

VOLUME 13 - ISSUE 8

# the pulse

What we do matters!

**AGENT OF THE WEEK...**



**COURTNEY P., AKA "THE GENERAL" LEAD NASB TROOPS LAST WEEK, WRITING APPS ON 5 CIVILLIANS FOR A COMMANDING TOTAL OF \$22,059 A/P. WE SALUTE YOU GENERAL!**



NORTH AMERICAN SENIOR BENEFITS  
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922-A HURRICANE SHOALS RD  
LAWRENCEVILLE GA, 30043

# Last Week's Top Teams

\$50k ++++++

TEAM	A/P	APPS
Chris C	\$919,496	985
Garrett H	\$804,241	862
Josh S	\$711,581	757
Keith T	\$666,000	741
Blair O	\$416,218	409
Andrew E	\$408,928	444
Greg B	\$387,626	417
Dusty T	\$363,811	406
Nick G	\$350,652	353
Ashley C	\$338,295	353
Blythe B	\$239,566	261
Isaac S	\$233,649	277
Max G	\$204,174	204
Brian C	\$202,385	244
Will K	\$185,013	202
Garrett S	\$173,033	189
Laura M	\$168,640	178
Cole T	\$141,269	150
Dylan W	\$109,372	123
Alex C	\$91,815	90
Steven H	\$86,568	72

TEAM	A/P	APPS
Cody L	\$85,721	91
Blake N	\$79,341	93
Branden D	\$78,110	83
Storme C	\$75,199	81
Shane R	\$75,159	64
Scott D	\$74,496	96
Asia H	\$70,753	79
Alex M	\$69,178	75
Kailyn B	\$64,473	71
Derrick L	\$63,625	74
Spencer V	\$62,792	63
Colby S	\$61,599	64
Abel H	\$60,507	75
Nate S	\$59,412	70
Naomi G	\$56,124	77
Joe B	\$55,788	48
Marcus Al-S	\$54,620	42
Dustin H	\$54,011	56
Russell W III	\$52,603	45
Connor E	\$50,401	60

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

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
AJ R	\$49,864	74	Daniel K	\$32,490	28	Josiah M	\$23,572	22
James T	\$49,404	63	Mario F	\$32,450	37	Kalid H	\$23,568	20
Chuekha H	\$48,127	52	Bobby B	\$32,261	44	Eric G	\$23,491	21
Connor H	\$47,586	42	Adrienne M	\$31,632	25	Moe A	\$23,488	27
Alex P	\$46,883	52	Rex N	\$31,264	33	Dima F	\$23,307	22
Mekayla M	\$46,409	45	Nick R	\$31,201	33	Jalen D	\$22,874	17
Rafael R	\$41,846	43	Cliff S	\$30,960	37	Jonathan M	\$22,827	20
Gerardo M	\$38,043	31	Cat B	\$29,202	30	Charles U	\$22,050	27
Art T	\$36,600	42	Grayson R	\$28,979	26	Doug H	\$21,480	26
Tai S	\$35,823	35	Owen M	\$27,955	37	Court L	\$21,313	24
Martin M	\$35,643	42	Robert H	\$27,448	33	Alstin V	\$21,297	25
Stephen D	\$34,744	41	Rodney G	\$27,274	31	Jermaine W	\$21,133	34
Christina B	\$34,399	39	Jaime M	\$27,181	30	Brooke M	\$20,654	8
Mason D	\$34,218	31	Christopher H	\$26,928	25	Christian A	\$20,430	20
Brian A	\$33,690	41	Carter P	\$26,843	26	Ryan S	\$20,342	21
Steven W	\$33,425	31	Xavier C	\$26,790	24	Marcus C	\$20,126	20
Courtney P	\$33,100	18	Chad S	\$23,582	22			

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

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Ali O	\$19,717	18	Mike B	\$14,959	13	Nichole B	\$11,582	20
Bobby P	\$19,645	23	Brittney P	\$14,899	14	Jonathan J	\$11,579	11
Anthony J	\$19,525	26	Resie F	\$14,765	18	Mike J	\$11,345	11
Brooke M	\$19,427	17	Fred F	\$14,452	17	Lauren C	\$11,170	11
Corinne C	\$19,364	22	Joshua T	\$14,405	22	Yassir A	\$11,070	11
Anthony H	\$18,173	29	Jessica D	\$14,019	20	Stefanie R	\$10,899	21
Larry G	\$18,173	29	Ryan B	\$14,000	20	Linda S	\$10,736	23
Cody C	\$17,950	19	Mike R	\$13,789	11	Mikal R	\$10,657	10
Tiffany T	\$17,937	20	Whitney H	\$13,040	17	Mason H	\$10,656	8
Zamantha M	\$17,937	20	Blaine M	\$13,006	15	Trevor S	\$10,526	12
Amanda F	\$17,589	17	Jessica R	\$13,000	56	Marvin O	\$10,452	9
Bryson S	\$17,171	12	Josh O	\$12,895	11	Janard H	\$10,370	9
Eugene M	\$17,125	20	Tyler K	\$12,505	15	Michael C	\$10,238	15
James C	\$16,905	17	Tracy E	\$12,504	18	Ashley M	\$10,186	12
Chrystal T	\$16,781	25	Walter G	\$12,410	11	Steven C	\$9,714	11
Katie M	\$16,253	15	David E	\$12,334	17	Danny B	\$9,414	10
Pierce M	\$16,169	18	Tyler E	\$12,318	13	Michael M	\$9,337	12
Riley P	\$15,460	14	Joel F	\$12,307	12	Stephanie J	\$9,212	8
Hobbs J	\$15,458	21	Dennis R	\$12,124	12	William D	\$9,124	8
Grace S	\$15,371	23	John S	\$11,959	14	Cody L	\$9,058	9
Mitch B	\$15,318	22	Chris L	\$11,635	12			

# Last Week's \$10k Grand Land Agents

AGENT	A/P	APPS
Dan C	\$27,348	18
Courtney P	\$23,059	5
Martin M	\$22,458	23
Connor H	\$17,235	15
Mario F	\$17,001	18
Art T	\$16,653	13
Dorea K-C	\$16,484	19
David F	\$14,040	12
Spencer V	\$13,311	10
Jessica R	\$13,000	6
Kalid H	\$12,912	12
Marcus Al-S	\$12,685	9
Chasity E	\$12,470	11
Anthony W	\$12,378	12
Gerardo M	\$12,144	7
Ryder D	\$11,764	9
David G	\$11,683	13
Russell W III	\$11,472	10
Michael M	\$11,398	4

AGENT	A/P	APPS
Resie F	\$11,071	13
Kathleen I	\$11,026	19
Brittany F	\$11,024	9
Tony F	\$10,956	13
Ryan S	\$10,924	8
Dallas B	\$10,920	11
DeQuentin D	\$10,849	15
Mason H	\$10,656	8
Jonathan M	\$10,602	9
Derrick L	\$10,420	12
Steven W	\$10,391	7
Jonathan V	\$10,371	8
Janard H	\$10,370	9
Ricky M	\$10,313	15
Michael C	\$10,238	15
Elizabeth F	\$10,169	9
Valeska P	\$10,165	14
Fred F	\$10,106	14
Gerardo P	\$10,061	10

Last Week's #1 App Writer

# Martin M

With 23 Apps!

# Last Week's Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Dan C	\$27,348	18	Elizabeth F	\$10,169	9	Briana B	\$8,047	9
Courtney P	\$23,059	5	Valeska P	\$10,165	14	Shawn T	\$7,913	6
Martin M	\$22,458	23	Fred F	\$10,106	14	Adam M	\$7,857	5
Connor H	\$17,235	15	Gerardo P	\$10,061	10	Hunter R	\$7,764	5
Mario F	\$17,001	18	Daniel H	\$9,971	15	Jonathan M	\$7,714	7
Art T	\$16,653	13	Brooke M	\$9,842	3	George V	\$7,689	9
Dorea K-C	\$16,484	19	Haley F	\$9,826	7	John C	\$7,680	5
David F	\$14,040	12	Justin C	\$9,762	5	Eli S	\$7,630	7
Spencer V	\$13,311	10	Steven C	\$9,714	11	Melody T	\$7,567	5
Jessica R	\$13,000	6	Hailey P	\$9,692	8	Gary M	\$7,471	7
Kalid H	\$12,912	12	Mike D	\$9,572	6	Matt C	\$7,467	5
Marcus Al-S	\$12,685	9	Valerie T	\$9,510	6	Rex N	\$7,403	7
Chasity E	\$12,470	11	William K	\$9,205	5	Wanda L	\$7,380	4
Anthony W	\$12,378	12	Lydia M	\$9,163	9	Joan M	\$7,342	5
Gerardo M	\$12,144	7	Christian A	\$9,103	6	Steven H	\$7,338	5
Ryder D	\$11,764	9	Owen M	\$9,081	10	Court L	\$7,316	10
David G	\$11,683	13	Stephen C	\$9,029	3	Robbie M	\$7,218	1
Russell W III	\$11,472	10	Christie S	\$8,923	5	Paulette J	\$7,171	6
Michael M	\$11,398	4	Mike J	\$8,700	8	Dima F	\$7,167	6
Resie F	\$11,071	13	Blaine M	\$8,676	8	Jamila W	\$7,129	5
Kathleen I	\$11,026	19	Rebekah H	\$8,667	13	Ivan H	\$7,128	9
Brittany F	\$11,024	9	Moe K	\$8,647	7	Erin W	\$7,050	5
Tony F	\$10,956	13	Mike R	\$8,641	6	Coy D	\$7,044	12
Ryan S	\$10,924	8	Austin O	\$8,590	3	Ryan M	\$6,996	6
Dallas B	\$10,920	11	Larry G	\$8,430	11	Coult A	\$6,984	5
DeQuentin D	\$10,849	15	Chris H	\$8,424	11	Frank W	\$6,951	8
Mason H	\$10,656	8	Melinda P	\$8,310	7	Ahmadou C	\$6,924	6
Jonathan M	\$10,602	9	Dale P	\$8,263	7	Marta C	\$6,883	8
Derrick L	\$10,420	12	Lucas S	\$8,202	6	Hobbs J	\$6,870	8
Steven W	\$10,391	7	Corinne C	\$8,191	9	Youssef K	\$6,804	4
Jonathan V	\$10,371	8	Connor E	\$8,151	8	Mikal R	\$6,783	6
Janard H	\$10,370	9	Teddy H	\$8,148	7	Jenny N	\$6,783	7
Ricky M	\$10,313	15	Chad S	\$8,124	9	Brittney P	\$6,774	6
Michael C	\$10,238	15	Jack M	\$8,112	6	Joshua O	\$6,745	6

# Last Week's Top Producers

AGENT	A/P	APPS
William D	\$6,728	5
Pierce M	\$6,678	7
Timberley G	\$6,654	3
Yassir A	\$6,643	6
Bill E	\$6,605	5
Adrienne M	\$6,584	4
Channa G	\$6,546	6
Rebekah S	\$6,542	8
Nate C	\$6,500	6
Sheena W	\$6,444	4
Christina B	\$6,436	7
Michael C	\$6,431	9
Cameron W	\$6,406	4
Nick R	\$6,390	7
Samantha B	\$6,321	3
Chad W	\$6,294	5
Isaiah J	\$6,278	4
Debbie W	\$6,276	5
Parker T	\$6,262	6
Brittany B	\$6,260	2
Dante F	\$6,229	5
Brittany M	\$6,224	5
Alstin V	\$6,182	9
Cassie F	\$6,146	2
Lindsay L	\$6,144	5
Joe H	\$6,128	5
Dom M	\$6,112	7
Carter P	\$6,097	4
Abel H	\$6,096	7
Moe A	\$6,092	7
Alivia K	\$6,058	6
Stacye T	\$6,054	7
Marques T	\$6,017	6
Giuseppe B	\$5,994	2

AGENT	A/P	APPS
Silas S	\$5,988	2
Mike T	\$5,943	2
Shonna H	\$5,902	8
Dee R	\$5,895	7
Laura B	\$5,835	7
Brian Co	\$5,816	10
Christopher C	\$5,812	5
Toryan S	\$5,808	4
Taylor Alivia	\$5,807	6
Brianna H	\$5,794	6
Alen J	\$5,702	5
Jake K	\$5,686	4
Gary P	\$5,685	5
Stefanie R	\$5,571	12
Stephan D	\$5,564	7
Jermaine W	\$5,536	6
Courtney P	\$5,530	4
Mycharra S	\$5,522	5
Titus H	\$5,500	7
Renauld L	\$5,475	4
Ben J	\$5,436	6
Garrett H	\$5,431	3
Bob G	\$5,424	5
Alex P	\$5,400	7
Parker W	\$5,377	4
Landon H	\$5,364	5
Guy M	\$5,354	5
Laquanda S	\$5,332	5
Andres R	\$5,309	8
Robert H	\$5,297	6
Ineida A	\$5,279	4
Cody E	\$5,232	5
Seth	\$5,230	1
Sergio D	\$5,224	5

AGENT	A/P	APPS
James A	\$5,222	10
Bryan W	\$5,200	4
Peyton P	\$5,192	5
Casey W	\$5,181	2
Toshi W	\$5,181	2
Josh S	\$5,174	4
Jamir J	\$5,167	5
Evan K	\$5,162	8
Conner Y	\$5,160	3
Elizabeth S	\$5,156	3
Amanda F	\$5,148	5
Tywanda M	\$5,136	3
Samuel J	\$5,132	4
Riddick B	\$5,127	7
Tanya V	\$5,121	5
Zachary E	\$5,119	9
Pinkney P	\$5,113	5
Nic W	\$5,082	5
Greg D	\$5,076	6
Nicholas G	\$5,073	5
Felisha L	\$5,063	5
Lauren C	\$5,058	4
James 'ATG' B	\$5,050	6
Will F	\$5,036	9
Etta L	\$5,033	6
Jonathan H	\$5,001	5
Tyler E	\$4,984	8
Rachel J	\$4,984	4
Ashton P	\$4,951	5
Shawn T	\$4,949	5
Dave M	\$4,928	4
Lauren K	\$4,914	6
Tameka D	\$4,908	8
Katie K	\$4,900	5

# Last Week's Top Producers

AGENT	A/P	APPS
Jackson S	\$4,899	4
Patrick W	\$4,896	5
George M	\$4,890	7
Mariah M	\$4,884	2
Karyssa R	\$4,877	4
Michael M	\$4,835	9
John G	\$4,821	4
Zamantha M	\$4,788	4
Chuck I	\$4,779	3
Elizabeth C	\$4,747	9
Robert C	\$4,746	6
Winner M	\$4,728	2
Meagan M	\$4,724	6
Jaime M	\$4,712	7
Ellie G	\$4,695	3
Marcus B	\$4,664	4
Matthew M	\$4,660	5
Fernando G	\$4,646	4
Spencer P	\$4,644	4
Patrick G	\$4,612	3
Stephanie J	\$4,596	4
Ben B	\$4,590	4
Branden D	\$4,567	6
Jessica W	\$4,566	4
Andres A	\$4,564	7
Aikeem B	\$4,527	10
Joshua W	\$4,515	8
Jackie M	\$4,514	6
Kim M	\$4,502	3
Beverley C	\$4,493	6
Gonzalo L	\$4,463	3
Nelson C	\$4,462	2
Matt H	\$4,455	2
Cliff S	\$4,445	7

AGENT	A/P	APPS
Tracy H	\$4,433	5
Hussein Al C	\$4,427	5
Leslie P	\$4,389	3
Lily B	\$4,363	6
Nate M	\$4,361	3
Tonia B	\$4,346	3
Eric G	\$4,331	7
Candace C-G	\$4,330	2
Tyler G	\$4,330	7
Matt D	\$4,320	5
Kristin M	\$4,284	4
Armand R	\$4,284	6
Andrew W	\$4,280	4
James C	\$4,277	4
Matt O	\$4,276	8
Deborah H	\$4,267	5
Tim DeF	\$4,260	4
Whitney H	\$4,256	4
Tatum T	\$4,244	8
Hal C	\$4,229	4
Robert T	\$4,225	6
Russell W Jr	\$4,223	4
Keegan P	\$4,212	4
Klein P	\$4,200	6
Michelle J	\$4,196	3
Sherri W	\$4,185	6
Samantha M	\$4,183	3
Garrett D	\$4,181	2
Skye H	\$4,177	4
Bobby B	\$4,175	8
Shyla B	\$4,171	9
Isai C	\$4,152	4
Shana T	\$4,150	4
Andrew E	\$4,140	1

AGENT	A/P	APPS
Chris M	\$4,139	3
Linda D	\$4,128	9
Cody L	\$4,127	5
Marcus C	\$4,122	3
Mike R	\$4,102	8
Emily S	\$4,080	9
Ashley G	\$4,071	4
Tracy G	\$4,055	4
Hope T	\$4,053	2
Leslie I	\$3,995	8
Alicia R	\$3,995	4
Chrystal S	\$3,990	7
Karen F	\$3,989	7
Brett B	\$3,955	5
Aaron N	\$3,954	4
Jeannette B	\$3,951	6
Grace S	\$3,948	3
Charles S	\$3,942	5
Ashley M	\$3,924	5
Ashley T	\$3,924	5
Brandon P	\$3,923	6
Jadon V	\$3,914	5
Harry W	\$3,908	3
John H	\$3,906	6
Jalen D	\$3,900	4
Storme C	\$3,900	4
John S	\$3,890	4
Andrea W	\$3,885	6
Josh A	\$3,883	4
Melody C	\$3,860	4
Jason B	\$3,845	4
Caitlynn E	\$3,840	4
Debara B	\$3,837	8
Barry Joe S	\$3,833	4

# Last Week's Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Eric S	\$3,828	6	Daniel L	\$3,468	3	Dylan A	\$3,244	3
Brayden B	\$3,827	5	Brandi B	\$3,450	2	Sara H	\$3,208	3
Shannan M	\$3,816	4	lauren F	\$3,449	3	Grace W	\$3,201	3
Jordan R	\$3,808	3	Jere M	\$3,447	5	Zane W	\$3,198	4
Joy L	\$3,805	5	Shane L	\$3,405	3	Lucas D	\$3,192	3
Tim C	\$3,800	3	Chuekha H	\$3,400	6	Lisa S	\$3,186	4
Joshua T	\$3,788	6	Kyle B	\$3,395	3	Jon G	\$3,186	4
Heather B	\$3,780	3	Samantha T	\$3,389	4	Carlos M	\$3,175	3
shelly L	\$3,764	6	Roman S	\$3,386	3	Jake S	\$3,171	7
Steven S	\$3,750	5	Josiah M	\$3,384	5	Jamie L	\$3,160	4
Zach B	\$3,749	5	Taylor McC	\$3,370	5	Sofia A	\$3,156	2
Sam	\$3,727	5	Dalton W	\$3,368	4	Aus N	\$3,146	2
Jacob S	\$3,697	4	Kailyn B	\$3,366	5	Tina W	\$3,144	2
Tamara S	\$3,696	3	Maranda P	\$3,357	1	Thomas B	\$3,132	5
Laquita W	\$3,694	5	Chris L	\$3,354	1	Paul S	\$3,124	4
Ronnie B	\$3,670	5	Lacey L	\$3,345	4	Colby S	\$3,122	4
Daniel B	\$3,657	3	Robbie O	\$3,340	5	Windy H	\$3,100	3
Samantha W	\$3,626	3	Tracy E	\$3,335	10	Riley P	\$3,095	5
Kristi J	\$3,596	5	Bryan B	\$3,330	3	Jeff M	\$3,093	2
Jonathan J	\$3,588	5	Cameron K	\$3,312	1	AJ R	\$3,088	6
Ali Y	\$3,562	4	Roberto V	\$3,312	5	Diondre C	\$3,087	4
Dee W	\$3,555	9	Jake G	\$3,308	4	Kacee C	\$3,072	4
Logan S	\$3,552	4	Dennis D	\$3,286	3	Loc P	\$3,067	3
Jake T	\$3,550	7	Tai S	\$3,277	4	Bryson S	\$3,054	4
Katherine L	\$3,538	6	Chase W	\$3,269	3	Tyler G	\$3,048	2
Alex M	\$3,531	4	Clarence J	\$3,252	4	Cody L	\$3,041	3
Jordan K	\$3,514	4	Jennifer M	\$3,250	2	William H	\$3,036	4
Monica S	\$3,508	2	Nick G	\$3,249	4	Dennis R	\$3,000	4
Joseph F	\$3,495	5	Chamberlain O	\$3,245	4			

**Congratulations to Dan C. on Another Amazing week, last week as Top Producer overall! Hurricane Season came early this year!**



# Deadline

Remember to place your digital leads orders before the first of the month to be filled the following month!

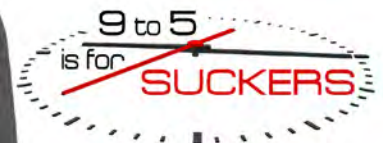
## Text the Batphone!

SEND US YOUR PHOTOS & VIDEOS FROM THE FIELD, CONVENTIONS, AND TRIPS!!

770-840-5467



## NEW MERCH FOR MARCH!



[CLICK HERE TO SHOP](#)



**NASB**  
Never Accept Second Best.

[CLICK HERE TO SHOP](#)



20  
24

**IN A SIZK**

North  
American  
Senior Benefits

**MADNESS**

**MARCH 4<sup>TH</sup> - APRIL 20<sup>TH</sup> WIN \$85,000 IN CASH**

## CONTEST INFORMATION

**\*\* WEEK OF MARCH 4TH IS FIRST ROUND OF BRACKETS \*\***

**(\$35K FOR CONF CALLS BRACKETS)**

**\$5K ISAAC, CELESTINE \$6K BADEN, COLIE, DAVIS \$7K PROACH \$7K THOMASON \$10K SHERRILL, ETC**

**\$2K PER CONF CALL FOR ROOKIE - 5 CALLS (\$10K)**

**PARTNERS CAN RAISE ANY ADDITIONAL \$\$\$ AS THEY CHOOSE FOR OTHER WINNERS**

**\* \$20K CASH TEAM BRACKET (TEAM BRACKET WILL START HALF WAY THROUGH INDIV. BRACKETS)**

**\* \$10K CASH FOR OVERALL GRAND CHAMPION PLACED BUSINESS (REGARDLESS OF BRACKET)**

**\$10K FOR TOP 3 - 1ST = \$5K 2ND = \$3K 3RD = \$2K**

**\$\$\$ CFG \$10K CONTEST**

**\* WINNERS DETERMINED BY APP COUNT ONLY \* MINIMUM 70% PLACEMENT TO WIN**

**1ST = \$5K 2ND = \$3K 3RD = \$2K**

**\$500 MADNESS MISSIONS**

**FOR NATIONAL CONTESTS:**

- MONDAY MARCH 4 - SATURDAY APRIL 20TH - PLACED SIMPLIFIED LIFE BUSINESS ONLY - NO CHURNING**
- EACH CLIENT ONLY COUNTS ONE TIME - NO COMBINING AP**
- REPLACED NASB BUSINESS WILL NOT COUNT AND WILL RESULT IN ELIMINATION FROM ALL CONTESTS**

