

Pending Policies as of 5/1/2023

<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	27.00	11,000	925.58	0.00	860.79	925.58
ELLEN ANDERSON	INDEPENDENT	2	1.00	22.50	20,000	2,028.60	0.00	2,207.29	2,028.60
CAROLYN BAETEN	INDEPENDENT	4	2.00	19.00	300,000	1,361.01	300.97	944.63	1,361.01
MICHAEL BROWN	INDEPENDENT	9	2.00	8.89	218,762	95,290.24	0.00	11,323.96	10,946.07
SWT	INDEPENDENT	3	2.00	10.33	123,347	2,929.65	0.00	3,632.77	2,929.65
LAURA DEGOLIER	INDEPENDENT	1	1.00	41.00	10,000	616.00	108.49	572.88	616.00
HARRY DORMAN	INDEPENDENT	1	1.00	7.00	15,000	363.30	0.00	374.20	363.30
JOSEPH GUILLORY	INDEPENDENT	1	1.00	31.00	25,000	1,082.75	0.00	1,006.96	1,082.75
JOHN HELMER	INDEPENDENT	2	2.00	6.00	14,000	939.85	0.00	885.76	939.85
COLTON KISSINGER	INDEPENDENT	2	2.00	39.00	200,000	538.00	45.74	527.24	538.00
RANDALL KOLARIK	INDEPENDENT	2	0.00	15.00	75,000	1,960.50	261.60	1,607.61	1,960.50

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DAVID KONSELLA	INDEPENDENT	2	2.00	10.50	50,000	1,464.00	124.45	1,815.36	1,464.00
STEVEN MASKIL	INDEPENDENT	1	1.00	26.00	3,000	756.63	65.07	779.33	756.63
JANA MCKINNEY	INDEPENDENT	1	1.00	41.00	25,000	1,090.00	92.65	1,013.70	1,090.00
JESSE PENA	INDEPENDENT	2	1.00	29.50	200,000	2,436.00	0.00	2,213.78	2,436.00
THADDEUS PITTS	INDEPENDENT	1	1.00	6.00	24,999	226.24	0.00	210.40	226.24
JARED REUTER	INDEPENDENT	1	0.00	31.00	750,000	412.50	0.00	404.25	412.50
PAULA VESELY	INDEPENDENT	1	1.00	4.00	50,000	243.50	0.00	226.46	243.50
DEAN WATERS	INDEPENDENT	1	1.00	7.00	10,000	6,467.10	0.00	646.71	646.71
ALEXANDRIA WIDDERSHEIM	INDEPENDENT	1	1.00	63.00	500,000	885.00	0.00	725.70	885.00
Totals for:	INDEPENDENT	39	23.00	18.36	2,625,108	122,901.01	998.97	31,979.78	885.00
RACHEL HUNTER	DIRECT	13	12.00	8.62	332,387	6,077.53	0.00	4,109.92	6,077.53

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HALEY SAMS	DIRECT	1	1.00	67.00	25,000	279.00	0.00	139.50	279.00
THOMAS TOTH	DIRECT	4	4.00	6.25	66,000	3,234.19	0.00	2,054.44	3,234.19
Totals for:	DIRECT	18	40.00	11.33	423,387	8,850.84	0.00	6,303.86	3,234.19
SAMANTHA CLEMINS	RUTTENAGENCY	2	1.00	19.50	30,817	5,381.98	0.00	904.06	1,416.60
DAVID LANGE	RUTTENAGENCY	4	1.00	34.75	275,000	3,666.55	34.32	3,756.26	3,666.55
RYAN RAEDER	RUTTENAGENCY	7	2.00	7.43	350,000	2,929.25	20.27	1,960.11	2,929.25
WILLIAM RUTTEN	RUTTENAGENCY	2	0.00	53.00	369,931	27,889.30	71.40	3,173.64	3,544.93
DREW SMADING	INDEPENDENTS	1	1.00	7.00	10,000	261.60	0.00	162.19	261.60
TONG XIONG	RUTTENAGENCY	1	1.00	76.00	100,000	2,812.00	239.02	2,615.16	2,812.00
CHIA YANG	RUTTENAGENCY	1	1.00	53.00	300,000	1,209.00	0.00	870.48	1,209.00
WHITNEY YANG	RUTTENAGENCY	8	7.00	17.13	1,074,999	8,935.18	392.03	7,269.35	8,935.18

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Totals for:	RITTENAGENCY	26	54.00	23.42	2,510,747	54,971.55	757.04	20,711.25	8,935.18
Grand Totals	All agents and agencies	83	54.00	18.42	5,559,242	186,723.40	1,756.01	58,994.89	66,217.72