

Pending Policies as of 4/3/2023

<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	11.00	25,000	1,333.25	0.00	933.28	1,333.25
ELLEN ANDERSON	INDEPENDENT	1	0.00	3.00	10,000	561.10	0.00	695.76	561.10
KAITLYNN REEDER	INDEPENDENT	1	0.00	4.00	25,000	297.25	0.00	335.89	297.25
CAROLYN BAETEN	INDEPENDENT	6	6.00	24.83	1,655,000	4,070.39	95.57	3,057.97	4,070.39
LYLE BODENSTEINER	INDEPENDENT	1	0.00	67.00	25,000	1,198.00	101.83	1,233.94	1,198.00
MICHAEL BROWN	INDEPENDENT	2	0.00	11.00	0	0.00	0.00	0.00	0.00
LAURA DEGOLIER	INDEPENDENT	1	1.00	13.00	10,000	616.00	108.49	572.88	616.00
STEVEN ERNST	INDEPENDENT	1	0.00	4.00	25,000	174.25	174.25	142.89	174.25
WILLIAM GARRETT	INDEPENDENT	2	2.00	23.00	75,000	4,721.50	0.00	4,312.35	4,721.50
JOSEPH GUILLORY	INDEPENDENT	1	1.00	4.00	25,000	855.25	0.00	795.38	855.25
ROGER HARRIS	INDEPENDENT	1	1.00	4.00	20,000	1,660.20	0.00	2,058.65	1,660.20

<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>
COLTON KISSINGER	INDEPENDENT	2	2.00	11.00	200,000	538.00	45.74	527.24	538.00
BETH KLISMITH	INDEPENDENT	2	2.00	34.00	500,000	670.00	82.45	549.40	670.00
LISA KOERNER	INDEPENDENT	1	0.00	18.00	5,000	586.55	0.00	662.80	586.55
RANDALL KOLARIK	INDEPENDENT	4	4.00	13.00	229,600	10,158.25	272.65	960.42	1,439.53
DAVID KONSELLA	INDEPENDENT	1	1.00	33.00	100,000	1,056.00	0.00	1,034.88	1,056.00
MARY KRUEGER	INDEPENDENT	1	1.00	49.00	100,000	432.00	0.00	401.76	432.00
PAYENG LEE	INDEPENDENT	1	1.00	4.00	25,000	1,324.50	0.00	1,364.24	1,324.50
CHARLENE MCCOY	INDEPENDENT	1	1.00	25.00	150,000	412.50	35.06	383.63	412.50
JANA MCKINNEY	INDEPENDENT	1	1.00	13.00	25,000	1,090.00	92.65	1,013.70	1,090.00
PATRICK MONGIN	INDEPENDENT	1	1.00	10.00	10,000	5,412.80	0.00	487.15	541.28
DIANE ROOK-JOHNSON	INDEPENDENT	2	1.00	18.50	50,000	4,917.75	0.00	655.00	852.45

<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>
SCOTT TAJCHMAN	INDEPENDENT	2	2.00	15.50	30,000	1,556.20	60.26	1,602.88	1,556.20
DEAN WATERS	INDEPENDENT	1	1.00	13.00	453,594	20,000.00	0.00	24,800.00	20,000.00
ALEXANDRIA WIDDERSHEIM	INDEPENDENT	2	1.00	45.00	525,000	1,470.50	439.09	1,270.22	1,470.50
DANIEL ZEIGER	INDEPENDENT	1	0.00	31.00	25,000	195.50	0.00	242.42	195.50
<b>Totals for:</b>	<b>INDEPENDENT</b>	<b>41</b>	<b>30.00</b>	<b>20.07</b>	<b>4,323,194</b>	<b>67,629.25</b>	<b>1,508.04</b>	<b>50,094.73</b>	<b>195.50</b>
RACHEL HUNTER	DIRECT	5	5.00	19.40	62,000	2,372.64	0.00	1,660.85	2,372.64
HALEY SAMS	DIRECT	4	4.00	30.75	73,000	1,406.09	0.00	928.47	1,406.09
<b>Totals for:</b>	<b>DIRECT</b>	<b>9</b>	<b>39.00</b>	<b>24.44</b>	<b>135,000</b>	<b>3,880.65</b>	<b>0.00</b>	<b>2,589.32</b>	<b>1,406.09</b>
DOUA CHANG	RUTTENAGENCY	4	4.00	4.00	200,000	1,070.00	0.00	995.11	1,070.00
SAMANTHA CLEMINS	RUTTENAGENCY	3	0.00	7.67	86,078	42,598.61	0.00	2,341.55	3,943.26
TIMOTHY DOWSEY	INDENDEPENT	1	1.00	17.00	25,000	1,693.00	0.00	2,099.32	1,693.00

<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>
DAVID LANGE	RUTTENAGENCY	2	2.00	53.50	400,000	921.30	0.00	810.74	921.30
AMANDA OLDENBURG	RUTTENAGENCY	1	0.00	39.00	150,000	330.00	0.00	270.60	330.00
WILLIAM RUTTEN	RUTTENAGENCY	2	0.00	25.00	381,339	27,889.30	71.40	3,173.64	3,544.93
DREW SMADING	INDEPENDENTS	3	3.00	5.33	45,000	931.95	0.00	653.49	931.95
TONG XIONG	RUTTENAGENCY	1	1.00	48.00	100,000	2,812.00	239.02	2,615.16	2,812.00
CHIA YANG	RUTTENAGENCY	2	2.00	18.00	430,435	2,385.52	100.00	1,835.23	2,385.52
WHITNEY YANG	RUTTENAGENCY	2	2.00	12.00	350,000	6,083.00	517.06	4,988.06	6,083.00
JANE ZELLER	RUTTENAGENCY	4	1.00	13.25	1,600,000	3,437.00	0.00	2,573.84	3,437.00
<b>Totals for:</b>	<b>RUTTENAGENCY</b>	<b>25</b>	<b>55.00</b>	<b>17.16</b>	<b>3,767,852</b>	<b>90,225.79</b>	<b>927.48</b>	<b>22,356.74</b>	<b>3,437.00</b>
<b>Grand Totals</b>	<b>All agents and agencies</b>	<b>75</b>	<b>55.00</b>	<b>19.63</b>	<b>8,226,046</b>	<b>161,735.69</b>	<b>2,435.52</b>	<b>75,040.79</b>	<b>78,582.89</b>