



Monday is  
**EARTH  
DAY!**

# the pulse

**What We Do MATTERS!**



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

LAST WEEK **DAN C.**, AKA: "THE HURRICANE," HAS STRUCK AGAIN! WRITING ANOTHER HUGE ANNUAL PREMIUM OF: **\$27,282** ON **25** APPLICATIONS. THE HURRICANE IS STORMING THE NATION! CONGRATULATIONS DAN!



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	\$977,579	1055
Garrett H	\$843,664	902
Josh S	\$747,886	814
Keith T	\$633,389	791
Andrew E	\$409,408	457
Blair O	\$408,117	347
Nick G	\$367,771	320
Dusty T	\$326,310	412
Greg B	\$298,749	400
Ashley C	\$256,754	325
Isaac S	\$234,271	273
Blythe B	\$230,171	272
Will K	\$210,328	184
Brian C	\$208,818	248
Garrett S	\$200,240	214
Max G	\$186,368	201
Laura M	\$111,153	178
Storme C	\$107,597	130

TEAM	A/P	APPS
Alex C	\$100,687	104
Dylan W	\$100,646	120
Cole T	\$96,771	129
Spencer V	\$91,991	106
Steven H	\$82,432	66
Naomi G	\$76,911	82
Cody L	\$71,629	74
Alex M	\$70,010	92
Cat B	\$69,182	70
Blake N	\$68,252	68
Nate S	\$65,482	64
Alex P	\$60,864	55
Mekayla M	\$59,975	85
Russell W III	\$57,253	57
Branden D	\$56,440	70
AJ R	\$55,944	75
Connor E	\$55,853	48
Marcus Al-S	\$55,628	44

# 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
Joe B	\$49,799	42
Derrick L	\$49,348	69
Kailyn B	\$49,154	44
Shane R	\$46,950	66
Rafael R	\$45,872	46
Abel H	\$44,209	55
Connor H	\$42,617	35
Dustin H	\$41,934	45
Brian A	\$40,911	56
Owen M	\$39,738	47
Colby S	\$39,160	46
Martin M	\$38,269	30
Anthony J	\$37,733	56
Cliff S	\$37,633	33
Christina B	\$37,146	43
James T	\$37,135	52
Asia H	\$37,092	40

TEAM	A/P	APPS
Gerardo M	\$36,363	37
Josiah M	\$35,624	30
Brooke M	\$35,624	30
Eugene M	\$35,182	29
Jessica D	\$35,159	46
Marcus C	\$35,127	51
Doug H	\$34,352	41
Grayson R	\$33,349	29
Nick R	\$32,288	36
Dima F	\$30,883	28
Robert H	\$30,511	32
Tai S	\$29,320	35
Chad S	\$28,548	26
Eric G	\$27,330	26
Kalid H	\$26,015	23
Mason D	\$25,914	20
Moe A	\$25,790	24

TEAM	A/P	APPS
Mitch B	\$25,613	27
Rex N	\$25,453	25
Xavier C	\$24,952	23
Jaime M	\$24,111	28
Jonathan M	\$23,655	25
Steven W	\$22,559	28
Stefanie R	\$22,251	23
Chris L	\$21,918	19
Courtney P	\$21,868	34
Katie M	\$21,485	35
Chuekha H	\$21,255	18
Jermaine W	\$21,107	33
Danny B	\$20,888	22
Brandon L	\$20,886	51
Grace S	\$20,806	30

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

TEAM	A/P	APPS
Carter P	\$19,895	26
Adrienne M	\$19,156	24
Mikal R	\$19,042	19
Luke R	\$18,826	23
Tyler K	\$18,675	18
Riley P	\$18,297	28
Bobby B	\$17,729	35
Dennis R	\$17,615	11
William D	\$17,615	11
Joshua T	\$17,511	30
Lauren C	\$17,424	13
Alstin V	\$17,332	21
Jalen D	\$17,239	20
Rodney G	\$16,513	25
Whitney H	\$16,358	31
Michael C	\$16,042	17
Amanda F	\$15,980	17
Mason H	\$15,792	17
Stacye T	\$15,631	11
Bryson S	\$15,527	17
Billy K	\$15,462	25
Brittany F	\$15,257	16

TEAM	A/P	APPS
Nichole B	\$15,196	12
Cody W	\$15,195	21
Tiffany T	\$14,819	22
Mario F	\$14,606	8
Jonathan G	\$13,959	10
Joe H	\$13,845	18
Melinda P	\$13,719	8
Bobby P	\$13,649	17
Josh O	\$13,517	14
Zamantha M	\$13,331	21
Brianna L	\$12,939	12
Pierce M	\$12,892	12
Ryan S	\$12,633	15
Mike B	\$12,610	10
Walter G	\$12,561	14
Jack G	\$11,849	19
Dennis D	\$11,652	15
Daniel B	\$11,482	16
John H	\$11,202	14
Ryan B	\$11,114	1
Haley F	\$10,794	12
Christian A	\$10,788	11

TEAM	A/P	APPS
Bryan W	\$10,773	5
Jadon V	\$10,760	5
Karen F	\$10,493	13
Cody L	\$10,415	9
Lacey L	\$10,397	11
Brittney P	\$10,388	9
Blaine M	\$10,299	10
Becca A	\$10,174	15
Pat W	\$10,135	9
James C	\$10,119	30
Riddick B	\$10,102	16
Jonathan J	\$10,057	12
Randy L	\$9,991	8
Jenny G	\$9,861	10
Daniel K	\$9,827	10
Stephanie J	\$9,822	14
Hobbs J	\$9,688	15
Ryan B	\$9,473	10
Linda S	\$9,324	9
Tracy E	\$9,268	9
Jonah K	\$9,126	11
Trevor S	\$9,056	8

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

AGENT	A/P	APPS
Dan C	\$27,282	25
Dorea K-C	\$22,253	18
Dominic W	\$16,000	12
Mason H	\$15,792	17
Stacye T	\$15,631	11
Connor H	\$15,258	10
Landon H	\$14,172	16
Spencer V	\$14,083	14
Martin M	\$13,873	13
Mike T	\$13,498	4
Laura B	\$13,290	22
Steven H	\$13,007	5
Melinda P	\$12,822	6
David G	\$12,620	12
Dallas B	\$12,516	10

AGENT	A/P	APPS
James A	\$12,231	12
Mikal R	\$11,781	11
Brooke M	\$11,584	7
David F	\$11,557	9
Jonathan M	\$11,366	11
Anis B	\$10,962	7
Connor E	\$10,760	5
Jadon V	\$10,760	5
Jon G	\$10,549	6
Gerardo P	\$10,450	10
Tim C	\$10,280	8
Kalid H	\$10,223	6
Ricky M	\$10,140	10
Courtney P	\$10,035	8
Owen M	\$10,015	8

#1 App Writer

# Dan C

# With 25 Apps

# Last Week's Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Dan C	\$27,282	25	Steven W	\$9,624	14	Karen F	\$7,369	9
Dorea K-C	\$22,253	18	Brittany F	\$9,255	9	DeAndre W	\$7,333	6
Dominic W	\$16,000	12	Courtney P	\$9,223	20	Cody L	\$7,311	5
Mason H	\$15,792	17	Mitch B	\$8,917	10	Brittney G	\$7,296	12
Stacye T	\$15,631	11	Muhammad A	\$8,793	8	Bryan W	\$7,233	5
Connor H	\$15,258	10	Carter P	\$8,791	8	Tony F	\$7,210	8
Landon H	\$14,172	16	William D	\$8,694	6	Pierce M	\$7,198	6
Spencer V	\$14,083	14	Jeff M	\$8,676	10	Jordan W	\$7,194	3
Martin M	\$13,873	13	Isai C	\$8,527	6	Lucas S	\$7,182	7
Mike T	\$13,498	4	Valerie T	\$8,501	10	Anthony D	\$7,164	9
Laura B	\$13,290	22	AJ L	\$8,397	6	Jessica R	\$7,081	5
Steven H	\$13,007	5	Ashley B	\$8,395	5	Dom M	\$7,019	7
Melinda P	\$12,822	6	Dima F	\$8,368	10	Ashton P	\$6,897	6
David G	\$12,620	12	Matt H	\$8,347	7	Bella B	\$6,839	4
Dallas B	\$12,516	10	Stefanie R	\$8,328	10	Barry Joe S	\$6,796	7
James A	\$12,231	12	Lily B	\$8,303	15	Alex M	\$6,775	14
Mikal R	\$11,781	11	Lucas D	\$8,156	6	Daniel H	\$6,775	14
Brooke M	\$11,584	7	Alex P	\$8,134	7	James A	\$6,771	8
David F	\$11,557	9	Ryan R	\$8,111	6	Haley F	\$6,737	7
Jonathan M	\$11,366	11	Peyton W	\$8,054	6	Keegan P	\$6,728	10
Anis B	\$10,962	7	Hunter B	\$8,027	12	Blaine M	\$6,711	7
Connor E	\$10,760	5	Brittney P	\$8,008	7	Blair O	\$6,706	4
Jadon V	\$10,760	5	Travis H	\$7,838	8	Jacob S	\$6,701	7
Jon G	\$10,549	6	Moe K	\$7,774	5	Titus H	\$6,676	8
Gerardo P	\$10,450	10	Jon B	\$7,708	9	Yassir A	\$6,599	6
Tim C	\$10,280	8	Chris G	\$7,704	4	Ann B	\$6,592	5
Kalid H	\$10,223	6	Briana B	\$7,703	7	Smiley M	\$6,588	8
Ricky M	\$10,140	10	Patrick W	\$7,663	7	Sergio D	\$6,584	6
Courtney P	\$10,035	8	Dale P	\$7,653	7	Andrea W	\$6,545	8
Owen M	\$10,015	8	Elizabeth F	\$7,629	9	Nicholas R	\$6,545	5
Justin C	\$9,949	9	Beverley C	\$7,622	9	Tracy S	\$6,468	11
Nick R	\$9,892	7	Chad S	\$7,596	7	Lisa S	\$6,465	4
Nic W	\$9,788	13	Wanda L	\$7,584	9	Rebekah H	\$6,417	7
Gonzalo L	\$9,673	9	Mike R	\$7,485	4	Kyle B	\$6,398	5
Debbie W	\$9,636	12	Christie S	\$7,479	4	Katie K	\$6,394	5

# Last Week's Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
DeQuentin D	\$6,370	3	Samantha T	\$5,557	5	Micah T	\$5,066	2
Roman S	\$6,343	5	George R	\$5,551	6	Corinne C	\$5,063	3
Robert H	\$6,336	11	Nick R	\$5,540	4	Candace C-G	\$5,052	2
Clark W	\$6,335	1	Xavier C	\$5,537	5	Anthony J	\$5,044	5
Lovenda O	\$6,324	4	Jermaine W	\$5,536	6	Malik H	\$5,043	5
Lauren F	\$6,311	4	Greg L	\$5,535	5	Daniel L	\$5,040	8
Lacey L	\$6,288	6	Evan K	\$5,522	3	Jamir J	\$5,024	6
Will F	\$6,250	10	Dawn J	\$5,515	5	Emma J	\$5,016	3
Troy B	\$6,230	5	Sam P	\$5,510	4	Robert T	\$4,994	9
Trina C	\$6,229	6	Jake G	\$5,503	6	Eric B	\$4,983	7
Stephen M	\$6,226	6	Jalen D	\$5,486	5	Christina B	\$4,966	10
Jackson G	\$6,220	2	Brittany R	\$5,457	6	Treyvon B	\$4,965	4
Cliff S	\$6,163	5	Coy D	\$5,457	9	Matt S	\$4,948	3
Michael M	\$6,155	7	Joshua O	\$5,456	4	Chantel H	\$4,918	10
Grace W	\$6,101	5	Dalton W	\$5,444	8	Marcus C	\$4,912	2
Brooke K	\$6,097	9	Davide A	\$5,442	3	Logan C	\$4,906	4
Candace G	\$6,064	6	Alen J	\$5,415	3	Mike J	\$4,896	4
Melody T	\$6,007	5	Doug H	\$5,395	5	Chance L	\$4,896	3
Kathleen I	\$6,001	8	John C	\$5,393	3	Tristan M	\$4,872	1
Samuel J	\$5,957	4	Jaime M	\$5,385	4	Jeff M	\$4,856	3
Dakota Y	\$5,916	5	Zamantha M	\$5,376	10	Russell W III	\$4,824	4
Aidan P	\$5,908	9	Meagan M	\$5,362	3	Trevor K	\$4,821	4
Olivia O	\$5,896	2	Toryan S	\$5,352	4	Dave R	\$4,812	4
Rachel J	\$5,883	9	Michael M	\$5,343	2	Youssef K	\$4,786	6
Ryder D	\$5,858	9	George M	\$5,340	8	Annsley J	\$4,781	7
Patrick B	\$5,857	5	Alek M	\$5,335	4	Lindsay L	\$4,778	5
Jenny G	\$5,856	6	Jackie M	\$5,292	2	Lauren K	\$4,757	5
Jeremiah M	\$5,844	7	Laura B	\$5,286	5	Prestyn W	\$4,709	5
Glenn B	\$5,815	7	Leslie I	\$5,256	12	Vivian G	\$4,701	3
Garrett H	\$5,773	5	Joel F	\$5,247	4	Darian G	\$4,699	4
Matthew M	\$5,736	5	Chris L	\$5,233	5	Josh S	\$4,681	4
Ryan M	\$5,692	6	Joshua W	\$5,180	6	shelly L	\$4,668	3
Simon C	\$5,685	4	AJ R	\$5,174	9	Anthony W	\$4,649	5
Phil J	\$5,650	6	Tyler E	\$5,137	9	Moriah W	\$4,611	5
Jake W	\$5,616	7	Stephanie J	\$5,110	10	Grace S	\$4,598	7

# Last Week's Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Brandon R	\$4,577	2	James C	\$4,074	3	Ryan B	\$3,618	3
Tracy G	\$4,557	3	Regina L	\$4,073	4	Tyler G	\$3,588	3
Emily S	\$4,555	3	Dennis D	\$4,068	6	Linda S	\$3,588	4
Windy H	\$4,540	7	Haley C	\$4,057	5	Branden D	\$3,563	5
Yolanda V	\$4,524	3	Cody E	\$4,056	3	Ashley T	\$3,556	7
Chiquita E	\$4,482	7	Christian A	\$4,032	4	Julian M	\$3,540	3
Chaneece T	\$4,446	5	Parker W	\$4,019	6	Giuseppe B	\$3,531	4
Tracy H	\$4,433	5	Alstin V	\$4,003	6	Pinkney P	\$3,527	3
Lauren H	\$4,425	4	Chuks M	\$3,999	4	Matthew P	\$3,522	5
Alicia W	\$4,387	4	Taylor M	\$3,980	5	Tracy	\$3,512	3
Alexa S	\$4,386	5	Bryson S	\$3,942	3	Jonah K	\$3,510	4
Paige A	\$4,386	4	Dylan A	\$3,898	4	Ann P	\$3,500	1
Jordan R	\$4,381	4	Joe T	\$3,888	3	Shawn J	\$3,487	5
Cameron K	\$4,380	3	Tavoreion L	\$3,881	3	<b>William M</b>	<b>\$3,475</b>	<b>15</b>
Garrett D	\$4,356	1	Andres R	\$3,869	8	Tyler E	\$3,456	4
Brandon L	\$4,351	4	Nick B	\$3,853	3	Renauld L	\$3,455	2
Samer A	\$4,350	5	Chelsea P	\$3,820	2	Dalton N	\$3,452	4
Michael B	\$4,349	4	Jessica D	\$3,814	3	David C	\$3,420	3
Robbie O	\$4,320	7	Asia H	\$3,814	4	Abel H	\$3,414	5
Joe D	\$4,301	6	Greg T	\$3,780	4	Colin S	\$3,410	4
Steven C	\$4,276	4	Kylie G	\$3,750	4	Chris M	\$3,384	4
Laquanda S	\$4,253	3	Lisa S	\$3,743	6	Jonathan M	\$3,379	7
Fate Y	\$4,244	3	Alex G	\$3,728	3	Karen B	\$3,373	4
Stacey R	\$4,240	3	Semenya J	\$3,722	6	Shawn T	\$3,331	3
Shana T	\$4,235	7	Nathan C	\$3,693	4	Danni C	\$3,331	3
Ranaldo D	\$4,230	4	Brandon C	\$3,690	6	Jake K	\$3,324	3
Dylan W	\$4,224	1	Shay J	\$3,682	3	Eric S	\$3,316	6
Yolanda G	\$4,213	4	Amanda F	\$3,681	5	Mark C	\$3,302	3
Riley B	\$4,205	3	Coult A	\$3,672	2	Devin S	\$3,284	3
Riddick B	\$4,194	7	Tanner C	\$3,671	7	Pat B	\$3,281	5
Lydia M	\$4,187	6	Shaleem S	\$3,664	5	Tatum T	\$3,273	3
Skye K	\$4,176	8	Rex N	\$3,663	4	Ashley R	\$3,265	5
Dan S	\$4,153	5	Mario F	\$3,642	2	Adrienne M	\$3,253	5
Roberto V	\$4,111	3	Fatima J	\$3,636	3	Ahmadou C	\$3,240	3
Taylor C	\$4,080	6	Brandon P	\$3,618	3	Jillian M	\$3,239	3

# Last Week's Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Nehemiah J	\$3,239	6	Jack M	\$3,145	3	Jason L	\$3,065	3
Julius L	\$3,237	5	Kacee C	\$3,144	4	Erin W	\$3,063	5
Dante F	\$3,237	4	Charles S	\$3,135	8	Jenn M	\$3,041	11
Loc P	\$3,216	2	Tissany A	\$3,124	4	Marcus Al-S	\$3,028	2
Conner Y	\$3,216	6	Kellian W	\$3,119	5	Nicholas M	\$3,022	2
Jon T	\$3,211	3	Rashaan M	\$3,114	3	Justice W	\$3,017	5
Lauren C	\$3,211	3	Luke R	\$3,112	4	Spencer P	\$3,014	3
Alex C	\$3,194	4	Marques T	\$3,104	4	Jaden I	\$3,012	4
Katie M	\$3,188	7	Katelynn M	\$3,103	6	Karim M	\$3,009	2
Cameron F	\$3,178	6	Tiffany J	\$3,096	1	Levi H	\$3,008	2
Colby S	\$3,171	4	Hobbs J	\$3,088	5	Ryan S	\$3,005	3
Amanda F	\$3,156	2	Lydia W	\$3,077	3	Naomi G	\$3,000	3
Mindy W	\$3,156	5	Sharita O	\$3,075	4			

**TEXT THE  
BATPHONE**

**SEND US YOUR PICS  
FROM THE FIELD!  
770-840-5467**





2024  
Lady's  
Retreat

Ladies of  
NASB

# Congratulations Winners!

## TOP 5 FEMALE LED TEAMS

NAOMI G



ALLYCE M



ASIA H



KAILYN B



MEKAYLA M



## TOP 5 FEMALE PRODUCERS

CHARESE F

MARIAH M

MELINDA P

BRIANA B

STACY T



HONORING THE LIFE OF

Amy Mason



**It is with great sadness that we report the passing of a beloved and valued member of the NASB family, Amy Mason.**

**We wish to extend our deepest sympathies and condolences to Amy's family during this difficult time. Please keep them in your thoughts and prayers.**

**Amy will be profoundly missed.**

# Now accepting ITIN business



Foresters Financial™ is pleased to introduce the **Individual Taxpayer Identification Number (ITIN) Program**.

This **new program** is available for clients looking for life insurance who:

- Are working or retired in the United States and have an ITIN
- Are paying US taxes
- Currently live in the US at the time of application and for the past five (5) consecutive years
- Own a business or real estate, or other assets (banking or investment products) in the US
- Have a US physician
- Meet country of citizenship guidelines
- Have a US state-issued driver's license or state-issued photo ID, or US issued passport
- Do not have a Social Security Number<sup>1</sup>

## **ITIN product eligibility:**

- Available for SMART UL (Non-Med<sup>2</sup> and Medical), Advantage Plus II (Non-Med and Medical), Your Term (Medical), Strong Foundation Term (Non-Med)
- Ages 18-65
- Up to \$500,000 per person program limit with product specific face amount limits
- Face amount applied for plus any existing Foresters in-force coverage cannot be greater than the program limit

**Complete program and pre-qualifying details on ezbiz (<https://myezbiz.foresters.com>).**

**Important:** You must ensure your client completes form **105258 – US Immigration Questionnaire**, and **IRS form 4506 T**. These forms are not part of the application package and must be submitted separately through **SecureDocs**.

Foresters Financial and Foresters are trade names and trademarks of The Independent Order of Foresters (a fraternal benefit society, 789 Don Mills Rd, Toronto, Ontario, Canada M3C 1T9) and its subsidiaries.

Foresters products and riders may not be available or approved in all states and are subject to eligibility requirements, underwriting approval, limitations, contract terms and conditions and state variations. Refer to the applicable Foresters contract for your state for these terms and conditions and ezbiz for product availability. Underwritten by The Independent Order of Foresters.

<sup>1</sup> Foresters, and their employees and life insurance representatives, do not provide, on Foresters behalf, financial, estate, legal or tax advice.

<sup>2</sup> Insurability depends on answers to medical and other application questions and underwriting searches and review.

For Producer Use Only. Not for use with the public.



**JOIN US**

# NASB BOOTCAMP

**PINSTRIPES**

**3300 KIRBY DR SUITE 3A, HOUSTON, TX 77098**

**FRIDAY, MAY 10TH 2024**

**10:30 AM- 4:00 PM**



**MAX  
GRAHAM**

**ISAAC  
SMITH**

**ANDREW  
EVERHART**

**BRIAN  
CELESTINE**

**ASHLEY  
COLIE**

**KEITH  
THOMASON**

WE WOULD LIKE TO THANK



**COLUMBIAN FINANCIAL GROUP**

FOR THE GENEROUS  
NASB MADNESS  
SPONSORSHIP AND SUPPORT!





# SPRING Conference

APRIL 28-29

SUNDAY: 9AM-5PM

BUILDERS DAY

MONDAY: 9AM-3PM

SALES TRAINING



DON'T MISS THIS EVENT!

CHARLES MACK CITIZEN CENTER  
215 NORTH MAIN ST. MOORESVILLE, NC 28115