

Pending Policies as of 2/20/2023

<u>Policy Number</u>	<u>Agency</u>	<u>Policy Count</u>	<u>New Member Count</u>	<u>Average Days Pending</u>	<u>VOLUME</u>	<u>Premium</u>	<u>Cash With App</u>	<u>AFYC</u>	<u>Prod Credit</u>
CAROLYN BAETEN	INDEPENDENT	6	5.00	23.33	2,230,000	12,764.70	100.85	9,190.58	12,764.70
CARRI BAETEN	INDEPENDENT	2	2.00	8.50	580,000	1,223.36	155.35	880.82	1,223.36
LYLE BODENSTEINER	INDEPENDENT	1	0.00	25.00	25,000	1,198.00	101.83	1,233.94	1,198.00
MICHAEL BROWN	INDEPENDENT	2	0.00	69.00	100,000	2,902.50	0.00	3,359.38	2,902.50
SWT	INDEPENDENT	1	0.00	26.00	15,000	1,128.00	0.00	1,398.72	1,128.00
HARRY DORMAN	INDEPENDENT	1	1.00	35.00	25,000	659.25	0.00	679.03	659.25
KYLIE ELMORE	INDEPENDENT	1	1.00	7.00	25,000	2,531.75	0.00	2,354.53	2,531.75
STEVEN ERNST	INDEPENDENT	1	0.00	3.00	10,000	193.40	0.00	158.59	193.40
LISA KOERNER	INDEPENDENT	1	0.00	14.00	25,000	608.50	51.72	687.61	608.50
DAVID KONSELLA	INDEPENDENT	1	1.00	48.00	50,000	555.50	0.00	544.39	555.50
MARY KRUEGER	INDEPENDENT	3	2.00	7.00	300,000	774.00	0.00	719.82	774.00

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REBECCA LUREEN	INDEPENDENT	1	1.00	24.00	25,000	633.00	53.81	784.92	633.00
STEVEN MASKIL	INDEPENDENT	2	2.00	13.50	6,000	793.05	36.87	816.84	793.05
CHARLENE MCCOY	INDEPENDENT	3	3.00	4.00	60,000	955.60	0.00	1,067.51	955.60
JOSEPH MEDINGER	INDEPENDENT	1	0.00	7.00	5,000	374.30	32.19	348.10	374.30
SCOTT MOAN	INDEPENDENT	1	1.00	28.00	300,000	16,851.00	0.00	20,895.24	16,851.00
ANDRZEJ SERTLER	INDEPENDENT	2	1.00	53.00	350,000	1,919.50	0.00	1,458.09	1,919.50
MICHAEL STECKLING	INDEPENDENT	1	0.00	34.00	25,000	985.50	82.94	916.52	985.50
SHARI STEELE	INDEPENDENT	1	1.00	6.00	15,000	858.45	73.83	1,064.48	858.45
ALEXANDRIA WIDDERSHEIM	INDEPENDENT	1	0.00	13.00	25,000	585.50	439.09	544.52	585.50
DOUGLAS WILKE	INDEPENDENT	1	0.00	11.00	0	0.00	0.00	0.00	0.00
SCOTT WILLIAMS	INDEPENDENT	1	1.00	35.00	500,000	470.00	470.00	413.60	470.00

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Totals for:	INDEPENDENT	35	22.00	22.20	4,696,000	52,063.59	1,598.48	49,517.23	470.00
RACHEL HUNTER	DIRECT	10	9.10	14.60	199,000	5,244.91	25.86	3,671.44	5,244.91
HALEY SAMS	DIRECT	6	6.00	14.67	170,000	4,008.40	60.22	3,024.06	4,008.40
Totals for:	DIRECT	16	37.10	14.63	369,000	9,496.35	86.08	6,695.50	4,008.40
SAMANTHA CLEMINS	RUTTENAGENCY	2	0.00	45.00	200,000	452.00	40.97	325.44	452.00
TIMOTHY DOWSEY	INDENDEPENT	3	3.00	6.33	20,500	2,421.55	0.00	2,494.20	2,421.55
BETTERLIFE	HOME OFFICE	1	0.00	9.00	15,000	219.00	0.00	153.30	219.00
DAVID LANGE	RUTTENAGENCY	1	1.00	39.00	100,000	135.30	0.00	119.06	135.30
RYAN RAEDER	RUTTENAGENCY	2	0.00	40.00	141,717	12,159.20	17.09	1,220.96	1,396.82
TONG XIONG	RUTTENAGENCY	2	2.00	13.00	350,000	4,596.50	0.00	4,274.75	4,596.50
CHIA YANG	RUTTENAGENCY	3	3.00	40.67	300,000	2,044.57	0.00	1,630.16	2,044.57

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WHITNEY YANG	RUTTENAGENCY	1	0.00	17.00	100,000	595.00	50.58	487.90	595.00
JANE ZELLER	RUTTENAGENCY	2	2.00	18.00	350,000	530.00	0.00	381.60	530.00
Totals for:	RUTTENAGENCY	17	48.10	25.76	1,577,217	23,491.21	108.64	11,087.37	530.00
Grand Totals	All agents and agencies	68	48.10	21.31	6,642,217	85,051.15	1,793.20	67,300.10	70,608.91