



VOLUME 13 - ISSUE 36

*the pulse*

WHAT WE DO MATTERS!

# AGENT OF THE WEEK (LAST WEEK)

JORDAN S.

THE TEXAS  
STATE CHAMP



LAST WEEK JORDAN S., "THE TEXAS STATE CHAMP," MASSACRED THE FIELD, WRITING \$39,924 IN A/P ON 25 APPS! CONGRATULATIONS TO JORDAN ON AN ABSOLUTELY KILLER WEEK AND HAPPY FRIDAY THE 13TH TO NASB NATION!



North American Senior Benefits  
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LAWRENCEVILLE, GA 30043

# LASTWEEK'S TOP TEAMS

🎃 \$50,000k+ 🎃



TEAM	A/P	APPS
Chris C	\$958,765	1050
Garrett H	\$848,915	947
Josh S	\$731,760	835
Keith T	\$696,141	813
Andrew E	\$415,704	474
Dusty T	\$403,650	473
Blair O	\$320,969	280
Nick G	\$286,556	250
Blythe B	\$279,973	336
Greg B	\$268,289	322
Ashley C	\$232,053	278
Will K	\$200,544	165
Max G	\$196,384	207
Garrett S	\$194,681	215
Cole T	\$120,567	126
Dylan W	\$104,099	133
Laura M	\$103,578	178
Cody L	\$101,856	122
Cat B	\$91,597	63

TEAM	A/P	APPS
Storme C	\$90,769	101
Steven H	\$83,568	69
Russell W III	\$82,675	84
Alex C	\$81,803	99
Nate S	\$79,755	90
Alex M	\$78,442	103
Scott D	\$67,335	101
Spencer V	\$66,605	72
Shane R	\$62,685	65
Gerardo M	\$61,817	45
Naomi G	\$60,563	84
Dustin H	\$58,947	72
Christina B	\$56,792	62
Asia H	\$56,094	64
Blake N	\$55,621	62
Rafael R	\$55,164	54
Abel H	\$52,354	53
Colby S	\$50,336	70

# 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						A/P	APPS
Connor E	\$47,737	42	AJ R	\$32,264	34	Ryan M	\$23,281	24
Alex P	\$46,873	43	Martin M	\$31,927	32	Doug H	\$23,082	26
Moe A	\$43,250	27	Stephen D	\$28,959	40	Steven W	\$23,049	35
Jonathan M	\$42,925	27	Robert H	\$28,160	29	Rex N	\$22,869	17
James T	\$42,757	54	Smiley M	\$27,298	24	Katie M	\$22,314	32
Alstin V	\$42,743	44	Courtney P	\$26,752	37	Marcus C	\$21,399	23
Branden D	\$42,228	52	Grayson R	\$26,456	17	Owen M	\$21,133	26
Mario F	\$41,834	40	Xavier C	\$25,030	17	Brandon L	\$21,082	44
Mekayla M	\$35,674	41	Jessica D	\$24,349	25	Joe B	\$20,864	22
Eugene M	\$35,501	45	Chris L	\$24,251	29	Connor H	\$20,864	22
Chuekha H	\$34,456	35	William D	\$24,052	16	Trevor S	\$20,638	18
Kailyn B	\$34,183	31	Marcus Al-S	\$23,719	23	Renee F	\$20,531	22
Kellem-C	\$33,907	18	James C	\$23,417	29	Lacey L	\$20,109	23
Anthony J	\$33,366	34	Eric G	\$23,346	29			

# 🎃 \$9k-\$19,999k 🎃

TEAM	A/P						A/P	APPS
Nick R	\$19,959	24	Tracy E	\$14,180	24	Steven I	\$10,541	10
Bobby B	\$19,871	27	Andre W	\$14,036	10	Bryan W	\$10,528	4
Sheena W	\$19,747	18	Rodney G	\$13,970	15	Chad A	\$10,422	11
Billy K	\$19,444	18	Cody L	\$13,840	14	Travis H	\$10,330	12
Ryan S	\$19,186	33	Aeevry E	\$13,777	12	Jalen D	\$10,268	10
Lauren F	\$18,530	13	Evan K	\$13,536	11	Nathan C	\$10,075	11
Daniel K	\$18,357	18	Daniel B	\$13,132	15	Lydia W	\$9,997	7
Lauren C	\$18,027	17	Becca A	\$13,115	13	Hobbs J	\$9,973	10
Dima F	\$17,848	15	Danny B	\$13,033	13	Larry G	\$9,878	20
Brittany R	\$17,674	15	Joe H	\$12,627	14	Linda S	\$9,745	11
Tyler K	\$17,657	17	Zamantha M	\$12,508	17	Jack G	\$9,724	14
Brian A	\$17,624	17	Tiffany T	\$12,508	17	Sam P	\$9,334	9
Luke R	\$17,198	23	Grace S	\$12,496	16	Mason C	\$9,237	10
Emily S	\$17,067	21	Troy B	\$12,379	11	Haley F	\$9,183	14
Cody C	\$16,452	23	Nichole B	\$12,268	13	Brandon P	\$9,136	12
Jaime M	\$16,305	18	Riley P	\$12,254	21	Mark W	\$9,025	9
Chad S	\$16,185	14	Kalid H	\$11,996	12	Mitch B	\$8,445	9
Amanda F	\$15,970	19	David F	\$11,706	7	Cameron K	\$7,707	7
Cliff S	\$15,646	19	John S	\$11,703	15	Bobby P	\$7,530	16
Whitney H	\$15,420	12	Cody W	\$11,599	12	Jim H	\$7,236	8
John H	\$15,377	17	Stefanie R	\$11,377	19	Jeff M	\$6,496	9
Adrienne M	\$15,375	14	Brittney P	\$11,359	9	Stephanie J	\$6,418	5
Josh O	\$15,351	10	Davide A	\$11,343	10	Joseph C	\$6,349	9
Justin C	\$15,247	11	Christian A	\$11,215	15	Tracy S	\$5,355	6
Ryan B	\$14,633	3	Chris H	\$10,802	13	Corinne C	\$3,690	6
Hunter C	\$14,594	16	Elizabeth F	\$10,785	5			
Mikal R	\$14,262	14	Ryan B	\$10,705	12			

# LAST WEEK'S 10K GRAND LAND AGENTS



AGENT	A/P	APPS
Jordan S	\$39,924	25
Steven H	\$22,845	14
Dorea K	\$20,744	9
Gerardo P	\$16,439	12
Emilee A	\$16,303	9
Dan C	\$15,540	22
Spencer V	\$14,910	12
Ernie P	\$14,520	18
Cody L	\$13,840	14
Xavier C	\$13,324	10
Charles S	\$12,615	9
Brittney G	\$12,519	13
Briana B	\$12,246	9

AGENT	A/P	APPS
Daniel H	\$12,188	21
Connor E	\$11,870	11
Justin C	\$11,609	10
David F	\$11,400	5
Jackie M	\$11,280	6
Brittany R	\$11,276	9
Courtney P	\$10,817	24
Coult A	\$10,680	8
Dawson D	\$10,418	12
Tywanda M	\$10,308	6
Ann B	\$10,305	9
Stephen M	\$10,012	9

LAST WEEK'S  
#1 APP WRITER:

**JORDAN S**  
WITH 25 APPS



# LAST WEEK'S TOP PRODUCERS



AGENT	A/P	APPS
Jordan S	\$39,924	25
Steven H	\$22,845	14
Dorea K	\$20,744	9
Gerardo P	\$16,439	12
Emilee A	\$16,303	9
Dan C	\$15,540	22
Spencer V	\$14,910	12
Ernie P	\$14,520	18
Cody L	\$13,840	14
Xavier C	\$13,324	10
Charles S	\$12,615	9
Brittney G	\$12,519	13
Briana B	\$12,246	9
Daniel H	\$12,188	21
Connor E	\$11,870	11
Justin C	\$11,609	10
David F	\$11,400	5
Jackie M	\$11,280	6
Brittany R	\$11,276	9
Courtney P	\$10,817	24
Coult A	\$10,680	8
Dawson D	\$10,418	12
Tywanda M	\$10,308	6
Ann B	\$10,305	9
Stephen M	\$10,012	9
Ashley B	\$9,957	6
Dallas B	\$9,840	7
Muhammad A	\$9,751	7
Jon B	\$9,381	10
Josiah C	\$9,271	6
Cam P	\$9,182	7
Dima F	\$8,983	7
Taylor M	\$8,904	7
John K	\$8,763	6
Cliff S	\$8,740	11
Levi H	\$8,481	9
Rebekah H	\$8,421	8

AGENT	A/P	APPS
Dante F	\$8,351	4
Debbie W	\$8,217	6
Samuel J III	\$8,155	10
Bobby B	\$8,155	11
Robert H	\$8,123	9
Eli M	\$8,064	5
Brittney P	\$7,952	6
Anthony R	\$7,936	5
Laura B	\$7,934	7
Joe H	\$7,893	8
Glenn B	\$7,860	11
Emily S	\$7,830	11
Bryan W	\$7,800	1
Wanda L	\$7,727	6
Tyler G	\$7,720	7
Ronnie B	\$7,562	13
Dom M	\$7,560	5
Ryan M	\$7,534	11
Jack M	\$7,526	5
Shane R	\$7,502	3
DeAndre W	\$7,500	5
Missy H	\$7,450	11
Smiley M	\$7,408	10
Brandon L	\$7,336	9
Chris M	\$7,317	5
Lovenda O	\$7,263	13
Jim H	\$7,236	8
Riddick B	\$7,224	7
Owen H	\$7,214	14
Ryder D	\$7,176	9
Nathan C	\$7,152	7
Jon T	\$7,118	5
Trevor S	\$6,993	2
TJ S	\$6,989	6
Brook R	\$6,963	8
Gerardo M	\$6,948	7
Shelly L	\$6,945	8

AGENT	A/P	APPS
Austin K	\$6,931	4
Mason C	\$6,876	7
William D	\$6,852	5
Blair O	\$6,850	5
Renee F	\$6,757	6
Moe A	\$6,744	7
Fred F	\$6,733	11
Chad W	\$6,677	5
DeQuentin D	\$6,670	9
Latania A	\$6,666	3
Owen M	\$6,595	8
Elizabeth F	\$6,555	3
Storme C	\$6,548	5
Alivia K	\$6,521	3
Martin M	\$6,466	6
Austin O	\$6,432	8
Mario	\$6,415	4
Steven S	\$6,360	3
Dylan A	\$6,273	4
Darian G	\$6,248	6
Justin B	\$6,242	4
Brooke M	\$6,204	6
Jake S	\$6,172	5
Jamir J	\$6,171	7
Riley B	\$6,157	4
Marcus A	\$6,132	6
Anis B	\$6,109	5
Lisa S	\$6,071	7
Ryan B	\$6,067	7
Dave P	\$6,064	5
Lacey L	\$6,040	6
Brodrick H	\$6,030	7
Chris H	\$6,012	5
Deja T	\$5,993	5
Steven C	\$5,900	6
Stephen D	\$5,897	8
Steven W	\$5,881	5

# LAST WEEK'S TOP PRODUCERS

AGENT	A/P	APPS
Kalid H	\$5,863	5
Savanna H-S	\$5,856	7
Ryan S	\$5,812	8
Jaynice C	\$5,782	4
Tyler G	\$5,782	4
Jared J	\$5,772	7
Bradford T	\$5,702	6
Melody T	\$5,679	5
Kyle P	\$5,667	5
Kristofer H	\$5,619	3
Jack G	\$5,580	7
Tania Z	\$5,575	4
Charlie N	\$5,544	7
Elijah G	\$5,531	3
Ashley R	\$5,528	8
Titus H	\$5,520	4
Nathan A	\$5,508	7
Ivan H	\$5,496	6
Will F	\$5,484	5
<b>Ryan S</b>	<b>\$5,454</b>	<b>11</b>
Kenneth M	\$5,448	5
Alexis Z	\$5,423	3
Tonya K	\$5,416	3
Jonathan P	\$5,407	6
Semos K	\$5,386	4
Daniel Mathis J	\$5,357	4
Tracy S	\$5,355	6
Alexis B	\$5,349	4
Joshua W	\$5,335	5
Sheena W	\$5,292	7
Mikal R	\$5,291	5
Garrett H	\$5,263	4
Darrell R	\$5,220	3
Mason H	\$5,220	5
Christie S	\$5,182	4
Carrie P	\$5,175	9
Brayden H	\$5,174	4

AGENT	A/P	APPS
Daniel L	\$5,172	8
Jeremiah C	\$5,123	4
Kim A	\$5,100	2
Matthew M	\$5,100	7
Brandon K	\$5,096	5
Chuks M	\$5,033	5
Jeannette B	\$5,032	9
Ashton P	\$4,992	7
Chantel H	\$4,918	6
AJ R	\$4,895	6
Renauld L	\$4,860	5
Daniel B	\$4,858	6
Duncan D	\$4,824	4
Alen J	\$4,824	6
Laura B	\$4,794	9
Mario F	\$4,787	7
Ricky M	\$4,776	3
Jordan C	\$4,771	5
Anthony D	\$4,764	8
Sam A	\$4,712	6
Brandon D	\$4,707	7
Sam P	\$4,696	4
Solon S	\$4,671	7
Erica B	\$4,661	5
Teresa R	\$4,648	2
Anthony S	\$4,641	4
Caniya J	\$4,639	9
Lauren K	\$4,638	5
Kristi J	\$4,634	5
Shawn T	\$4,614	5
Leslie I	\$4,602	6
Mark W	\$4,596	6
Walter C	\$4,583	5
Andres R	\$4,577	8
Abel H	\$4,548	4
Valerie T	\$4,537	5
Soloman R	\$4,500	4

AGENT	A/P	APPS
Paige A	\$4,495	5
Cody P	\$4,464	4
Katie R	\$4,455	6
Troy B	\$4,447	5
Ashelie A	\$4,443	2
Joshua O	\$4,438	3
Matthew B	\$4,436	4
Alex H	\$4,433	6
Jennifer S	\$4,429	6
David B	\$4,400	3
Melinda P	\$4,393	4
Jennifer J	\$4,389	6
William H	\$4,384	4
Coy D	\$4,335	5
Nathan C	\$4,303	4
Lily B	\$4,300	5
Evan K	\$4,265	5
Jalen D	\$4,260	3
Kellian W	\$4,229	3
Linda S	\$4,212	3
Lyric H	\$4,186	6
Jordan S	\$4,161	3
Maureen B	\$4,157	4
Scott P	\$4,156	2
Roger H	\$4,152	4
Wilma P	\$4,146	2
Macy H-P	\$4,144	7
Lydia M	\$4,133	6
Isaiah S	\$4,123	4
Grace S	\$4,122	4
Colby S	\$4,117	7
Stephen C	\$4,113	1
Deborah H	\$4,078	3
Andres A	\$4,076	4
Jack M	\$4,041	3
Tatum T	\$4,035	4
Laquanda S	\$4,034	3





TEXT

770-840-5467

Text the BATPHONE  
your photos and videos  
from the field!

A message to nasb agents from...



PLEASE JOIN ME ON **TUESDAY, SEPTEMBER 17TH AT 12:00 NOON EASTERN** FOR THE NATIONAL NASB LAUNCH OF TRANSAMERICA'S FE EXPRESS. WE WILL GO OVER THE PRODUCT DETAILS, THE UNDERWRITING RULES, THE NEW EAPP, THE EVEREST FUNERAL PLANNING BENEFIT AND MORE. WE WILL KEEP THIS PRETTY HIGH-LEVEL AND TRY TO STAY UNDER 30 MINUTES.

**JOIN THE MEETING NOW**  
**TUESDAY, SEPTEMBER 17TH AT 12:00 NOON EASTERN**

**PARTNERS** – *PLEASE SHARE WITH YOUR AGENTS. AND IF YOU WOULD LIKE TO SET UP A DEEPER DIVE JUST FOR YOUR TEAMS, PLEASE LET ME KNOW.*

IF YOU WANT TO TAKE A SNEAK PEEK AT ALL OF OUR BROCHURES, VIDEOS, TRAINING MODULES AND GUIDES, HERE ARE THE LINKS:

AGENT AND  
UNDERWRITING GUIDE

NEW FE SOLUTIONS  
TOOLKIT

REMOTE SIGNATURE  
FLYER

CONSUMER BROCHURE

CONSUMER VIDEO

EVEREST PROSPECTING  
FLYER

SPEC SHEET

AGENT VIDEO

FE EXPRESS  
PROMO/TRAINING VIDEO

TA FINAL EXPENSE  
PRODUCT COMPARISON

AGENT FAQ  
(TRAINING)

ESTATE PLANNING FLYER

COMPETITIVE ADVANTAGE FLYER

TRAINING MODULE



THANK YOU, *Steve Weber*