

Pending Policies as of 4/24/2023

<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>
ISABEL AGUIRRE	INDEPENDENT	1	0.00	20.00	11,000	925.58	0.00	860.79	925.58
ELLEN ANDERSON	INDEPENDENT	2	1.00	15.50	20,000	2,028.60	0.00	2,207.29	2,028.60
CAROLYN BAETEN	INDEPENDENT	4	2.00	12.00	300,000	1,361.01	40.97	944.63	1,361.01
MICHAEL BROWN	INDEPENDENT	2	1.00	10.50	39,830	24,939.89	0.00	2,493.99	2,493.99
SWT	INDEPENDENT	4	3.00	5.00	119,000	2,504.29	0.00	3,105.32	2,504.29
LAURA DEGOLIER	INDEPENDENT	1	1.00	34.00	10,000	616.00	108.49	572.88	616.00
JOSEPH GUILLORY	INDEPENDENT	1	1.00	24.00	25,000	1,082.75	0.00	1,006.96	1,082.75
COLTON KISSINGER	INDEPENDENT	2	2.00	32.00	200,000	538.00	45.74	527.24	538.00
BETH KLISMITH	INDEPENDENT	1	1.00	55.00	250,000	360.00	56.10	295.20	360.00
RANDALL KOLARIK	INDEPENDENT	5	0.00	9.80	110,000	2,383.25	0.00	1,827.44	2,383.25
DAVID KONSELLA	INDEPENDENT	1	1.00	4.00	25,000	647.00	55.00	802.28	647.00

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STEVEN MASKIL	INDEPENDENT	1	1.00	19.00	3,000	756.63	65.07	779.33	756.63
CHARLENE MCCOY	INDEPENDENT	1	1.00	7.00	75,000	997.50	0.00	668.33	997.50
JANA MCKINNEY	INDEPENDENT	1	1.00	34.00	25,000	1,090.00	92.65	1,013.70	1,090.00
JESSE PENA	INDEPENDENT	2	1.00	22.50	200,000	2,436.00	0.00	2,213.78	2,436.00
JARED REUTER	INDEPENDENT	1	0.00	24.00	750,000	412.50	0.00	404.25	412.50
PAULA VESELY	INDEPENDENT	1	1.00	18.00	100,000	423.05	0.00	393.44	423.05
ALEXANDRIA WIDDERSHEIM	INDEPENDENT	1	1.00	56.00	500,000	885.00	0.00	725.70	885.00
MICHELLE YANG	INDEPENDENT	1	0.00	5.00	25,000	1,756.75	151.08	1,633.78	1,756.75
Totals for:	INDEPENDENT	33	19.00	17.52	2,787,830	57,434.37	615.10	22,476.33	1,756.75
RACHEL HUNTER	DIRECT	3	3.00	27.00	27,000	977.79	0.00	684.46	977.79
HALEY SAMS	DIRECT	1	1.00	60.00	25,000	279.00	0.00	139.50	279.00

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Totals for:	DIRECT	4	23.00	35.25	52,000	1,284.60	0.00	823.96	279.00
SAMANTHA CLEMINS	RUTTENAGENCY	2	0.00	31.00	61,078	18,698.61	0.00	2,102.55	2,748.26
DAVID LANGE	RUTTENAGENCY	4	1.00	37.50	160,290	8,614.91	7,498.29	1,776.64	1,839.61
RYAN RAEDER	RUTTENAGENCY	1	0.00	6.00	150,000	238.50	20.27	171.72	238.50
WILLIAM RUTTEN	RUTTENAGENCY	2	0.00	46.00	381,339	27,889.30	71.40	3,173.64	3,544.93
TONG XIONG	RUTTENAGENCY	1	1.00	69.00	100,000	2,812.00	239.02	2,615.16	2,812.00
CHIA YANG	RUTTENAGENCY	1	1.00	46.00	300,000	1,209.00	0.00	870.48	1,209.00
WHITNEY YANG	RUTTENAGENCY	3	3.00	20.33	500,000	3,466.00	294.62	2,810.62	3,466.00
JANE ZELLER	RUTTENAGENCY	1	1.00	10.00	20,540	9,072.25	8,708.28	816.50	907.23
Totals for:	RUTTENAGENCY	15	30.00	33.07	1,673,247	72,701.50	16,831.88	14,337.31	907.23
Grand Totals	All agents and agencies	52	30.00	23.37	4,513,077	131,420.47	17,446.98	37,637.60	41,720.22