

Pending Policies as of 2/7/2023

<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	4.00	16.50	1,550,000	13,654.00	217.10	9,858.13	13,654.00
LYLE BODENSTEINER	INDEPENDENT	1	0.00	12.00	25,000	1,198.00	101.83	1,233.94	1,198.00
MICHAEL BROWN	INDEPENDENT	3	0.00	56.00	125,000	24,256.75	0.00	5,494.81	5,037.93
JOSEPH CORDOVA	INDEPENDENT	1	0.00	33.00	125,000	2,401.08	200.00	1,920.86	2,401.08
HARRY DORMAN	INDEPENDENT	1	1.00	22.00	25,000	659.25	0.00	679.03	659.25
DAVID KONSELLA	INDEPENDENT	1	1.00	35.00	50,000	555.50	0.00	544.39	555.50
REBECCA LUREEN	INDEPENDENT	1	1.00	11.00	25,000	633.00	53.81	784.92	633.00
SCOTT MOAN	INDEPENDENT	1	1.00	15.00	300,000	16,851.00	0.00	20,895.24	16,851.00
ANDRZEJ SERTLER	INDEPENDENT	3	2.00	31.33	450,000	2,894.50	82.88	2,160.09	2,894.50
CHRISTY SNIDER	INDEPENDENT	2	2.00	37.00	50,000	862.50	56.18	888.38	862.50
MICHAEL STECKLING	INDEPENDENT	1	0.00	21.00	25,000	985.50	82.94	916.52	985.50

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DARREN TERRELL	INDEPENDENT	1	1.00	15.00	0	0.00	500.00	0.00	0.00
SCOTT WILLIAMS	INDEPENDENT	1	1.00	22.00	500,000	470.00	470.00	413.60	470.00
Totals for:	INDEPENDENT	23	14.00	27.00	3,250,000	66,431.76	1,764.74	45,789.91	470.00
RACHEL HUNTER	DIRECT	4	3.10	21.25	179,000	2,406.53	53.85	1,684.57	2,406.53
HALEY SAMS	DIRECT	6	6.00	14.00	88,000	3,480.29	62.50	2,578.06	3,480.29
Totals for:	DIRECT	10	23.10	16.90	267,000	5,831.48	116.35	4,262.63	3,480.29
DOUA CHANG	RUTTENAGENCY	1	1.00	3.00	100,000	826.00	0.00	768.18	826.00
SAMANTHA CLEMINS	RUTTENAGENCY	4	2.00	32.00	250,000	1,643.25	139.67	944.89	1,643.25
TIMOTHY DOWSEY	INDENDEPENT	1	1.00	13.00	15,000	676.35	0.00	696.64	676.35
DAVID LANGE	RUTTENAGENCY	2	2.00	26.00	150,000	1,057.30	0.00	930.42	1,057.30
RYAN RAEDER	RUTTENAGENCY	2	0.00	27.00	141,717	12,159.20	17.09	1,220.96	1,396.82

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AMBER WULTERKENS	RUTTENAGENCY	1	0.00	34.00	71,985	50,000.55	0.00	4,500.05	5,000.06
CHIA YANG	RUTTENAGENCY	4	3.00	37.75	550,000	2,324.57	23.80	1,826.16	2,324.57
WHITNEY YANG	RUTTENAGENCY	1	0.00	4.00	100,000	595.00	0.00	487.90	595.00
JANE ZELLER	RUTTENAGENCY	3	3.00	8.33	600,000	1,260.00	62.05	907.20	1,260.00
Totals for:	RUTTENAGENCY	19	35.10	24.42	1,978,702	71,019.55	242.61	12,282.40	1,260.00
Grand Totals	All agents and agencies	52	35.10	24.12	5,495,702	143,282.79	2,123.70	62,334.94	66,868.42