March 1, 2024 - March 31, 2024	April 15, 2024	May 1, 2024

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CGFMP08222

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Fund Your Dreams Incentive

Your money. Your dreams. You deserve it.



Earn points and bank serious cash

Our new benchmark in producer rewards.

Starting January 1, 2024, collect Fund Your Dreams points and get cash bonuses quarterly – not annually, not every six months but each quarter. Earn extra cash and use it how you like!

How will you reward yourself?

12%

Bonus on
20,000 to 24,999
points

15%

Bonus on
25,000 to 29,999
points

18%

Bonus on
30,000 or more
points

Here's how the tiers work

The bonus amount in dollars is a percentage of the points you accumulate through sales. Bonus percentages increase incrementally when you reach certain point thresholds.

For example:

24,000 points earned
= \$2,880 cash payout
(12% of 24,000)

27,000 points earned
= \$3,300 cash payout
(12% of 24,999 + 15% of 2,001)

33,000 points earned
= \$4,290 cash payout
(12% of 24,999 + 15% of
5,000 + 18% of 3,001)

When a quarter ends, points are reset to zero, and the incentive starts over again the next quarter!

Certificates must be issued and paid by the end of the quarter to earn points. Foresters Financial™ records will determine qualification results and eligibility.

Bonus payouts will be processed no later than 30 days after the end of each qualification period (as defined below).