

VOLUME 13 - ISSUE 4

# the PULSE

WHAT WE DO MATTERS!

## AGENT OF THE WEEK

### "PRIMETIME" MARTIN M

LAST WEEK, MARTIN M HELPED  
15 FAMILIES AVOID JEOPARDY BY  
WRITING \$22,253 IN A/P!  
QUESTION: THIS IS ANYTIME  
MARTIN M IS IN THE FIELD.

ANSWER: WHAT IS PRIMETIME?



North American Senior Benefits  
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LAWRENCEVILLE, GA 30043

# LAST WEEK'S TOP TEAMS

## \$50K+

TEAM	A/P	APPS
Chris C	\$847,104	916
Garrett H	\$768,859	831
Josh S	\$694,876	754
Keith T	\$579,326	727
Greg B	\$371,810	445
Blair O	\$362,778	330
Andrew E	\$353,534	400
Dusty T	\$340,618	402
Ashley C	\$323,744	377
Nick G	\$297,837	274
Isaac S	\$256,895	295
Blythe B	\$243,688	304
Brian C	\$204,638	231
Garrett S	\$190,470	202
Max G	\$180,802	200
Laura M	\$137,629	178
Dylan W	\$119,924	158
Alex C	\$109,544	119
Will K	\$107,341	118
Cole T	\$89,209	143
Storme C	\$88,287	109

TEAM	A/P	APPS
Scott D	\$76,930	116
Mason D	\$72,915	59
Cody L	\$69,482	80
Spencer V	\$65,238	76
Branden D	\$64,162	87
Nate S	\$62,645	58
Naomi G	\$61,451	68
Blake N	\$60,726	69
Asia H	\$59,216	71
Steven H	\$57,551	47
Derrick L	\$57,050	67
Rafael R	\$54,702	49
Martin M	\$53,312	42
AJ R	\$53,191	56
Colby S	\$53,065	79
Abel H	\$52,388	82
Dustin H	\$51,770	55
Mekayla M	\$50,828	67
Alex M	\$50,456	61
Joe B	\$50,295	52

# \$20K-\$49,999K

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Kailyn B	\$46,480	51	Eric G	\$29,685	27	Joshua T	\$21,999	30
Connor H	\$44,348	46	Chad S	\$28,818	22	Zamantha M	\$21,796	26
Nick R	\$39,708	47	Ali O	\$27,877	22	Cat B	\$21,703	20
Brian A	\$38,855	37	Tai S	\$27,309	36	Eugene M	\$21,600	17
James T	\$37,345	41	Robert H	\$27,143	26	Grayson R	\$21,343	17
Steven W	\$36,535	57	Katie M	\$26,546	32	Xavier C	\$21,343	17
Connor E	\$36,526	37	Jessica D	\$26,467	32	Cody W	\$21,291	25
Mike J	\$35,769	28	Josiah M	\$25,937	21	Crystal T	\$21,025	25
Doug H	\$35,534	42	Carter P	\$25,317	35	Riley P	\$20,963	27
Russell W III	\$33,542	34	Gerardo M	\$25,054	29	Anthony J	\$20,846	19
Adrienne M	\$33,458	37	Marcus C	\$24,788	28	Ryan B	\$20,772	12
Alex P	\$32,898	37	Owen M	\$24,636	26	Tiffany T	\$20,632	25
Al-S	\$32,649	25	Stephen D	\$22,524	26	Bobby B	\$20,400	21
Rex N	\$31,373	36	Tyler K	\$22,366	28	Mario F	\$20,366	44
Shane R	\$31,256	48	Jonathan M	\$22,150	26			

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

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Dima F	\$19,723	18	Jalen D	\$14,624	12	Jessica R	\$11,563	33
Mike R	\$18,925	14	Chrystal S	\$14,569	24	Chris L	\$11,248	14
Bryson S	\$18,849	28	Yassir A	\$14,381	9	Chris L	\$11,248	14
Jaime M	\$18,777	36	Jennifer E	\$14,157	17	Luke R	\$11,112	19
Amanda F	\$18,476	13	Grace S	\$14,073	14	Jack M	\$11,045	8
Brooke M	\$18,457	14	Brittney P	\$14,071	5	Mikal R	\$10,898	8
James C	\$18,439	18	Hobbs J	\$13,990	15	Pierce M	\$10,861	15
Chad A	\$18,385	21	Brianna L	\$13,788	17	Stacey E	\$10,795	14
Danny B	\$18,054	14	Jonathan J	\$13,661	18	Courtney P	\$10,565	25
Mario F	\$18,000	24	Brandon L	\$13,372	36	Rodney G	\$10,476	13
Art T	\$17,861	25	Brooke M	\$13,282	18	Court L	\$10,463	10
Tracy E	\$17,618	18	Lauren C	\$12,835	11	Cody L	\$10,332	7
Bobby P	\$17,136	21	Fred F	\$12,689	17	Jenny G	\$10,295	12
Jermaine W	\$16,744	34	Nichole B	\$12,165	15	Sam P	\$10,248	6
Christina B	\$16,299	21	Mitch B	\$12,151	10	Karen F	\$10,211	13
Christian A	\$16,065	24	Kalid H	\$12,144	12	Christopher H	\$10,049	8
Stefanie R	\$15,575	24	Daniel K	\$12,140	12	Jim H	\$10,020	9
Whitney H	\$15,445	21	Cameron M	\$11,991	9	David E	\$9,872	17
Chuekha H	\$15,370	23	Stacye T	\$11,910	8	Walter G	\$9,839	7
Ryan S	\$15,280	16	Troy B	\$11,741	10	Samenya J	\$9,637	12
Alstin V	\$15,090	11	Brittany F	\$11,699	15	Mike B	\$9,286	7
Windy H	\$14,872	10	Michael C	\$11,583	13	Mason H	\$9,180	9

# LAST WEEK'S 10K GRAND LAND AGENTS

AGENT	A/P	APPS
Martin M	\$22,253	15
Derrick L	\$21,993	21
Mike J	\$21,913	14
Ernie P	\$20,884	28
Lauren F	\$14,574	7
Elizabeth F	\$14,006	6
Anthony W	\$13,548	13
Jaime M	\$12,610	23
Samantha W	\$12,488	6
Dave M	\$12,403	10
Spencer V	\$12,285	16
Yassir A	\$11,933	7

AGENT	A/P	APPS
Stacye T	\$11,909	8
Malick H	\$11,508	18
Chad A	\$11,415	10
Fatima J	\$11,326	10
Connor H	\$11,024	10
Mikal R	\$10,898	8
Dallas B	\$10,752	10
Erica B	\$10,698	14
Coult A	\$10,688	8
Jessica R	\$10,200	5
Jim H	\$10,020	9

## 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
Martin M	\$22,253	15	David F	\$9,286	7	Chantel H	\$7,094	9
Derrick L	\$21,993	21	Mason H	\$9,180	9	Jamir J	\$6,950	6
Mike J	\$21,913	14	James A	\$9,176	6	Art T	\$6,896	8
Ernie P	\$20,884	28	Mitch B	\$9,095	5	Hobbs J	\$6,890	5
Lauren F	\$14,574	7	Ricky M	\$8,815	11	Courtney G	\$6,888	7
Elizabeth F	\$14,006	6	Cassy F	\$8,757	10	Storme C	\$6,887	11
Anthony W	\$13,548	13	Semenya J	\$8,709	10	Mike R	\$6,860	4
Jaime M	\$12,610	23	Melody T	\$8,699	6	Ivan H	\$6,841	8
Samantha W	\$12,488	6	Melinda P	\$8,675	7	Jack G	\$6,830	7
Dave M	\$12,403	10	Steven W	\$8,559	17	Daniel L	\$6,828	5
Spencer V	\$12,285	16	Brittany F	\$8,324	11	Carter P	\$6,823	11
Yassir A	\$11,933	7	Gerardo P	\$8,245	8	Jeff L	\$6,787	7
Stacye T	\$11,909	8	Tywanda M	\$8,146	6	Brooke K	\$6,774	7
Malick H	\$11,508	18	Chris N	\$8,041	6	Nate S	\$6,768	2
Chad A	\$11,415	10	Troy B	\$8,040	7	Ryder D	\$6,762	8
Fatima J	\$11,326	10	Brandon D	\$7,969	18	Jenny G	\$6,745	6
Connor H	\$11,024	10	Tracy E	\$7,955	8	Leslie B	\$6,727	3
Mikal R	\$10,898	8	Ali AIK	\$7,796	7	Karim M	\$6,633	7
Dallas B	\$10,752	10	Courtney P	\$7,708	23	Charnel J	\$6,599	5
ERica B	\$10,698	14	Briana B	\$7,650	11	Jillian M	\$6,590	11
Coult A	\$10,688	8	Anthony J	\$7,575	4	Rafael M	\$6,551	8
Jessica R	\$10,200	5	Moe K	\$7,498	8	Titus H	\$6,527	8
Jim H	\$10,020	9	Valerie T	\$7,498	7	Smiley M	\$6,479	6
Gonzalo L	\$9,914	6	Owen M	\$7,486	10	Greg D	\$6,430	5
Marcus AI-S	\$9,736	7	Mario F	\$7,448	6	Amy C	\$6,399	3
Connor T	\$9,672	6	Donna T	\$7,436	3	Lydia M	\$6,371	7
Bill E	\$9,629	7	Lacey L	\$7,406	11	Jeannette B	\$6,360	6
Anthony R	\$9,596	5	Sam P	\$7,402	4	Nick R	\$6,350	9
Colby S	\$9,554	7	Jonathan M	\$7,374	5	Corinne C	\$6,305	7
Cameron M	\$9,543	8	Cody L	\$7,285	4	Jalen D	\$6,268	4
Garrett H	\$9,543	6	Branden D	\$7,280	9	Marc D	\$6,261	3
Frank W	\$9,525	5	Parker T	\$7,256	7	Laquanda S	\$6,210	7
Anthony D	\$9,410	8	Bryan W	\$7,250	5	Zach	\$6,176	5
Fred F	\$9,322	9	Daniel H	\$7,128	7	Ronnie B	\$6,131	11
Brett B	\$9,320	7	Karen F	\$7,109	8	Ryan S	\$6,127	6

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Rebekah H	\$6,120	6	Katie M	\$5,583	5	Jordan K	\$5,093	4
Stephen D	\$6,100	7	Brittney P	\$5,580	5	Brian A	\$5,088	5
Tyler G	\$6,096	2	Kailyn B	\$5,562	7	Michael B	\$5,087	6
Dale P	\$6,095	5	Giuseppe B	\$5,538	7	Marcus B	\$5,052	4
Thomas L	\$6,080	2	Nic W	\$5,496	5	Jenna F	\$5,028	4
Jonathan M	\$6,067	7	Samantha B	\$5,455	7	Wanda L	\$5,018	7
Charles S	\$6,040	10	AJ R	\$5,436	6	Kyle B	\$5,001	7
Alex M	\$6,000	8	Brandon P	\$5,424	6	Kobe T	\$5,000	5
Brandon R	\$6,000	5	Stephanie J	\$5,371	8	Jake G	\$4,982	8
Russell W III	\$6,000	6	Nathan C	\$5,370	5	Lucas D	\$4,949	6
Ali O	\$5,998	5	John H	\$5,364	3	Rex N	\$4,924	6
Daniel K	\$5,982	4	Emilee A	\$5,360	5	Tavoreion L	\$4,911	1
Levi H	\$5,977	7	Pierce M	\$5,326	7	Grace S	\$4,870	5
Cameron W	\$5,968	5	Alex P	\$5,297	7	Jaden S	\$4,863	7
Alexander I	\$5,964	5	David C	\$5,292	4	Blake N	\$4,862	5
Lucas S	\$5,947	6	Annsley J	\$5,271	4	Austin O	\$4,860	5
Michael C	\$5,933	9	Skye H	\$5,258	6	Barry Joe S	\$4,842	5
Mycharra S	\$5,931	11	Matt C	\$5,250	4	Christina M	\$4,820	5
Karen B	\$5,920	5	Nichole B	\$5,232	6	Brittany B	\$4,811	6
Adrian W	\$5,903	5	Jeff B	\$5,228	4	Sergio D	\$4,805	7
Blaine M	\$5,888	7	Ryan B	\$5,216	5	Dave P	\$4,798	4
Joe H	\$5,843	6	Xavier C	\$5,208	3	Alen J	\$4,795	7
Nick R	\$5,823	6	Joshua O	\$5,189	10	Haley F	\$4,780	12
Rachel C	\$5,819	9	Lydia W	\$5,183	5	Laura K	\$4,759	2
Ryan R	\$5,737	9	DeQuentin D	\$5,177	2	Josh S	\$4,736	4
Casey W	\$5,724	7	Robert H	\$5,147	7	Riley P	\$4,656	12
Jake S	\$5,695	9	Tyler E	\$5,143	4	Alicia R	\$4,622	5
Justin H	\$5,684	3	William K	\$5,142	4	Joseph F	\$4,612	4
Ineida A	\$5,678	2	Dalton N	\$5,138	8	Dakota Y	\$4,584	3
Landon H	\$5,676	4	Robbie O	\$5,130	6	Sarah S	\$4,576	5
Raquel B	\$5,652	2	Seth B	\$5,116	4	Jonathan J	\$4,497	6
Nicholas R	\$5,640	6	Jake T	\$5,103	10	Eugene M	\$4,464	7
Katie K	\$5,615	6	Crystal T	\$5,101	9	Valeska P	\$4,456	6
Janard H	\$5,590	7	Jeff M	\$5,101	7	Ashley R	\$4,436	12
Kendric G	\$5,586	5	Olivia D	\$5,097	5	Kershlyn L	\$4,423	8

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Shanna B	\$4,422	4	Gustavo A	\$3,978	4	Sam	\$3,695	2
Beverley C	\$4,395	5	David E	\$3,960	6	Josh A	\$3,691	7
Sherri W	\$4,391	3	Cliff S	\$3,960	5	Lily B	\$3,690	5
Michael M	\$4,387	3	Chuekha H	\$3,952	6	Brooke M	\$3,680	2
Karly B	\$4,367	5	Nelson C	\$3,929	6	Claybert L	\$3,663	4
Leslie I	\$4,363	5	Macy H-P	\$3,922	6	Ian H	\$3,645	5
Peyton P	\$4,354	3	Kiana T	\$3,911	7	Alek McM	\$3,632	4
<b>Brittany R</b>	<b>\$4,335</b>	<b>12</b>	Payton H	\$3,906	4	Matt D	\$3,628	6
Lisa P	\$4,328	9	Isaiah J	\$3,904	2	Aus N	\$3,623	3
Mason C	\$4,326	5	Emily S	\$3,894	4	Christopher H	\$3,617	5
Eli S	\$4,316	3	Michael M	\$3,892	5	Francis T	\$3,600	4
Tatum T	\$4,306	5	Nathaniel B	\$3,888	4	Justine M	\$3,598	2
Latoya B	\$4,296	1	Mike R	\$3,887	6	James S	\$3,592	3
Kaitlyn R	\$4,283	3	Abel H	\$3,871	5	Evan K	\$3,591	5
Kim M	\$4,278	4	Carlos M	\$3,870	4	Cameron K	\$3,576	4
Tai S	\$4,248	5	Christie S	\$3,862	5	Debara B	\$3,573	2
John S	\$4,230	5	Gary P	\$3,860	6	Chelsea P	\$3,572	3
Chad S	\$4,194	5	Regine C	\$3,854	6	Matt O	\$3,567	3
Asia H	\$4,181	5	Jake K	\$3,840	3	Bobby B	\$3,560	4
Alex P	\$4,176	5	Laquita W	\$3,831	5	Jackson S	\$3,557	4
John C	\$4,158	5	<b>Solon S</b>	<b>\$3,829</b>	<b>14</b>	John G	\$3,550	6
Laura B	\$4,153	5	Joseph E	\$3,828	9	Brian C	\$3,542	4
Justin C	\$4,130	2	Youssef K	\$3,804	3	Brianna L	\$3,534	5
Daniel S	\$4,120	4	Felisha L	\$3,795	3	Laneu M	\$3,520	4
Lindsay L	\$4,110	4	Shonna H	\$3,779	4	Mekayla M	\$3,496	6
Jeremiah M	\$4,104	4	Michiko M	\$3,775	4	Maria P	\$3,488	2
Luke R	\$4,100	5	Shyla B	\$3,769	6	Connor E	\$3,465	4
Christian A	\$4,095	7	Ashton F	\$3,768	3	Trenda J	\$3,456	3
Jadon V	\$4,079	2	Dima F	\$3,768	4	Callie W	\$3,450	5
Resie	\$4,066	6	Marcus C	\$3,766	6	Sabastian M	\$3,448	2
Alstin V	\$4,035	3	Bryson S	\$3,758	7	Katherine L	\$3,436	3
Wade S	\$4,020	4	Elizabeth S	\$3,749	4	Alexa S	\$3,436	3
Kristin M	\$4,018	3	James 'ATG' B	\$3,740	6	William D	\$3,428	2
Ryan S	\$4,007	6	Peyton W	\$3,726	7	Will F	\$3,425	4
Kacee C	\$3,996	5	Lorenzo W	\$3,718	4	Ben B	\$3,403	4

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Joshua W	\$3,395	7	Zach B	\$3,270	3	Hunter C	\$3,153	3
Lois M	\$3,394	4	Brad K	\$3,253	4	Toshi W	\$3,132	1
Kathleen I	\$3,374	4	Clarence J	\$3,252	4	Benjamin A	\$3,112	2
Tonia B	\$3,367	8	Gary M	\$3,237	2	Chrystal S	\$3,108	4
Delores A	\$3,361	3	Hailey P	\$3,215	3	Jonathan V	\$3,108	3
Brandon C	\$3,360	3	Tracy H	\$3,215	5	Tissany A	\$3,102	5
Michaela H	\$3,354	3	Heather B	\$3,203	5	Matthew M	\$3,067	4
Karyssa R	\$3,343	5	Alicia W	\$3,197	3	Marques T	\$3,047	3
Josh M	\$3,338	7	Conner Y	\$3,192	3	Windy H	\$3,042	5
Thomas B	\$3,336	5	Don G	\$3,186	4	Larry G	\$3,027	3
Brett M	\$3,331	4	Tony F	\$3,177	4	James C	\$3,014	4
Jackie M	\$3,314	3	Cody P	\$3,177	4	Channa G	\$3,013	5
Brittany W	\$3,311	4	Martina W	\$3,172	3	Amanda L	\$3,004	2
Tyler K	\$3,272	5	Lisa S	\$3,166	5			



**#1 APP WRITER:  
ERNIE P  
WITH 28 APPS!**







# 2023 AWARD

## Nominees

### VELVET HAMMER

ROBERT C  
JIM H  
MIKAL R  
DIMA F  
ART T  
STORME H

### TORTOISE AWARD

LUCAS S  
JOE H  
LAURA B  
MIKE R  
JERE M  
GERARDO M

### RVP OF THE YEAR

SCOTT D  
BLYTHE B  
ALEX C  
AJR  
NATE S  
MASON D

### AGENT OF THE YEAR

FRED F - GERARDO P - MARTIN M - MIKE J - DERRICK L

### FEMALE AGENT OF THE YEAR

JAIME M - ANA BRICKEY - BEVERLEY C - KATIE K - NICHOLE B - STACYE T

### SALES MANAGER OF THE YEAR

RUSS W III - ALEX P - BRANDEN D - DYLAN W - MARCUS A - STEVEN H

### COMEBACK AGENT OF THE YEAR

JAMES T - CAMERON M - AMY M - MIKE C BRANDON L - NATHAN C

### POWER COUPLE OF THE YEAR

CHRIS & CHUEKHA H  
RUSS W III & SHEENA G  
BRIAN AND REGINE C

JOEY C & NAOMI G  
CHUEKHA & CHRIS H  
BRYSON & ELIZABETH S

### ROOKIE OF THE YEAR

MASON H  
ANTHONY D  
SMILEY M  
BRANDON R  
CLIFF S  
OWN M

### FOUNDERS AWARD

JANARD H  
JOSH T  
MIKE C  
DOUG H  
ERIC G  
COURTNEY P

### HORIZON AWARD

ALEX M  
SPENCER V  
BLAKE N  
ASIA H  
TAI S  
CODY L

## CONGRATULATIONS NOMINEES!

PLEASE SEND ANY NAME PREFERENCES/SPELLING ETC TO [MARKETING@NASBCORPORATE.COM](mailto:MARKETING@NASBCORPORATE.COM)