

Volume 13 - Issue 7

# the pulse

What We Do Matters!



## AGENT OF THE WEEK **DAN C** THE HURRICANE

LAST WEEK **DAN C.**, AKA: "THE HURRICANE," CRUSHED IT AGAIN! WHILE MANY AGENTS WERE ON THE BEACH HE WAS STORMING THE FIELD, WRITING ANOTHER HUGE AP OF: **\$35,071** ON **20** APPLICATIONS. LOOKOUT NASB NATION, IT'S HURRICANE SEASON!!



NORTH AMERICAN SENIOR BENEFITS  
1-866-926-9000 | NASBINC.COM  
922-A HURRICANE SHOALS RD  
LAWRENCEVILLE GA, 30043



# Last Week's Top Teams

## \$50k+

TEAM	A/P	APPS
Chris C	\$724,348	764
Garrett H	\$616,156	663
Keith T	\$580,797	702
Josh S	\$529,579	561
Greg B	\$369,755	399
Dusty T	\$368,726	439
Ashley C	\$317,233	327
Andrew E	\$289,116	301
Blythe B	\$254,636	299
Isaac S	\$230,736	262
Blair O	\$227,734	211
Brian C	\$188,908	219
Nick G	\$181,243	177
Laura M	\$142,487	178
Garrett S	\$125,302	133

TEAM	A/P	APPS
Max G	\$124,700	130
Will K	\$106,864	104
Dylan W	\$106,247	119
Alex C	\$84,962	101
Cole T	\$78,932	92
Cody L	\$73,475	103
Asia H	\$71,722	67
Blake N	\$62,209	77
Scott D	\$61,586	88
Chuekha H	\$59,022	46
Mekayla M	\$55,143	60
Alex M	\$52,793	51
Branden D	\$52,691	62
Derrick L	\$51,989	74
Colby S	\$50,378	63
Steven H	\$50,008	45

# 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	TEAM	A/P	APPS	TEAM	A/P	APPS
Nate S	\$49,308	55	Abel H	\$32,956	44	Anthony J	\$25,015	30
Storme C	\$49,099	54	Tai S	\$31,482	43	Cat B	\$24,067	24
AJ R	\$46,274	55	Steven W	\$29,946	32	Connor E	\$23,207	24
Spencer V	\$44,938	50	Brandon L	\$29,604	42	Christina B	\$22,892	37
Naomi G	\$43,817	58	Cody W	\$29,523	26	Danny B	\$22,239	18
Alex P	\$43,286	40	Chad S	\$28,594	27	Jermaine W	\$21,133	34
Rex N	\$41,828	43	Jessica D	\$28,492	29	Russell W III	\$21,014	20
Shane R	\$41,772	43	Nick R	\$27,552	32	Mario F	\$20,842	44
Art T	\$40,510	55	Gerardo M	\$26,847	26	Robert H	\$20,421	17
Adrienne M	\$39,238	34	Linda S	\$26,743	31	Tiffany T	\$20,420	21
James T	\$38,466	43	Becca A	\$26,585	35	Zamantha M	\$20,420	21
Dustin H	\$37,628	46	Whitney H	\$26,553	32	Ryan S	\$20,369	25
Stephen D	\$37,599	37	Bobby B	\$25,293	28	Eugene M	\$20,163	31
Kailyn B	\$37,378	43	Marcus C	\$25,293	30	Christopher H	\$20,133	17
Rafael R	\$36,168	32						

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

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Jonathan M	\$19,699	20	Xavier C	\$14,638	17	Jalen D	\$11,472	10
Mason D	\$19,679	10	Jaime M	\$13,991	21	Hobbs J	\$11,209	9
Brian A	\$18,641	23	Marcus Al-S	\$13,987	19	Haley F	\$11,079	11
Daniel K	\$18,050	15	Brooke M	\$13,702	13	Riley P	\$10,986	10
Carter P	\$18,001	19	Alstin V	\$13,570	24	Katie M	\$10,986	10
Jacob W	\$17,789	25	Brianna L	\$13,557	13	Brittany F	\$10,520	14
Bryson S	\$17,744	20	Courtney P	\$13,326	9	Cody C	\$10,494	14
Doug H	\$17,673	21	Amanda F	\$13,177	14	Rodney G	\$10,434	14
Eric G	\$17,548	20	Anthony H	\$12,926	18	Sarah S	\$10,433	8
Windy H	\$16,570	16	Larry G	\$12,926	18	Josiah M	\$10,403	9
Jonathan J	\$16,499	22	Tissany A	\$12,414	7	Michael C	\$10,295	9
Bobby P	\$16,242	21	Luke R	\$12,401	12	Laquanda S	\$10,214	4
Ali O	\$16,018	6	Trevor S	\$12,334	17	Michael M	\$10,140	5
Stephanie J	\$15,776	15	Joshua T	\$12,295	21	John S	\$9,988	10
Martin M	\$15,235	17	Court L	\$12,212	12	Crystal T	\$9,276	18
Joe B	\$14,782	10	Owen M	\$11,779	19	Jenny G	\$9,102	17
Connor H	\$14,782	10	Cliff S	\$11,613	17	Dawn J	\$9,091	16
Grayson R	\$14,638	17	Dima F	\$11,473	11			



# LAST WEEKS.....

# \$10k GRAND LAND AGENTS

AGENT	A/P	APPS
Dan C	\$35,071	20
Giuseppe B	\$21,343	16
Jacob W	\$16,662	22
Brandon L	\$14,726	5
Art T	\$13,361	12
Jenny N	\$13,208	8
Briana B	\$13,073	9
Barry S	\$12,802	5
Derrick L	\$12,382	16
Chuekha H	\$12,276	6

AGENT	A/P	APPS
Matthew M	\$11,950	10
Ricky M	\$11,917	14
Haley F	\$11,079	11
Resie F	\$10,604	12
Smiley M	\$10,402	4
Michael C	\$10,294	9
Laquanda S	\$10,214	4
Jonathan M	\$10,201	5
Chris H	\$10,140	7
Gerardo P	\$10,061	10

#1 App Writer

# JACOB W

With 22 Apps!

# LAST WEEKS..... TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Dan C	\$35,071	20	Ahmad S	\$8,009	3	James A	\$6,589	6
Giuseppe B	\$21,343	16	Moe K	\$8,009	3	Stephen C	\$6,500	3
Jacob W	\$16,662	22	Taylor M	\$7,999	9	DeMichael M	\$6,492	7
Brandon L	\$14,726	5	Marta C	\$7,949	8	Lauren F	\$6,478	5
Art T	\$13,361	12	Lydia M	\$7,847	13	Treyvon B	\$6,463	7
Jenny N	\$13,208	8	Robert T	\$7,786	16	Sam S	\$6,456	5
Briana B	\$13,073	9	Daniel McC	\$7,758	4	Brandon D	\$6,415	5
Barry S	\$12,802	5	Jim H	\$7,708	7	Jeff M	\$6,357	6
Derrick L	\$12,382	16	Ben B	\$7,635	7	Alicia W	\$6,355	5
Chuekha H	\$12,276	6	Cat B	\$7,620	6	Jonathan L	\$6,296	6
Matthew M	\$11,950	10	Sarah S	\$7,612	5	Mason C	\$6,277	5
Ricky M	\$11,917	14	Silas S	\$7,551	3	Teddy H	\$6,270	6
Haley F	\$11,079	11	Samantha M	\$7,403	5	Samantha B	\$6,249	9
Resie F	\$10,604	12	Adam M	\$7,323	5	Justin C	\$6,245	10
Smiley M	\$10,402	4	Darian G	\$7,321	6	Misha G	\$6,240	7
Michael C	\$10,294	9	Adrienne M	\$7,297	4	Jackie M	\$6,235	4
Laquanda S	\$10,214	4	Frank W	\$7,259	8	Tony F	\$6,220	4
Jonathan M	\$10,201	5	Brittany B	\$7,249	2	Brian J	\$6,215	7
Chris H	\$10,140	7	Stephan D	\$7,208	7	Jamie L	\$6,190	10
Gerardo P	\$10,061	10	Jamir J	\$7,207	5	Lindsay L	\$6,144	5
Daniel H	\$9,894	13	Nic W	\$7,203	9	Lacey L	\$6,109	4
Brandon C	\$9,708	6	Christie N	\$7,186	6	Jessie M	\$6,104	5
Elizabeth F	\$9,474	7	Coult A	\$7,152	6	Brittany W	\$6,033	4
Jack M	\$9,264	7	Leslie I	\$7,134	11	Pinkney P	\$6,024	5
Mario F	\$9,040	18	Rachel J	\$7,010	5	Chris L	\$5,981	10
Hobbs J	\$8,994	6	Nicholas R	\$7,005	6	Mike T	\$5,943	2
Jake G	\$8,776	8	Jeannette B	\$6,960	7	Ashley L	\$5,935	4
Jaden S	\$8,632	8	Gonzalo L	\$6,936	5	Jenny G	\$5,920	12
Christie S	\$8,598	6	Coy D	\$6,936	9	Valerie T	\$5,848	8
Jere M	\$8,322	7	Nathan C	\$6,834	3	Michael M	\$5,837	3
Brandon P	\$8,295	13	Keith S	\$6,694	5	Ronnie B	\$5,815	9
Melody T	\$8,257	6	Lydia W	\$6,658	9	Kacee C	\$5,796	6
Marcus B	\$8,182	7	Bobby B	\$6,619	11	Clark W	\$5,742	5
Laura B	\$8,023	9	Daniel L	\$6,612	4	Steven H	\$5,720	4



# LAST WEEKS..... TOP PRODUCERS

AGENT	A/P	APPS
Frank S	\$5,702	6
Brittany F	\$5,692	6
Grace W	\$5,691	4
<b>Gary P</b>	<b>\$5,666</b>	<b>10</b>
Dalton N	\$5,663	5
Tim DeF	\$5,634	4
Marques T	\$5,586	6
Jackson S	\$5,586	4
Dale P	\$5,540	3
Jermaine W	\$5,536	6
Wanda L	\$5,508	4
Brett M	\$5,503	4
Spencer P	\$5,498	2
Ashlie A	\$5,468	3
Garrett H	\$5,431	3
Taylor McC	\$5,430	6
Ivan H	\$5,424	5
John S	\$5,410	6
Alicia R	\$5,365	5
Abdul B	\$5,339	8
Trevor S	\$5,337	6
<b>Christopher C</b>	<b>\$5,308</b>	<b>10</b>
Andres A	\$5,304	4
Cody C	\$5,294	7
Karen F	\$5,283	7
Michelle J	\$5,278	7
<b>Jonathan J</b>	<b>\$5,276</b>	<b>11</b>
Keegan P	\$5,256	8
Bryan W	\$5,255	4
Chad C	\$5,236	6
Charles S	\$5,232	7
Josh J	\$5,189	3
Annslay J	\$5,180	6
Emilee A	\$5,125	4

AGENT	A/P	APPS
Alstin V	\$5,092	5
Becca A	\$5,088	5
Tanner A	\$5,085	3
Sylvia D	\$5,058	9
Chris M	\$5,053	5
Randall P	\$5,048	5
Lisa P	\$5,038	7
Zach A	\$5,036	5
Riddick B	\$4,974	7
Dave M	\$4,974	3
Jordan P	\$4,965	1
Cody L	\$4,957	6
Klein P	\$4,946	2
Mike D	\$4,904	5
Dawn J	\$4,902	7
Parker T	\$4,885	5
Glenn B	\$4,847	6
Kathleen I	\$4,828	8
shelly L	\$4,823	8
Kaitlyn R	\$4,793	6
Al V	\$4,757	2
Anthony J	\$4,747	5
MyCharra S	\$4,737	5
Dylan A	\$4,714	7
Brayden B	\$4,661	4
Windy H	\$4,630	5
Joseph E	\$4,625	6
Patrick B	\$4,601	5
Jaden I	\$4,578	4
<b>Gary M</b>	<b>\$4,557</b>	<b>10</b>
Ashton K	\$4,536	5
Michael M	\$4,518	4
Colby S	\$4,513	5
Jonah K	\$4,500	4

AGENT	A/P	APPS
Billy K	\$4,461	5
Matt H	\$4,455	5
Bryson S	\$4,446	4
Semos K	\$4,440	4
Tracy H	\$4,433	5
Chad A	\$4,428	5
Jacob S	\$4,424	4
Shana R T	\$4,416	6
Dave P	\$4,396	5
Chelsea W	\$4,372	6
Anthony W	\$4,351	4
Robert C	\$4,349	8
Larry G	\$4,323	7
Ryan S	\$4,310	5
Kim M	\$4,303	2
Robert F	\$4,285	4
Andrew W	\$4,280	4
Marc D	\$4,249	4
Whitney H	\$4,235	3
Lucas D	\$4,229	2
Fred P	\$4,213	3
Nathan A	\$4,203	6
Carlos R	\$4,200	3
Steven W	\$4,185	4
Leslie P	\$4,146	2
Lily B	\$4,143	5
Carlos M	\$4,122	4
Aeevry E	\$4,119	4
Jake S	\$4,098	5
Christina B	\$4,058	5
wade	\$4,037	4
Jenna F	\$4,019	5
Tyler E	\$4,000	6
Nick R	\$3,992	4

# LAST WEEKS..... TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Semenya J	\$3,968	4	Blake N	\$3,644	5	Mary B	\$3,276	2
Linda S	\$3,960	6	Anthony D	\$3,576	5	Heather B	\$3,275	5
David G	\$3,956	2	Quinn	\$3,562	6	Jeremy C	\$3,256	3
Ryan M	\$3,947	5	Landon H	\$3,528	4	Clarence J	\$3,252	4
Ranaldo D	\$3,943	4	Gerardo M	\$3,528	3	Brittney P	\$3,252	4
Joshua T	\$3,888	11	Linda D	\$3,525	4	Jameson R	\$3,206	3
Brett B	\$3,878	5	Laquita W	\$3,522	3	Chelsea P	\$3,202	3
Blair O	\$3,876	3	Jordan K	\$3,514	4	Lisa S	\$3,188	5
Austin O	\$3,860	6	Conner Y	\$3,504	6	John G	\$3,182	5
John C	\$3,856	3	Mike R	\$3,492	2	David C	\$3,180	3
Eli S	\$3,851	6	Samantha W	\$3,472	3	Aaron J	\$3,176	6
John S	\$3,850	6	Jamila W	\$3,462	4	Matt D	\$3,160	3
George McN	\$3,840	7	Tameka D	\$3,458	7	Evan K	\$3,151	8
Emily S	\$3,834	5	Cleo M	\$3,451	4	Austin J	\$3,151	1
Alen J	\$3,817	7	Zachary E	\$3,439	6	Jonathan V	\$3,144	2
Patrick G	\$3,804	3	Brad K	\$3,428	4	Peyton B	\$3,136	6
Eugene M	\$3,804	8	Toryan S	\$3,421	3	William D	\$3,128	4
Debbie W	\$3,804	4	Eric S	\$3,418	4	Devin S	\$3,125	2
Dalton W	\$3,800	5	Shelly G	\$3,411	1	Alex M	\$3,122	1
Shonna H	\$3,781	5	Val A	\$3,408	5	Sami M	\$3,114	3
Cody W	\$3,767	5	Guy M	\$3,402	8	Brittany W	\$3,108	5
Daoon F	\$3,762	1	Daniel B	\$3,376	4	Joseph F	\$3,095	3
Jade T	\$3,742	5	Shyla B	\$3,362	5	Kristin M	\$3,095	4
Ryan S	\$3,733	4	Logan C	\$3,351	4	Levi H	\$3,091	3
Rosa M	\$3,732	6	Dorea K-C	\$3,348	3	Nelson C	\$3,088	6
Kristi J	\$3,731	5	Ineida A	\$3,343	7	Dante F	\$3,084	2
Peyton W	\$3,712	5	Will F	\$3,338	8	Michiko M	\$3,078	4
David F	\$3,703	4	Christina M	\$3,334	5	Mariah M	\$3,070	3
Kyle B	\$3,693	6	Melinda P	\$3,295	4	Moe A	\$3,053	3
Quiten G	\$3,670	3	Debara B	\$3,292	4	Abass A	\$3,037	3
Tanya V	\$3,655	5	Cameron F	\$3,280	6	Bob G	\$3,018	5

This Week's Issue of the PULSE was not a Double Issue as we had planned. We did not have all numbers since so many were on the NASB Cruise.



# 2023

North American Senior Benefits

## Award Winners



2023 TOP PRODUCTION AWARD

**Fred F**



2023 AGENT OF THE YEAR

**Martin M**



2023 ROOKIE OF THE YEAR

**Mason H**



2023 RVP OF THE YEAR

**Scott D & Blythe B**



2023 VELVET HAMMER AWARD

**Storme C**



2023 FOUNDERS AWARD

**MIKE C**  
(AKA ERNIE POUNDERS)







2023 POWER COUPLE OF THE YEAR

**Russell & Sheena G**



2023 SALES MGR OF THE YEAR

**Branden D & Dylan W**



2023 FEMALE AGENT OF THE YEAR

**Stacye T**



2023 HORIZON AWARD

**Spencer V**



2023 MVP

**Will K & Max G**



2023 TORTOISE AWARD

**Lucas S**

2023

North American Senior Benefits

*Award Winners*