

VOLUME 13 - ISSUE 10

the pulse

WHAT WE DO MATTERS!

AGENT OF THE WEEK

BOSS

Jennifer S.

"The Boss" Aka, Jennifer S. took charge in the field last week, managing to write \$23,646 in A/P on 11 apps. Way to get it done like a BOSS!

Congratulations Jennifer, and Happy Women's History Month!

HELLO
my name is
BOSS



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	\$1,004,420	1119
Garrett H	\$847,590	952
Josh S	\$736,067	831
Keith T	\$725,661	921
Blair O	\$459,367	421
Greg B	\$410,841	492
Nick G	\$405,429	381
Dusty T	\$405,232	530
Andrew E	\$393,757	454
Ashley C	\$364,732	413
Blythe B	\$269,161	357
Isaac S	\$233,836	281
Will K	\$219,464	212
Brian C	\$200,017	241
Max G	\$191,712	216
Laura M	\$171,748	178
Garrett S	\$155,229	185
Cole T	\$124,316	144
Alex C	\$116,078	125
Dylan W	\$113,667	143
Scott D	\$112,178	140

TEAM	A/P	APPS
Naomi G	\$100,050	115
Steven H	\$98,926	101
Cody L	\$97,524	127
AJ R	\$83,872	90
Asia H	\$73,970	92
Connor E	\$71,029	57
Marcus Al-S	\$70,450	60
Alex P	\$70,285	76
Branden D	\$65,311	70
Dustin H	\$64,716	72
Nate S	\$64,148	76
Abel H	\$63,795	79
Colby S	\$61,105	68
Shane R	\$57,521	61
Blake N	\$56,755	67
Alex M	\$56,616	71
Mekayla M	\$56,004	72
Brian A	\$55,636	51
Kailyn B	\$55,547	51
Storme C	\$53,811	70
James T	\$51,431	68

\$20K-\$49,999K

TEAM	A/P	APPS
Mason D	\$49,635	38
Rafael R	\$45,574	52
Derrick L	\$40,638	63
Stephen D	\$38,856	36
Mario F	\$37,106	43
Cat B	\$36,317	30
Russell W III	\$35,812	43
Steven W	\$35,422	36
Chuekha H	\$35,280	37
Joe B	\$35,059	37
Owen M	\$34,224	44
Spencer V	\$34,114	48
Rex N	\$33,819	40
Josiah M	\$33,647	32
Jalen D	\$33,383	29
Gerardo M	\$31,412	34
Dima F	\$30,287	24
Alstin V	\$29,954	46
Robert H	\$29,515	41

TEAM	A/P	APPS
Connor H	\$28,871	32
Joshua T	\$28,748	44
Nichole B	\$28,641	25
Jaime M	\$28,581	39
Tai S	\$28,371	44
Art T	\$28,359	54
Walter G	\$28,200	30
Jennifer S	\$28,116	18
Bobby B	\$27,980	31
Eric G	\$26,847	31
Ryan B	\$25,958	31
Jonathan M	\$25,808	27
Jermaine W	\$24,982	37
Doug H	\$24,798	41
Amanda F	\$24,420	28
Amy M	\$23,784	24
Brandon L	\$23,358	72
Marcus C	\$23,135	34
Cliff S	\$23,058	29

TEAM	A/P	APPS
Moe A	\$22,875	25
Becca A	\$22,601	24
Jessica D	\$22,561	38
Carter P	\$22,363	20
Courtney P	\$22,205	21
Ryan S	\$21,742	34
Eugene M	\$21,625	34
Anthony J	\$21,437	31
James C	\$21,435	22
Yassir A	\$21,240	20
Mitch B	\$21,182	14
Brooke M	\$21,155	21
Chad S	\$21,143	24
Danny B	\$21,127	22
Whitney H	\$21,121	33
Katie M	\$20,706	26
Daniel K	\$20,556	25
Bryson S	\$20,369	24
Christina B	\$20,088	30

\$9K-\$19,999K

TEAM	A/P	APPS
Grace S	\$19,355	30
Pat W	\$19,320	20
Jonathan J	\$19,274	24
Adrienne M	\$19,255	22
Christian A	\$19,137	28
Christopher H	\$18,575	19
Grayson R	\$18,455	19
Riley P	\$18,333	23
Zamantha M	\$17,816	27
Tiffany T	\$17,816	27
Tyler K	\$17,644	33
Rodney G	\$17,455	22
Corinne C	\$17,254	21
Michael C	\$16,701	24
Felisha L	\$16,401	15
Linda S	\$15,861	22
Xavier C	\$15,495	16
Anthony H	\$15,418	17
Larry G	\$15,418	17
Mikal R	\$15,187	17
Martin M	\$14,973	19

TEAM	A/P	APPS
Nick R	\$14,941	22
Blaine M	\$14,418	15
Cody W	\$14,263	18
Mike R	\$14,045	7
Jack G	\$13,509	18
Cam W	\$13,157	10
Fred F	\$13,143	19
Ronnie B	\$13,035	17
Kalid H	\$12,977	19
Bobby P	\$12,958	26
Cody L	\$12,896	11
Tracy E	\$12,415	19
Tatum T	\$12,280	11
Jadon V	\$12,148	13
Michael M	\$12,140	16
Dennis R	\$12,105	8
William D	\$12,105	8
Jacob W	\$12,049	10
Stefanie R	\$11,822	15
Stephanie J	\$11,722	17
Melinda P	\$11,611	7

TEAM	A/P	APPS
Hobbs J	\$11,604	13
Brittney P	\$11,510	9
Marcus B	\$11,175	12
Steven C	\$11,046	12
Pierce M	\$10,991	16
Windy H	\$10,982	11
Brittany F	\$10,723	12
Cody C	\$10,481	14
Resie F	\$10,047	11
Chris L	\$9,993	11
John S	\$9,938	16
Jenny G	\$9,561	14
John H	\$9,524	12
Mike J	\$9,484	5
Billy K	\$9,282	10
Brianna L	\$9,238	15
Mason H	\$9,237	15
Joel F	\$9,231	11
Luke R	\$9,050	13



**LAST WEEK'S
\$10K GRAND
LAND AGENTS**

AGENT	A/P	APPS
Dan C	\$28,070	28
Jennifer S	\$23,646	11
Connor E	\$20,926	11
Marcus Al-S	\$20,198	18
Yassir A	\$18,451	16
Alivia K	\$16,946	13
Dorea K-C	\$15,911	16
Mario F	\$14,602	17
Joey L	\$14,330	9
Fred P	\$14,209	12
Nic W	\$14,110	10
Jeff M	\$13,476	15
Sir Richard N	\$13,200	10
Cameron W	\$13,157	10
Anthony W	\$12,949	11
Resie F	\$12,729	17
Dallas B	\$12,552	11
Justin C	\$12,455	14
Coy D	\$12,326	13
Jadon V	\$12,148	13
Connor H	\$12,095	10
Daniel H	\$11,935	14
Dima F	\$11,873	10
Marshan J	\$11,859	6

AGENT	A/P	APPS
Jack M	\$11,844	7
Lauren K	\$11,843	10
Tatum T	\$11,818	10
Art T	\$11,764	17
Ronnie B	\$11,675	14
Melinda P	\$11,611	7
Steven W	\$11,598	9
Brittany R	\$11,525	11
Jonathan M	\$11,442	10
Mikal R	\$11,123	10
Steven C	\$11,046	12
Sam	\$10,991	8
Mike R	\$10,886	5
Andrea W	\$10,844	8
Joe H	\$10,843	10
Ricky M	\$10,693	13
Gerardo P	\$10,602	11
Joshua W	\$10,443	21
Chad A	\$10,208	5
Janard H	\$10,190	9
Nichole B	\$10,116	10
Fred F	\$10,041	15
Hal C	\$10,025	4

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Dan C	\$28,070	28
Jennifer S	\$23,646	11
Connor E	\$20,926	11
Marcus Al-S	\$20,198	18
Yassir A	\$18,451	16
Alivia K	\$16,946	13
Dorea K-C	\$15,911	16
Mario F	\$14,602	17
Joey L	\$14,330	9
Fred P	\$14,209	12
Nic W	\$14,110	10
Jeff M	\$13,476	15
Sir Richard N	\$13,200	10
Cameron W	\$13,157	10
Anthony W	\$12,949	11
Resie F	\$12,729	17
Dallas B	\$12,552	11
Justin C	\$12,455	14
Coy D	\$12,326	13
Jadon V	\$12,148	13
Connor H	\$12,095	10
Daniel H	\$11,935	14
Dima F	\$11,873	10
Marshan J	\$11,859	6
Jack M	\$11,844	7
Lauren K	\$11,843	10
Tatum T	\$11,818	10
Art T	\$11,764	17
Ronnie B	\$11,675	14
Melinda P	\$11,611	7
Steven W	\$11,598	9
Brittany R	\$11,525	11
Jonathan M	\$11,442	10
Mikal R	\$11,123	10

AGENT	A/P	APPS
Steven C	\$11,046	12
Sam	\$10,991	8
Mike R	\$10,886	5
Andrea W	\$10,844	8
Joe H	\$10,843	10
Ricky M	\$10,693	13
Gerardo P	\$10,602	11
Joshua W	\$10,443	21
Chad A	\$10,208	5
Janard H	\$10,190	9
Nichole B	\$10,116	10
Fred F	\$10,041	15
Hal C	\$10,025	4
Asia H	\$9,758	10
Stephen D	\$9,737	9
Mason C	\$9,400	10
Mason H	\$9,237	15
Brooke M	\$9,023	7
Lindsay L	\$8,997	11
Jonathan J	\$8,975	11
Clark W	\$8,954	12
Martin M	\$8,820	11
Jake T	\$8,802	15
Chasity E	\$8,713	11
Levi H	\$8,682	14
Chantel H	\$8,628	10
Brittney P	\$8,573	6
Mike D	\$8,503	9
Gary M	\$8,396	8
Ashley G	\$8,361	2
Joseph C	\$8,345	9
Smiley M	\$8,321	8
Mike J	\$8,304	4
Moe K	\$8,304	4

AGENT	A/P	APPS
Mark C	\$8,283	7
Blaine M	\$8,248	9
Michael M	\$8,234	9
Josiah M	\$8,196	7
Kristin M	\$8,182	9
Michael C	\$8,108	8
John H	\$8,092	9
Steven H	\$8,024	6
Nick G	\$7,980	6
Owen M	\$7,943	6
Aikeem B	\$7,895	7
Mycharra S	\$7,832	11
Laura K	\$7,774	4
Kathleen I	\$7,740	9
Marques T	\$7,740	6
Jackie M	\$7,691	4
Chris H	\$7,680	5
Ineida A	\$7,635	5
Melody T	\$7,633	6
Marcus B	\$7,592	7
Tyler G	\$7,509	7
Joel F	\$7,431	8
Ann B	\$7,418	7
Spencer V	\$7,406	11
Riley P	\$7,394	8
Ryan B	\$7,394	9
Glenn B	\$7,145	11
DeQuentin D	\$7,007	8
Ashley B	\$6,985	7
Tanya V	\$6,984	9
Branden D	\$6,928	9
Brooke M	\$6,903	5
Ivan H	\$6,876	8
Jim H	\$6,816	7

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Naomi G	\$6,809	8	Shirley S	\$6,011	10	Shawn T	\$5,451	7
Grace S	\$6,809	10	Dale P	\$6,003	9	Raquel B	\$5,430	5
Jeremy P	\$6,808	6	Gonzalo L	\$5,987	6	Bob G	\$5,424	7
Jamila W	\$6,784	9	William D	\$5,982	3	Patrick G	\$5,405	8
Jeannette B	\$6,735	11	Alex P	\$5,978	6	Barry Joe S	\$5,405	5
John C	\$6,655	5	Daniel L	\$5,973	6	Jessica D	\$5,384	8
Julian C	\$6,644	7	Beverley C	\$5,957	5	Mary B	\$5,372	5
Ashley M	\$6,596	7	Derrick L	\$5,948	7	Josh J	\$5,347	9
Rebekah S	\$6,542	8	Ryder D	\$5,926	7	Ryan M	\$5,333	4
Mike T	\$6,508	5	Rebekah H	\$5,905	8	Jonathan M	\$5,318	5
Jaime M	\$6,450	5	David G	\$5,893	4	Jalen D	\$5,316	5
Brandon R	\$6,431	5	Emily S	\$5,877	6	Samantha W	\$5,311	5
Ryan R	\$6,364	7	Jack G	\$5,866	9	Chelsea P	\$5,300	5
James A	\$6,358	6	Joshua O	\$5,858	6	Devin G	\$5,274	6
Darian G	\$6,351	6	David F	\$5,832	5	Adam M	\$5,270	6
Aus N	\$6,348	5	William H	\$5,824	5	Tyler K	\$5,254	14
Nicholas R	\$6,345	8	Elizabeth F	\$5,823	6	Alstin V	\$5,250	9
Brandon L	\$6,288	3	Alen J	\$5,759	5	Carlos M	\$5,205	4
Rafael M	\$6,249	10	Paulette J	\$5,742	6	James 'ATG' B	\$5,200	5
Casey W	\$6,228	8	Alicia R	\$5,713	3	Lucas S	\$5,184	3
Tina W	\$6,220	6	Ashton P	\$5,708	5	Cody L	\$5,156	5
Storme C	\$6,188	4	Charles S	\$5,694	6	Ryan S	\$5,138	7
Samantha T	\$6,180	5	Gary P	\$5,685	4	Jake G	\$5,128	5
Lucas D	\$6,175	8	Marta C	\$5,654	10	Thomas B	\$5,100	7
Tyler G	\$6,170	6	John S	\$5,647	6	Collin S	\$5,100	5
Tyler G	\$6,140	6	Chrissy S	\$5,628	3	Katherine L	\$5,093	9
Jonah K	\$6,132	5	Brad K	\$5,608	6	Riddick B	\$5,070	5
Jere McA	\$6,126	7	Bobby B	\$5,608	6	Joe T	\$5,058	5
Roberto V	\$6,101	7	Brandi B	\$5,604	10	Zamantha M	\$5,043	8
Briana B	\$6,062	7	Gerardo M	\$5,604	7	Jamir J	\$5,011	6
Karly B	\$6,027	7	Jermaine W	\$5,536	6	Chris M	\$5,004	4
Robbie M	\$6,026	5	Ryan S	\$5,508	6	David F	\$5,003	3
Lacey L	\$6,023	7	Jeff L	\$5,502	5	Courtney P	\$4,980	4
Colt A	\$6,012	6	Dakota Y	\$5,496	3	Patrick W	\$4,978	2

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
John G	\$4,907	5	Solon S	\$4,593	8	Chase W	\$4,173	4
Tyler E	\$4,899	3	Joshua A	\$4,566	6	Brandon G	\$4,161	5
Joseph F	\$4,890	7	Kaleb R	\$4,548	1	Abel H	\$4,140	6
Sherri W	\$4,885	11	Nathan A	\$4,545	8	Christina B	\$4,138	6
Evan K	\$4,870	9	Jordan K	\$4,512	4	Sharita O	\$4,133	5
Cole B	\$4,859	1	Jessica W	\$4,511	5	John H	\$4,120	3
Chris L	\$4,858	4	Taylor M	\$4,511	5	Anthony J	\$4,117	5
Jessica R	\$4,858	3	Yvette H	\$4,504	6	Mike R	\$4,102	8
Amanda F	\$4,849	7	Isaiah J	\$4,498	6	Tameka D	\$4,099	7
Rex N	\$4,839	5	Jason B	\$4,480	8	Giuseppe B	\$4,096	5
Garrett H	\$4,831	3	Brandon P	\$4,435	10	Joseph H	\$4,089	2
Dante F	\$4,822	5	Tracy H	\$4,433	5	Lydia M	\$4,089	6
Will F	\$4,811	11	Shonna H	\$4,378	6	Stacye T	\$4,088	5
Nate C	\$4,800	2	Brandon L	\$4,373	7	Parker W	\$4,081	7
Rachel J	\$4,792	7	Becca A	\$4,368	4	Andres R	\$4,080	4
Tywanda M	\$4,788	3	Malik H	\$4,368	2	Brandon R	\$4,073	6
Tissany A	\$4,779	12	Cameron M	\$4,365	2	Carter P	\$4,073	6
Candace G	\$4,775	4	Shannan M	\$4,350	5	Daoon F	\$4,039	5
Tavoreion L	\$4,773	8	Jake K	\$4,344	4	Bryan W	\$4,032	5
Billy K	\$4,771	5	Cody W	\$4,343	4	Robert C	\$4,018	5
Jonathan H	\$4,768	6	Bill E	\$4,340	6	LaDebra M	\$4,008	9
Haley C	\$4,756	7	Steven S	\$4,330	6	Madison D	\$4,005	6
Brenden M	\$4,750	4	Joshua T	\$4,289	6	Loc P	\$4,004	4
Meagan M	\$4,745	3	Andrew W	\$4,280	4	Tim C	\$4,000	4
Chance L	\$4,708	4	Peyton P	\$4,265	5	Windy H	\$3,996	5
Davide A	\$4,705	4	Nathan C	\$4,246	4	Cody C	\$3,986	6
Toryan S	\$4,704	2	Nick R	\$4,245	2	Maranda P	\$3,983	8
Heather B	\$4,692	2	Daniel B	\$4,233	3	Chad S	\$3,980	6
Shekierra W	\$4,663	6	Pierce M	\$4,227	5	Sofia A	\$3,966	2
Robert H	\$4,660	7	Jon G	\$4,226	6	Ashley T	\$3,957	4
Jackson S	\$4,656	5	Frank W	\$4,225	3	Chad W	\$3,955	5
Jenny G	\$4,654	9	Tim D	\$4,212	3	George M	\$3,944	5
Carlos R	\$4,614	5	Christie N	\$4,199	4	Angela B	\$3,941	8
Moe A	\$4,598	4	Kiana T	\$4,174	6	Robert T	\$3,934	3

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Joseph E	\$3,931	3
Rosa M	\$3,927	4
Dom M	\$3,912	5
Kim M	\$3,906	7
Shanique C	\$3,898	5
Alex C	\$3,876	5
Tyler G	\$3,872	5
Keegan P	\$3,872	6
Matt D	\$3,868	4
Austin O	\$3,866	6
Trevor K	\$3,863	5
Trina C	\$3,862	3
Alex M	\$3,848	5
Kailyn B	\$3,829	4
Greg DeT	\$3,816	5
Kevin N	\$3,811	4
Tracy E	\$3,802	9
Jenny N	\$3,799	3
Tony F	\$3,798	5
Dave P	\$3,785	3
James A	\$3,773	5
Channa G	\$3,768	7
Matt O	\$3,763	2
Jillian M	\$3,750	4
Christina D	\$3,743	8
Dylan A	\$3,743	4
Kalid H	\$3,740	4
Titus H	\$3,708	5
Ali Y	\$3,697	4
Ben J	\$3,696	8
Matt H	\$3,652	4
Angela F	\$3,649	8
Daniel K	\$3,648	5
Josh S	\$3,642	5

AGENT	A/P	APPS
Jeff B	\$3,636	3
Tracy G	\$3,624	2
Tanner A	\$3,597	6
Ashton M	\$3,596	4
Shelley B	\$3,558	5
Debbie W	\$3,552	4
Kobe T	\$3,546	4
Jamir A	\$3,530	4
Ahmad S	\$3,517	3
Hobbs J	\$3,500	5
Drew L	\$3,483	3
John S	\$3,455	5
Madison K	\$3,442	3
Dalton N	\$3,433	4
Julian M	\$3,432	3
Winner M	\$3,426	3
Florence C	\$3,395	4
Stefanie R	\$3,391	4
Emma J	\$3,384	2
Teona H	\$3,369	3
Peyton W	\$3,362	2
Bruce P	\$3,360	5
DeAndre W	\$3,360	4
Louis C	\$3,348	4
Denene G	\$3,335	3
Donna T	\$3,333	2
Macy H-P	\$3,333	6
Jacob W	\$3,316	5
Bubba L	\$3,314	1
Shawn J	\$3,312	6
Matt S	\$3,300	4
Kellian W	\$3,288	8
Cody L	\$3,286	6
Eugene M	\$3,286	9

AGENT	A/P	APPS
Pinkney P	\$3,283	3
Samantha B	\$3,283	4
Pat B	\$3,281	5
Chrystal S	\$3,271	6
Hailey P	\$3,262	4
Colin S	\$3,253	3
Clarence J	\$3,252	4
Jordan K	\$3,251	4
Sylvia D	\$3,248	7
Amber B	\$3,240	3
Josh W	\$3,235	2
Robbie O'N	\$3,235	5
Bryson S	\$3,228	5
Tyler C	\$3,222	4
Regine C	\$3,217	4
Lauren C	\$3,216	5
Maurice W	\$3,213	5
Brian J	\$3,207	3
Stacey E	\$3,201	4
Skye K	\$3,188	3
Gabe T	\$3,185	5
Harry W	\$3,182	3
Conner Y	\$3,168	3
Taylor C	\$3,163	3
Jeramiah T	\$3,159	2
Kirsten C	\$3,156	1
Klein P	\$3,153	3
Corinne C	\$3,151	5
Brittney B	\$3,141	2
Luke R	\$3,128	4
Jacob S	\$3,124	5
Taylor McC	\$3,120	4
Christian A	\$3,110	6
Brittany W	\$3,107	3

LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Tonia B	\$3,102	4
Kyle B	\$3,088	5
Eric B	\$3,080	5
Kristi J	\$3,077	4
Dominique M	\$3,071	3
Adia H	\$3,069	4
Tanya F	\$3,068	2
Camden W	\$3,065	2

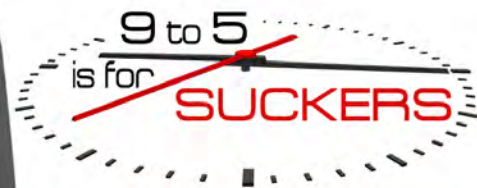
AGENT	A/P	APPS
Andre D	\$3,060	2
Hunter B	\$3,060	1
Cory R	\$3,057	2
Karrington D	\$3,045	3
Alex M	\$3,043	2
Brandon D	\$3,036	4
Matt S	\$3,031	6
Nathan C	\$3,025	6

AGENT	A/P	APPS
Bryan P	\$3,025	4
Paige A	\$3,022	4
Colby S	\$3,021	4
Herman	\$3,018	3
Sam P	\$3,016	4
Marquise J	\$3,011	4
Marc S	\$3,000	4

DAN C
#1
APP WRITER
LAST WEEK WITH
28 LIVES
PROTECTED!



NEW MERCH FOR MARCH!



[CLICK HERE TO SHOP](#)



NASB
Never Accept Second Best.

[CLICK HERE TO SHOP](#)

2024 **INAZKO** **MADNESS** **MARCH 4TH - APRIL 20TH 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**

TEXT THE BATPHONE
770-840-5467

WE WANT YOUR PHOTOS
FROM THE FIELD AND
YOUR STORIES!
WE WANT TO HEAR ABOUT
AMAZING CLIENTS,
MOMENTS THAT MOVED YOU.
YOUR SUCCESSES.
WHAT WE CAN DO TO
FURTHER SUPPORT YOU
IN THE FIELD.

TEXT US.



Deadline

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

WE APPRECIATE YOU NASB



**SAINT
PATRICKS
DAY**

WHAT WE DO MATTERS!

TRANSAMERICA 2025 CONVENTION

PROGRAM QUALIFICATIONS

TRANSAMERICA 2025 CONVENTION

Montage Deer Valley
Park City, UT

Qualification Period:

January 1, 2024–December 31, 2024

Conference Dates:

June 22–25, 2025

QUALIFICATION DETAILS

PRODUCERS/WRITING AGENTS:

- \$100,000 in paid premium
- Minimum five paid cases

**BROKERAGE GENERAL AGENTS, MGAs, GAs,
AND DIRECT MARKETERS:**

- Minimum \$1.25 million in distributor-level paid premium.* Note: Only unique production will be counted for distributor's business, and multiple up-lines cannot qualify on the same policy credit.

QUALIFICATION IS BASED ON PAID PREMIUM:

Only insurance policies considered paid during the qualification period will count toward paid premium.

- **First-year paid annualized premium:** term, whole life, and index universal life
- **Target plus 10% of any first-year excess premium:** index universal life
- **No credits:** fixed and variable annuities, and all business written through Transamerica Financial Life Insurance Company



wellabe™ ANNOUNCEMENT

New social security requirements



Beginning April 1, 2024, you will be required to provide the Social Security Number (SSN) or Individual Taxpayer Identification Number (ITIN) for all new Final Expense and Health insurance applicants. This requirement will help streamline the application process by improving instant-decisioning and straight-through processing. SSNs and ITINs are a reliable and universal way to verify identities and will allow us to determine if someone already has coverage while reducing the number of duplicate accounts. We will also be able to properly identify household discount allocation for customers with multiple policies and verify coverage threshold.

Foresters Financial

ANNOUNCEMENT

Effective March 5th - Update to PlanRight Personal Health Interview

MIB, LLC (MIB) has recently made updates that require the face amount be provided when an MIB search is conducted.

To accommodate this update, during the personal health interview (PHI) you will be required to provide the insurance amount being applied for as it appears on Page 3 of the PlanRight application. You will be asked to provide this information at the beginning of the PHI. This is only required for PlanRight paper applications and will be implemented on March 5th. There is no impact or change for LiveApp applications.

If you have questions please contact the Sales Desk at 866 466 7166 option 1 (Sales).

ANNOUNCEMENT



AMAM HAS REPLACED THEIR LEGACY PRODUCT WITH A NEW PRODUCT CALLED "SENIOR CHOICE" FIND MORE DETAILS ABOUT THE PRODUCT AS WELL AS THE AGENT GUIDE ON THE WEBSITE!

Senior Choice FINAL EXPENSE WHOLE LIFE INSURANCE



Protection and security for you and your loved ones!

- **IMMEDIATE DEATH BENEFIT.** Policy Form No. 9767
The immediate plan will pay 100% of face amount upon death of the insured in all policy years.*
 - **GRADED DEATH BENEFIT.** Policy Form No. 9644
For the graded plan, if death occurs within the 1st policy year, 30% of the selected face amount will be paid. If death occurs within the 2nd policy year, 70% of selected face amount will be paid. In the 3rd and subsequent policy years, 100% of the face amount will be paid. For Accidental Death, 100% of the face amount will be paid regardless of the policy year.*
 - **RETURN OF PREMIUM DEATH BENEFIT.** Policy Form No. 9645
For the return of premium plan, the death benefit paid will be the return of premium plus 10% interest if death occurs within the first 3 years for issue ages 50-64, or within the first 5 years for issue ages 65+. After the graded period, 100% of the face amount will be paid. For Accidental Death, 100% of the face amount will be paid regardless of the policy year.*
- * All death benefits paid will be less any outstanding policy loans.