

VOLUME 13 - ISSUE 23

# The Pulse

WHAT WE DO  
MATTERS!

## Agent of the Week



Normally we might feature another agent rather than showcase the same agent 2 weeks in a row... but with numbers like this...

Dan C, aka; "The Hurricane," is proving that this year is having the biggest hurricane season yet!

He wrote another \$42,586 in A/P and protected the lives of 37 applicants. When does the hurricane sleep!?



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922-A HURRICANE SHOALS RD  
LAWRENCEVILLE GA, 30043



LAST WEEK'S

# Top Teams

\$50K+++++

TEAM	A/P	APPS
Chris C	\$1,114,670	1240
Garrett H	\$974,846	1093
Josh S	\$873,081	991
Keith T	\$772,220	930
Andrew E	\$427,705	484
Dusty T	\$424,795	494
Blair O	\$351,604	329
Nick G	\$308,281	287
Blythe B	\$302,931	351
Greg B	\$292,212	342
Garrett S	\$265,515	314
Ashley C	\$242,788	264
Isaac S	\$223,590	251
Max G	\$206,148	224
Brian C	\$203,063	229
Will K	\$196,359	196
Storme C	\$132,947	152
Dylan W	\$126,514	143
Alex C	\$124,469	139
Cole T	\$113,473	175

TEAM	A/P	APPS
Nate S	\$103,733	127
Naomi G	\$98,770	102
Laura M	\$92,206	178
Spencer V	\$90,560	105
Cody L	\$81,101	86
Cat B	\$80,281	71
Scott D	\$77,672	118
Alex M	\$68,178	74
Russell W III	\$66,946	71
Branden D	\$66,229	76
Blake N	\$65,020	81
Abel H	\$64,940	73
Derrick L	\$61,719	82
AJ R	\$56,871	71
Colby S	\$56,043	52
James T	\$55,698	68
Rafael R	\$54,196	61
Alex P	\$54,193	60
Steven H	\$51,104	56
Eugene M	\$50,855	50



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

TEAM	A/P	APPS
Joe B	\$49,523	41
Connor H	\$49,523	41
Tai S	\$47,669	57
Dustin H	\$45,243	57
Shane R	\$44,324	92
Asia H	\$44,091	52
Mason D	\$42,272	32
Stephen D	\$42,065	49
Connor E	\$41,948	43
Katie M	\$40,699	37
Doug H	\$40,349	56
Christina B	\$39,585	44
Gerardo M	\$39,299	38
Marcus C	\$37,580	39
Anthony J	\$37,209	48
Nick R	\$36,014	46
Brian A	\$35,562	48
Jaime M	\$33,123	33

TEAM	A/P	APPS
Moe A	\$32,746	27
Jalen D	\$32,113	24
Mekayla M	\$31,585	41
Whitney H	\$31,347	40
Kailyn B	\$31,289	35
Owen M	\$31,074	32
James C	\$31,015	35
Chad S	\$29,394	32
Emily S	\$29,353	29
Chuekha H	\$28,683	33
Smiley M	\$26,568	21
Chad A	\$26,292	22
Grayson R	\$25,996	27
Chris L	\$25,366	24
Luke R	\$24,759	34
Robert H	\$24,404	35
Bobby B	\$24,298	27
Cody W	\$23,354	29

TEAM	A/P	APPS
Nichole B	\$23,311	25
Eric G	\$23,234	20
Courtney P	\$22,830	37
Troy B	\$22,720	15
Jack G	\$22,707	26
Grace S	\$22,666	23
Cody C	\$22,663	24
Dima F	\$22,208	22
Daniel K	\$21,325	26
Alstin V	\$21,286	24
Steven W	\$21,261	27
Art T	\$21,168	33
Jermaine W	\$21,107	33
Dorea K-C	\$20,603	16
Rex N	\$20,527	22
Haley F	\$20,195	26

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

TEAM	A/P	APPS
Billy K	\$19,487	22
John S	\$19,164	30
Jeff M	\$19,048	22
Yassir A	\$19,029	16
Martin M	\$18,826	16
Cliff S	\$18,686	31
Windy H	\$18,678	19
Joshua T	\$18,633	20
Amanda F	\$18,270	24
Lauren C	\$18,238	16
Ryan B	\$18,172	17
Mario F	\$18,133	15
John H	\$18,063	23
Stefanie R	\$17,227	24
Christian A	\$17,160	25
Josh O	\$17,033	16
Mike J	\$16,847	11
Danny B	\$16,783	15
Xavier C	\$16,573	18
Becca A	\$16,444	19
Jonathan M	\$16,443	14
Steven C	\$16,288	16

TEAM	A/P	APPS
Jessica D	\$15,753	19
Tyler K	\$15,668	20
Blaine M	\$15,556	18
Dawn J	\$15,240	22
Stephanie J	\$15,059	17
Court L	\$14,896	13
Mikal R	\$14,888	19
Bobby P	\$14,854	23
Riley P	\$14,429	22
Mitch B	\$14,264	18
Adrienne M	\$14,257	15
Corinne C	\$14,256	16
Tracy E	\$13,745	13
Giuseppe B	\$13,708	15
Michael C	\$13,278	12
Brandon P	\$13,204	14
Carter P	\$13,123	15
Ryan S	\$12,994	15
Trevor S	\$12,959	12
Larry G	\$12,687	14
Cameron M	\$12,644	12
Kalid H	\$12,557	13

TEAM	A/P	APPS
Pierce M	\$12,425	8
Riddick B	\$12,264	9
Dennis R	\$11,102	6
William D	\$11,102	6
Joe H	\$10,940	14
Brandon L	\$10,939	54
Elizabeth F	\$10,879	8
Mike B	\$10,674	9
Lydia W	\$10,642	11
Zamantha M	\$10,284	13
Tiffany T	\$10,284	13
Tatum T	\$9,959	10
Mason H	\$9,954	11
Stacye T	\$9,743	5
Ronnie B	\$9,677	16
Bubba L	\$9,641	8
Renee F	\$9,520	12
Linda S	\$9,494	11
Fred F	\$9,487	9
Jonathan G	\$9,393	10
Cody L	\$9,260	11
Kristi J	\$9,118	12



# LAST WEEK'S

## 10K Grand Land Agents

AGENT	A/P	APPS
Dan C	\$42,586	37
Connor H	\$20,656	11
Dorea K-C	\$19,415	15
Spencer V	\$15,656	16
Christopher C	\$15,308	5
Jack G	\$14,613	18
Jalen D	\$14,460	7
Mike J	\$14,184	10
Katie M	\$13,867	11
Daniel H	\$13,592	15
Shelley B	\$12,955	7
Brittney G	\$12,644	11
Troy B	\$12,440	8
Krista I	\$12,403	4
Dallas B	\$12,246	10
Mason C	\$12,185	11
Tyler G	\$12,109	7
Paige A	\$11,929	10
Yassir A	\$11,920	10

AGENT	A/P	APPS
Matthew P	\$11,900	12
Trevor S	\$11,792	10
DeQuentin D	\$11,757	7
Ann B	\$11,741	8
Emilee A	\$11,683	11
Laura K	\$11,558	7
Steven C	\$11,424	10
Aidan P	\$11,364	8
Lucas D	\$10,755	11
Justin C	\$10,702	10
David F	\$10,674	9
Martin M	\$10,665	8
Tai S	\$10,453	8
Cameron W	\$10,381	10
Ricky M	\$10,344	13
Gerardo P	\$10,286	10
Mick P	\$10,280	7
Gerardo M	\$10,032	11

### LAST WEEK'S #1 APP WRITER

# Dan C

## WITH 37 APPS



# LAST WEEK'S

# Top Producers

AGENT	A/P	APPS
Dan C	\$42,586	37
Connor H	\$20,656	11
Dorea K-C	\$19,415	15
Spencer V	\$15,656	16
Christopher C	\$15,308	5
Jack G	\$14,613	18
Jalen D	\$14,460	7
Mike J	\$14,184	10
Katie M	\$13,867	11
Daniel H	\$13,592	15
Shelley B	\$12,955	7
Brittney G	\$12,644	11
Troy B	\$12,440	8
Krista I	\$12,403	4
Dallas B	\$12,246	10
Mason C	\$12,185	11
Tyler G	\$12,109	7
Paige A	\$11,929	10
Yassir A	\$11,920	10
Matthew P	\$11,900	12
Trevor S	\$11,792	10
DeQuentin D	\$11,757	7
Ann B	\$11,741	8
Emilee A	\$11,683	11
Laura K	\$11,558	7
Steven C	\$11,424	10
Aidan P	\$11,364	8
Lucas D	\$10,755	11
Justin C	\$10,702	10
David F	\$10,674	9
Martin M	\$10,665	8
Tai S	\$10,453	8
Cameron W	\$10,381	10
Ricky M	\$10,344	13
Gerardo P	\$10,286	10

AGENT	A/P	APPS
Mick P	\$10,280	7
Gerardo M	\$10,032	11
Coult A	\$9,960	9
Russell Wiles J	\$9,551	8
Melody T	\$9,383	6
Stephen D	\$9,378	9
Smiley M	\$9,320	7
Alex P	\$9,299	9
Branden D	\$9,297	14
Cameron M	\$9,263	8
Marcus Al-S	\$9,107	8
Jenna F	\$9,086	9
Connor T	\$9,072	7
Ashley B	\$9,049	6
Tanya F	\$8,906	21
Grace S	\$8,884	7
Ivan H	\$8,868	10
Tracy S	\$8,796	6
Muhammad A	\$8,759	6
Hassan A	\$8,715	16
Courtney P	\$8,702	8
Isaiah O	\$8,696	8
Parker T	\$8,686	6
Travis H	\$8,647	3
Storme C	\$8,638	8
Valerie T	\$8,595	11
Nic W	\$8,580	10
Brandon R	\$8,579	7
Dom M	\$8,510	9
Tyler G	\$8,419	11
Landon H	\$8,280	7
Laura B	\$8,226	6
Jim H	\$8,196	9
Cody L	\$8,180	10
Ashton M	\$8,157	3

AGENT	A/P	APPS
Nathan A	\$8,124	7
Scott P	\$8,103	3
Stacye T	\$8,091	4
Brittany M	\$8,067	9
Ronnie B	\$8,010	13
Nate C	\$8,000	4
Quinn	\$7,960	8
Misha G	\$7,932	9
Shanique C	\$7,923	6
Fred F	\$7,923	7
Paul H	\$7,900	7
Amy R	\$7,898	10
Charles S	\$7,894	15
Mycharra S	\$7,890	10
Owen M	\$7,886	8
Spencer P	\$7,874	8
Rebekah H	\$7,803	7
Bobby B	\$7,749	8
Beverley C	\$7,747	7
Jon B	\$7,704	14
Chantel H	\$7,673	14
Moe A	\$7,668	7
Briana B	\$7,650	6
Steven W	\$7,628	7
Sheena W	\$7,620	7
Corinne C	\$7,589	6
Jon R	\$7,585	8
Nick R	\$7,572	9
Stephen M	\$7,569	10
Macy H-P	\$7,548	7
Mike T	\$7,533	5
Carter P	\$7,525	7
Michael M	\$7,495	7
Regina L	\$7,483	13
James A	\$7,412	9

# LAST WEEK'S

# Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Shawn T	\$7,410	6	Stefanie R	\$6,482	6	Joey L	\$5,027	3
Nathan S	\$7,351	8	Joseph E	\$6,464	4	Simer B	\$5,004	4
Kristi J	\$7,339	10	Ryan S	\$6,432	5	Darrel W	\$5,003	11
David B	\$7,335	6	Moe K	\$6,396	5	Matt O	\$4,985	5
Colby S	\$7,308	8	Rachel J	\$6,387	8	Solon S	\$4,956	9
Eugene M	\$7,296	8	Gabe T	\$6,372	5	Greg D	\$4,956	5
Brandon P	\$7,277	7	Emily S	\$6,339	9	Becca A	\$4,951	4
LaDebra M	\$7,264	11	Haley F	\$6,325	7	Austin C	\$4,941	3
Anthony W	\$7,212	6	Eric B	\$6,257	10	Debbie W	\$4,932	7
Ahmadou C	\$7,208	10	AJ L	\$6,223	6	Jamila W	\$4,924	5
Samer A	\$7,200	7	Brittany R	\$6,209	5	Leslie P	\$4,897	8
Austin O	\$7,194	9	Derrick L	\$6,109	9	Drew L	\$4,872	2
Michael C	\$7,185	7	Chris H	\$6,036	6	Anthony S	\$4,864	6
Steven H	\$7,168	5	Tywanda M	\$5,998	2	Monica H	\$4,862	3
Tatum T	\$7,156	7	Chad S	\$5,988	6	Chris L	\$4,860	4
Amanda F	\$7,141	8	Jeremiah M	\$5,976	5	John H	\$4,848	5
Blaine M	\$7,137	7	Cameron W	\$5,964	5	Barry Joe S	\$4,848	5
Stephanie J	\$7,056	5	Kyle P	\$5,952	6	Jamir J	\$4,842	7
Marion P	\$7,005	10	Tanner C	\$5,927	7	Roxanne R	\$4,826	3
Michael C	\$6,988	9	Jaime M	\$5,918	10	Cameron F	\$4,824	9
Daniel L	\$6,962	8	Nicholas R	\$5,903	7	Dima F	\$4,815	6
Ashton P	\$6,936	6	Melinda P	\$5,899	4	AJ R	\$4,803	6
Jamir A	\$6,913	5	Cameron K	\$5,895	3	Gary P	\$4,784	4
Eric S	\$6,889	3	Naomi G	\$5,893	7	Lovenda O	\$4,752	5
Channa G	\$6,888	3	Art T	\$5,893	9	Kyle B	\$4,739	2
Elizabeth F	\$6,750	4	Raquel B	\$5,866	5	Levi H	\$4,735	5
Carlos R	\$6,717	4	Matt H	\$5,854	7	Denene G	\$4,702	5
Robert H	\$6,715	10	Madison D	\$5,837	7	Ryan B	\$4,681	5
Katie K	\$6,712	8	Romano S	\$5,813	6	Kilyn B	\$4,660	4
Colin S	\$6,692	7	Mitch B	\$5,807	6	Bryson S	\$4,620	5
Wanda L	\$6,647	7	Renee F	\$5,792	6	Coy D	\$4,605	8
Lauren K	\$6,640	5	Mikal R	\$5,780	7	Semenya J	\$4,566	5
Dave P	\$6,635	5	Anthony D	\$5,779	9	Austin K	\$4,527	4
Andrea S	\$6,608	7	Fate Y	\$5,687	8	Todd A	\$4,507	6
Todd H	\$6,591	5	Laquita B	\$5,665	7	Tavoreion L	\$4,503	7



# LAST WEEK'S

# Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Jack M	\$4,482	4	Brandon C	\$4,164	4	Justiin B	\$3,757	4
Stephen C	\$4,468	1	Hunter R	\$4,131	4	Bryan P	\$3,748	3
Dawn J	\$4,443	5	Kellian W	\$4,129	4	Zach A	\$3,738	7
Tracy H	\$4,433	5	Abel H	\$4,118	5	Jefferson R	\$3,703	2
Kathleen I	\$4,428	6	Cole B	\$4,118	2	Mario F	\$3,670	3
Shannan M	\$4,428	5	David C	\$4,116	6	Ashley O	\$3,659	5
Jordan C	\$4,422	6	Zamantha M	\$4,104	3	Alivia K	\$3,656	4
DeAndre W	\$4,400	5	Derek A	\$4,090	5	Jim H	\$3,645	3
Devin G	\$4,399	3	Russell W III	\$4,068	5	John G	\$3,635	4
Steven S	\$4,394	4	Latavious M	\$4,056	2	Wade S	\$3,624	6
Joshua T	\$4,392	5	Joel F	\$4,044	6	Sam P	\$3,618	3
Ryan S	\$4,391	4	Jordan K	\$4,028	8	Kris A	\$3,615	5
Peyton B	\$4,388	11	Brooke K	\$4,011	3	Janard H	\$3,614	3
Patrick B	\$4,386	6	Walter C	\$4,005	5	Jeffery B	\$3,612	8
Amy M	\$4,378	4	Anthony R	\$3,998	2	Chelsea W	\$3,612	3
Owen H	\$4,362	2	Tyler M	\$3,993	7	Lisa S	\$3,587	2
Doug H	\$4,343	6	Brandon H	\$3,960	2	Tanya V	\$3,572	4
Candace C-G	\$4,338	7	Windy H	\$3,960	5	Brittany F	\$3,552	3
Karen F	\$4,326	8	Juan G	\$3,954	4	Anthony J	\$3,549	6
Andres R	\$4,322	7	James T	\$3,925	9	Lauren H	\$3,533	7
Maranda P	\$4,284	9	Vivian G	\$3,916	5	Nichole B	\$3,531	5
Danielle T	\$4,283	3	Daniel B	\$3,897	3	Jeremiah T	\$3,529	3
Pierce M	\$4,268	5	Gary M	\$3,895	3	shelly L	\$3,516	2
Matt D	\$4,260	4	Jamie L	\$3,865	4	Blair O	\$3,515	4
Trenton T	\$4,253	4	Jake G	\$3,859	5	Nicholas M	\$3,500	6
Ryder D	\$4,248	7	Alexa S	\$3,853	4	Brooke M	\$3,500	4
Hailey P	\$4,229	8	Bruce P	\$3,845	5	Jaden S	\$3,483	8
Cody C	\$4,217	3	Treyvon B	\$3,834	4	Brittany W	\$3,480	3
Darian G	\$4,214	2	Laquanda S	\$3,824	3	Billy K	\$3,474	6
Ashley R	\$4,209	10	Isai C	\$3,818	10	James L	\$3,468	3
Brown H	\$4,207	6	Callie W	\$3,804	5	Jordan M	\$3,468	4
Brayden B	\$4,203	3	Katherine L	\$3,798	5	Sophia L	\$3,431	5
Joe W	\$4,202	2	Brianna H	\$3,793	4	Justice W	\$3,421	4
Cole P	\$4,186	3	Lacey L	\$3,775	5	William H	\$3,396	4
Stephen G	\$4,183	5	Bob G	\$3,762	3	George R	\$3,390	3



# LAST WEEK'S

# Top Producers

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Kayln S	\$3,381	4	Mary	\$3,268	3	Garrett H	\$3,118	3
Laura B	\$3,377	3	Rex N	\$3,256	3	Taylor D	\$3,114	4
Caleb N	\$3,373	5	Yvette H	\$3,245	3	Michael M	\$3,108	4
Ashley F	\$3,372	3	Nate S	\$3,205	4	Alstin V	\$3,107	3
Maryann G	\$3,369	3	haley P	\$3,203	5	Ashleigh P	\$3,105	8
Chelsea P	\$3,368	4	Tanner R	\$3,200	3	Ben J	\$3,103	4
Robert C	\$3,361	4	Matt S	\$3,198	3	Josh S	\$3,098	3
Kenneth M	\$3,360	4	Lynn F	\$3,195	4	Chaneece T	\$3,084	3
Josh J	\$3,345	4	Jake W	\$3,189	4	Regine C	\$3,075	4
Tennisha M	\$3,315	2	Rafael M	\$3,185	3	Bradford T	\$3,071	6
Daniel K	\$3,312	3	Taima B	\$3,174	4	Brandi B	\$3,067	3
Pat B	\$3,281	5	Tanner A	\$3,160	3	Davide A	\$3,058	3
Grace W	\$3,280	3	Derek C	\$3,149	8	Roberto V	\$3,056	4
Linda S	\$3,276	4	Aikeem B	\$3,147	3	Makalyn C	\$3,047	1
Brian A	\$3,276	5	Andres J-A	\$3,131	7	Jessica D	\$3,035	4
Peyton C	\$3,271	2	Jerry G	\$3,124	5	Maxwell Y	\$3,031	4





# Deadline

REMEMBER TO PLACE YOUR DIGITAL LEADS  
ORDERS BEFORE THE FIRST OF THE MONTH  
TO BE FILLED THE FOLLOWING MONTH!

## Text the Batphone!

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& VIDEOS FROM THE  
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## Important announcement regarding Final Expense

Wellabe is committed to offering products and services that add value to our customers and distribution partners, align with our brand, and generate long-term sustainability. Sometimes this means we need to lean into new opportunities, such as annuities, and sometimes this means we need to stop doing things that are causing more harm than good. Given the ongoing performance and quality issues with Final Expense (FE), we've decided to stop offering FE products as part of our product portfolio, effective August 31, 2024. This change does not impact any Wellabe products underwritten by Medico® Insurance Company.

**The last day to submit new FE applications will be August 31, 2024. We will no longer advance FE agent commissions after June 30, 2024.**

We understand you may be disappointed by this news. Please know this was not an easy decision. We've been actively working with our distribution partners to address poor quality of business but have only seen incremental improvement. Continued low taken rates, billing issues, poor persistency, and fraud were indicative of a product not well-suited to meeting the needs of our customers and therefore not aligned with the Wellabe brand. Moreover, efforts to address poor quality of business resulted in significant loss of scale and elevated expense margins, detracting from profitability.

We assure you Wellabe remains financially strong, and we recently received affirmation from AM Best of our A (Excellent) ratings. To ensure we maintain our excellent financial foundation and position our company for future success, we need to make sure we are investing our resources and capital on products and services that contribute to sustainable, profitable growth; deliver on our brand promise; and add value to our customers, distribution partners, and our organization. We've always been committed to doing what's right, even when the right thing is not the easy thing.

As we move forward, we remain committed to doing what is right for our distribution partners and customers. This means we'll continue to pay commissions when policies are renewed. We'll also provide quality customer service to policyholders and pay claims as they are received. Because of this, there is no reason for you to find a new FE plan for your clients. If you decide to take this action, you'll be held responsible for paying your debt to us, and if the debt is not paid, you'll be reported to Vector One.

**If you have any questions, please reach out to us. We want you to know how much we appreciate your partnership and are here to help ensure a smooth transition for you.**