

VOLUME 13 - ISSUE 13

# the PULSE

WHAT WE DO MATTERS!

## AGENT OF THE WEEK

### CHRIS H

CHRIS H, ILLUMINATED THE FIELD LAST WEEK WHERE SHADOWS OF DOUBT HAD TOTALLY ECLIPSED 10 THANKFUL APPLICANTS. WRITING, A SPECTACULAR \$29,908 IN A/P, HE ENSURED THAT THESE FAMILIES WOULD BE PROVIDED FOR ON THEIR DARKEST DAYS. CONGRATULATIONS CHRIS, ON BEING A SHINING LIGHT TO SO MANY SENIORS!



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	\$1,000,775	1103
Garrett H	\$873,205	966
Josh S	\$778,513	870
Keith T	\$748,080	841
Blair O	\$490,762	458
Nick G	\$439,041	402
Andrew E	\$414,512	459
Dusty T	\$401,216	461
Greg B	\$392,877	411
Ashley C	\$338,102	337
Blythe B	\$263,587	306
Will K	\$262,081	262
Isaac S	\$259,261	281
Garrett S	\$220,599	238
Brian C	\$208,416	236
Max G	\$203,768	207
Laura M	\$162,148	178
Dylan W	\$124,901	153
Cole T	\$124,867	134
Alex C	\$110,079	134
Storme C	\$109,914	117
Naomi G	\$103,917	102
Asia H	\$98,802	70

TEAM	A/P	APPS
Cody L	\$90,856	101
Spencer V	\$86,588	91
Scott D	\$82,998	113
Blake N	\$82,899	99
Steven H	\$82,306	84
Nate S	\$79,778	80
Marcus Al-S	\$77,994	61
Alex M	\$76,570	94
Connor E	\$72,062	69
Shane R	\$70,112	72
Colby S	\$68,700	88
Branden D	\$65,565	72
Chuekha H	\$65,326	25
Mekayla M	\$62,040	72
Alex P	\$61,570	62
Russell W III	\$58,310	54
Dustin H	\$58,034	65
AJ R	\$54,786	65
Cat B	\$52,986	46
James T	\$52,906	60
Rex N	\$50,845	45
Joe B	\$50,425	49

## 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
Rafael R	\$49,733	54
Abel H	\$48,480	54
Dima F	\$48,228	40
Owen M	\$46,099	48
Christina B	\$44,697	40
Derrick L	\$44,277	56
Steven W	\$43,384	58
Doug H	\$40,660	38
Connor H	\$39,287	38
Stephen D	\$39,283	46
Moe A	\$39,060	31
Jessica D	\$37,786	39
Kailyn B	\$37,259	44
Cliff S	\$36,004	43
Katie M	\$35,848	38
Dennis R	\$35,586	33
William D	\$35,586	33
Chris H	\$35,180	5

TEAM	A/P	APPS
Gerardo M	\$34,778	38
Brian A	\$33,583	39
Courtney P	\$33,524	34
Lauren C	\$33,218	31
Nick R	\$30,500	36
Brandon L	\$28,101	58
Eugene M	\$27,632	25
Riley P	\$27,483	30
Jalen D	\$26,512	22
Kalid H	\$26,489	26
Bobby B	\$25,914	31
Jessica R	\$25,913	70
Tai S	\$25,503	29
Court L	\$25,059	25
Marcus C	\$24,521	39
Nichole B	\$23,699	22
Chad S	\$23,325	27
Cody C	\$23,060	26

TEAM	A/P	APPS
Ryan S	\$22,664	24
Christian A	\$22,242	21
Grace S	\$22,233	25
Becca A	\$22,079	28
Anthony J	\$21,478	29
Whitney H	\$21,211	22
Jermaine W	\$21,107	33
Eric G	\$21,000	19
Hobbs J	\$20,839	19
Joe H	\$20,811	27
Carter P	\$20,539	27
Blaine M	\$20,503	20
Mario F	\$20,472	25
Jaime M	\$20,462	20
Art T	\$20,456	43
Danny B	\$20,429	21
Pierce M	\$20,316	17

# ★ \$9k-\$19,999k

TEAM	A/P	APPS
Daniel K	\$19,927	23
Fred F	\$19,903	29
Jonathan M	\$19,454	24
Brianna L	\$19,451	20
Josh O	\$19,239	21
Adrienne M	\$19,183	19
Mason H	\$18,548	19
Grayson R	\$18,512	18
Joshua T	\$18,194	30
Anthony H	\$18,036	19
Larry G	\$18,036	19
Mikal R	\$17,867	16
Tyler K	\$17,569	16
Alstin V	\$17,303	23
Windy H	\$17,252	13
Rodney G	\$17,249	21
Corinne C	\$17,205	24
Michael C	\$16,972	19
Luke R	\$16,824	20

TEAM	A/P	APPS
Josiah M	\$16,793	20
Brooke M	\$16,793	20
Robert H	\$16,271	20
Martin M	\$16,231	15
Jack G	\$15,851	15
Tiffany T	\$15,829	18
Xavier C	\$15,719	15
Cody W	\$15,601	11
Troy B	\$15,472	12
Cody L	\$15,168	17
Mitch B	\$14,811	17
Crystal T	\$14,540	22
Stefanie R	\$14,232	19
Zamantha M	\$14,215	17
Bobby P	\$14,188	17
Nathan C	\$13,617	15
Tatum T	\$13,422	12
Jonathan J	\$13,379	13
Tracy S	\$12,933	12

TEAM	A/P	APPS
Mason D	\$12,324	13
Malika W	\$11,699	10
Guy M	\$11,699	10
Levi H	\$11,450	10
Bryson S	\$11,336	9
Tracy E	\$11,202	10
Mike R	\$11,172	11
Emily S	\$11,074	10
Lacey L	\$11,049	14
Brooke M	\$10,971	12
Haley F	\$10,935	14
Steven C	\$10,738	11
Sarah S	\$10,313	11
Jim H	\$10,020	11
Stacye T	\$10,003	4
Karen F	\$9,988	12
Brittany F	\$9,935	11
Billy K	\$9,092	10

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

AGENT	A/P		AGENT	A/P		AGENT	A/P	
Dan C	\$33,410	28	Nick G	\$13,781	9	Larry G	\$11,086	7
Chris H	\$29,908	10	Nathan C	\$13,617	15	Gerardo M	\$11,076	9
William D	\$25,841	19	Moe A	\$13,265	11	Alivia K	\$11,061	12
Jessica R	\$25,058	13	Mikal R	\$13,231	10	Robbie O'N	\$10,919	12
Dorea K-C	\$21,886	16	Gabe H	\$13,097	7	Rachel J	\$10,802	9
Courtney P	\$21,595	20	Christina B	\$12,766	11	Nic W	\$10,784	12
Briana B	\$21,073	13	Troy B	\$12,252	7	Steven C	\$10,738	11
Cameron W	\$18,966	9	Connor H	\$12,153	11	Cody L	\$10,548	12
Dallas B	\$18,657	14	Martin M	\$12,066	9	Justin C	\$10,528	11
Dom M	\$18,383	16	Carter P	\$11,976	12	Youssef K	\$10,524	5
Mason H	\$17,059	17	Gerardo P	\$11,968	11	Jake G	\$10,521	8
Spencer V	\$16,673	13	Blaine M	\$11,768	13	Anis B	\$10,404	8
Fred F	\$16,396	23	Dima F	\$11,719	9	Alex P	\$10,330	8
Taylor C	\$15,429	12	Ashton M	\$11,555	7	Daniel H	\$10,284	14
Brandon P	\$15,256	19	Travis H	\$11,467	12	Steven H	\$10,216	6
Nick R	\$15,015	12	Levi H	\$11,450	10	Joe D	\$10,180	11
DeQuentin D	\$14,923	7	Jon B	\$11,385	9	Ann B	\$10,172	10
Shawn T	\$14,423	16	Chad A	\$11,250	10	Jim H	\$10,020	11
Anthony W	\$14,336	22	Laura B	\$11,166	13			

# Last Week's TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Dan C	\$33,410	28	Jon B	\$11,385	9	Brayden B	\$8,369	10
Chris H	\$29,908	10	Chad A	\$11,250	10	Katie M	\$8,365	8
William D	\$25,841	19	Laura B	\$11,166	13	Tatum T	\$8,356	8
Jessica R	\$25,058	13	Larry G	\$11,086	7	Samer A	\$8,323	6
Dorea K-C	\$21,886	16	Gerardo M	\$11,076	9	Melody T	\$8,310	7
Courtney P	\$21,595	20	Alivia K	\$11,061	12	Treyvon B	\$8,284	3
Briana B	\$21,073	13	Robbie O'N	\$10,919	12	Malika W	\$8,252	6
Cameron W	\$18,966	9	Rachel J	\$10,802	9	Chantel H	\$8,117	13
Dallas B	\$18,657	14	Nic W	\$10,784	12	Jake K	\$8,064	5
Dom M	\$18,383	16	Steven C	\$10,738	11	Stephen C	\$8,013	9
Mason H	\$17,059	17	Cody L	\$10,548	12	Kalid H	\$7,941	7
Spencer V	\$16,673	13	Justin C	\$10,528	11	Elizabeth F	\$7,860	9
Fred F	\$16,396	23	Youssef K	\$10,524	5	David F	\$7,825	5
Taylor C	\$15,429	12	Jake G	\$10,521	8	Coult A	\$7,740	7
Brandon P	\$15,256	19	Anis B	\$10,404	8	Steven W	\$7,712	14
Nick R	\$15,015	12	Alex P	\$10,330	8	Brooke M	\$7,639	7
DeQuentin D	\$14,923	7	Daniel H	\$10,284	14	Emilee A	\$7,625	5
Shawn T	\$14,423	16	Steven H	\$10,216	6	Rebekah H	\$7,605	7
Anthony W	\$14,336	22	Joe D	\$10,180	11	Landon H	\$7,596	6
Nick G	\$13,781	9	Ann B	\$10,172	10	Lacey L	\$7,593	9
Nathan C	\$13,617	15	Jim H	\$10,020	11	Bella B	\$7,561	7
Moe A	\$13,265	11	Sheena W	\$9,888	8	Jamir J	\$7,521	8
Mikal R	\$13,231	10	Joe H	\$9,684	12	Haley F	\$7,473	9
Gabe H	\$13,097	7	Barry Joe S	\$9,597	8	Jake T	\$7,392	11
Christina B	\$12,766	11	Court L	\$9,595	8	Jackie M	\$7,347	5
Troy B	\$12,252	7	DeAndre W	\$9,509	6	Cameron M	\$7,339	7
Connor H	\$12,153	11	Glenn B	\$9,466	9	David G	\$7,305	9
Martin M	\$12,066	9	Joseph F	\$9,392	9	Owen M	\$7,261	7
Carter P	\$11,976	12	Hobbs J	\$9,303	6	Nichole B	\$7,233	6
Gerardo P	\$11,968	11	Ryan M	\$9,154	11	George R	\$7,224	5
Blaine M	\$11,768	13	Ahmadou C	\$8,965	8	Cody C	\$7,171	7
Dima F	\$11,719	9	Eli S	\$8,896	9	Lily B	\$7,165	5
Ashton M	\$11,555	7	Tyler G	\$8,735	7	Stephen D	\$7,161	8
Travis H	\$11,467	12	Joseph C	\$8,478	7	Walter C	\$7,142	8
Levi H	\$11,450	10	Ricky M	\$8,407	12	Isai C	\$7,088	8

# Last Week's TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Andrea S	\$7,077	8	Christopher C	\$5,996	9	Ali Y	\$5,420	6
Ken C	\$7,060	2	Jaime M	\$5,995	6	Cody E	\$5,394	6
Jalen D	\$7,000	6	Corinne C	\$5,992	8	Tonya K	\$5,389	5
Peyton P	\$6,976	6	Shay J	\$5,978	7	Robert T	\$5,375	4
Cameron K	\$6,960	4	Ronnie B	\$5,957	9	Jere McA	\$5,333	6
AJ R	\$6,948	7	Asia H	\$5,942	6	Tyler E	\$5,331	5
Kobe T	\$6,892	8	Jenna F	\$5,939	7	Tristan M	\$5,328	3
Tanya F	\$6,863	8	Nehemiah J	\$5,925	7	Will F	\$5,295	8
Karen F	\$6,832	7	Branden D	\$5,882	5	Ryder D	\$5,289	8
Tim C	\$6,768	4	Taylor M	\$5,870	4	Kacee C	\$5,280	5
Mario F	\$6,702	10	Giuseppe B	\$5,869	4	Evan K	\$5,274	5
Sergio D	\$6,638	10	Jason L	\$5,806	5	Davide A	\$5,274	5
Ryan R	\$6,565	6	Joel F	\$5,784	4	Ashley B	\$5,273	4
Matt M	\$6,529	6	Chiquita E	\$5,708	6	Maurice W	\$5,270	5
Marcus B	\$6,519	7	Kathleen I	\$5,702	7	Titus H	\$5,266	5
John C	\$6,510	5	John C	\$5,676	2	Shanique C	\$5,249	11
Jack G	\$6,505	5	Macy H-P	\$5,667	5	Eric B	\$5,246	8
Heather B	\$6,492	5	Matt D	\$5,666	5	Alexa S	\$5,233	4
Lindsay L	\$6,468	5	Chelsea P	\$5,660	5	Rex N	\$5,223	7
Josh J	\$6,390	5	Gayla A	\$5,657	7	Karyssa R	\$5,221	3
Lauren C	\$6,360	5	Matt H	\$5,632	5	Dante F	\$5,221	5
Brandon D	\$6,307	11	Brandon L	\$5,600	5	Lisa S	\$5,217	8
Alex M	\$6,294	8	Samantha T	\$5,557	5	Chad S	\$5,208	4
Ashley R	\$6,275	8	Joshua O	\$5,550	7	Charles S	\$5,178	5
Owen H	\$6,271	2	Jermaine W	\$5,536	6	Daniel K	\$5,176	6
Bobby B	\$6,269	10	Gonzalo L	\$5,536	8	Andrea W	\$5,116	5
Garrett H	\$6,258	8	Andres A	\$5,516	8	Alicia R	\$5,108	4
Randall P	\$6,250	6	Jessica D	\$5,509	5	Mike T	\$5,108	4
Jeannette B	\$6,223	6	Mason C	\$5,507	5	Mark C	\$5,102	4
Jonathan M	\$6,212	7	Juan G	\$5,497	7	Molly L	\$5,094	4
Austin O	\$6,123	8	Drew L	\$5,496	6	Becca A	\$5,080	8
Grace W	\$6,121	5	Coy D	\$5,484	7	Kendahl O	\$5,066	4
Yassir A	\$6,103	7	Lauren K	\$5,473	5	Melody C	\$5,022	4
Eric G	\$6,033	7	Stephanie J	\$5,464	5	Robert S	\$4,999	3
Connor E	\$6,000	5	Brandon B	\$5,430	4	Peyton W	\$4,956	8

# Last Week's TOP Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
James A	\$4,950	5	Chris M	\$4,414	4	Mariah M	\$3,960	2
Alen J	\$4,933	6	Elizabeth C	\$4,321	6	Jadon V	\$3,947	2
Candace G	\$4,930	7	George M	\$4,320	7	Maryann G	\$3,909	4
Storme C	\$4,915	7	Samantha B	\$4,309	2	Prestyn W	\$3,907	4
Chris P	\$4,891	3	Keegan P	\$4,309	5	Greg O	\$3,840	6
Asher M	\$4,879	5	Cameron F	\$4,307	5	Adam M	\$3,810	5
Dale P	\$4,844	6	Christy G	\$4,307	5	Whitney H	\$3,804	3
Michael M	\$4,779	6	Robert H	\$4,291	7	Collin S	\$3,798	4
Jamir A	\$4,750	5	Russell W III	\$4,273	3	Chris N	\$3,792	4
Nate M	\$4,742	6	Lucas D	\$4,257	5	lauren F	\$3,789	5
Frank W	\$4,737	4	Brad K	\$4,254	3	Russell W Jr	\$3,788	5
Ryan S	\$4,729	7	Brittney G	\$4,243	5	Jason B	\$3,784	5
Pinkney P	\$4,718	3	Thomas B	\$4,236	6	Luke R	\$3,782	3
Valerie T	\$4,697	17	Brittany F	\$4,233	4	Parker W	\$3,774	6
Mike D	\$4,692	5	Katherine L	\$4,210	4	Don G	\$3,768	7
Jordan W	\$4,635	4	Rafael M	\$4,189	6	Jeremiah M	\$3,768	5
Chad W	\$4,628	5	Jordan R	\$4,176	3	Jack M	\$3,767	4
Marques T	\$4,620	5	Chamberlain O	\$4,163	4	Bill E	\$3,761	6
Mike R	\$4,616	4	Marshan J	\$4,162	2	Fatima J	\$3,749	3
Matthew M	\$4,608	7	Riley P	\$4,160	6	Mitch B	\$3,748	6
Jeff M	\$4,596	6	Debbie W	\$4,152	5	Shelley B	\$3,713	3
Candace C-G	\$4,588	3	Christian A	\$4,149	5	Fate Y	\$3,712	4
Jacob W	\$4,533	4	Tavoreion L	\$4,135	6	Kyle B	\$3,685	4
Renee F	\$4,531	2	Simon C	\$4,106	3	Crystal T	\$3,678	6
Greg D	\$4,524	4	Ellesa C	\$4,093	5	Valeska P	\$3,667	4
Daoon F	\$4,517	3	Parker T	\$4,079	4	Dustin H	\$3,636	4
Wade S	\$4,485	4	Casey K	\$4,058	3	Lucas S	\$3,633	4
Cliff S	\$4,483	5	Riley B	\$4,056	3	Madison K	\$3,630	4
James C	\$4,453	4	Nicholas M	\$4,040	2	Dominique M	\$3,629	4
Aikeem B	\$4,447	8	Felisha L	\$4,024	4	Jake S	\$3,627	3
Emily S	\$4,440	4	Melinda P	\$4,023	4	Chuekha H	\$3,624	2
Tracy H	\$4,433	5	Jonathan J	\$4,014	6	Jonathan M	\$3,613	3
Smiley M	\$4,429	4	Dalton W	\$4,000	8	Abel H	\$3,605	5
Windy H	\$4,425	4	Alex C	\$3,981	4	Lydia M	\$3,605	5
Leslie I	\$4,420	7	Kristi J	\$3,967	2	Ali A	\$3,600	4

# Last Week's TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Brian A	\$3,590	3	Shekierra W	\$3,359	5	Zachary E	\$3,180	6
Shana R T	\$3,588	3	Channa G	\$3,354	5	Beverley C	\$3,174	6
Miguel S	\$3,583	3	Betsy B	\$3,336	2	Tissany A	\$3,156	5
Joshua L	\$3,558	4	Kristin M	\$3,318	6	Spencer P	\$3,154	3
Lovenda O	\$3,539	4	Fred P	\$3,314	6	Cole B	\$3,125	4
Jackson S	\$3,522	3	Jenny G	\$3,308	5	Armand R	\$3,116	3
Jessica W	\$3,518	3	Grace S	\$3,308	5	Ryan B	\$3,113	2
Dalton N	\$3,513	3	Paige A	\$3,307	4	Brandon C	\$3,084	5
Tonia B	\$3,507	6	Dylan A	\$3,299	6	Amanda S	\$3,084	2
Jacob S	\$3,505	5	Marcus D	\$3,288	3	Eric S	\$3,076	8
Marcus C	\$3,500	1	Renauld L	\$3,283	2	Tyler E	\$3,075	4
Ivan H	\$3,480	7	Pat B	\$3,281	5	Deborah H	\$3,067	3
Brian J	\$3,473	5	Amanda F	\$3,280	5	Carlos M	\$3,067	4
Martina W	\$3,447	4	Ashlie A	\$3,274	4	Jeff M	\$3,065	5
Kailyn B	\$3,430	3	Michael M	\$3,250	5	Muhammad A	\$3,041	2
Colby S	\$3,417	3	Dylan W	\$3,228	1	Summer F	\$3,023	4
Joe B	\$3,412	2	Jamie L	\$3,226	3	Patrick B	\$3,017	3
Semenya J	\$3,393	8	Gary M	\$3,222	5	Adia H	\$3,016	3
Teona H	\$3,387	3	Mick P	\$3,220	5	Ninah W	\$3,016	7
Josh S	\$3,386	3	Nick R	\$3,204	5	Amy S	\$3,016	3
Daniel L	\$3,372	2	Loc P	\$3,200	4	Harry W	\$3,016	3
Pierce M	\$3,367	4	Kendra K	\$3,200	4			

**LAST WEEK'S #1 APP WRITER  
(AND PRODUCTION) LEADER:**

# DAN C

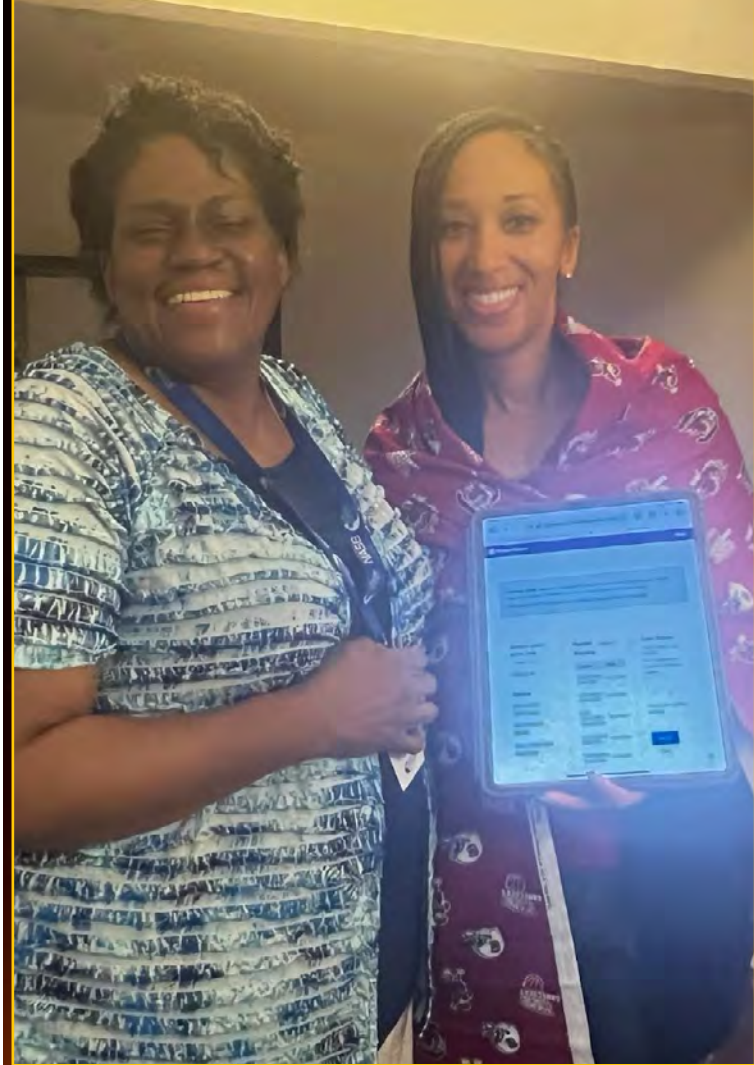
**WITH 28 APPS!**



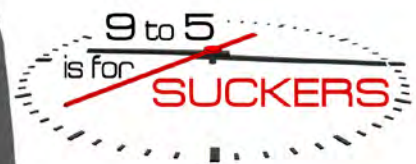
**TEXT THE  
BATPHONE**

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





## NEW MERCH FOR MARCH!



[CLICK HERE TO SHOP](#)



**NASB**  
Never Accept Second Best.

[CLICK HERE TO SHOP](#)





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**

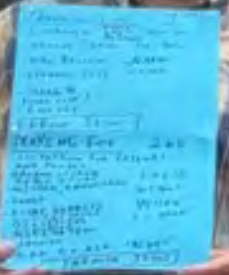
**ISAAC SMITH**

**ANDREW EVERHART**

**BRIAN CELESTINE**

**ASHLEY COLIE**

**KEITH THOMASON**



# 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