

Pending Policies as of 5/30/2023

<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>
RANDALL AUGSBURGER	INDEPENDENT	1	0.00	11.00	25,000	197.75	0.00	245.21	197.75
CAROLYN BAETEN	INDEPENDENT	7	5.00	18.71	725,000	2,381.93	285.21	1,731.98	2,381.93
JACK BRAUKER	INDEPENDENT	1	1.00	22.00	26,972	368.64	0.00	368.64	368.64
MICHAEL BROWN	INDEPENDENT	10	2.00	36.00	412,025	105,672.24	16,488.24	24,197.64	21,328.07
SWT	INDEPENDENT	5	3.00	21.80	134,800	4,275.48	0.00	5,119.69	4,275.48
KYLE CRANK	INDEPENDENT	2	2.00	12.50	10,000	1,045.05	0.00	1,076.40	1,045.05
LAURA DEBEVEC SCHULTZE	INDEPENDENT	2	0.00	21.00	53,195	8,069.90	0.00	2,433.98	2,636.66
HARRY DORMAN	INDEPENDENT	2	2.00	22.00	14,271	13,643.08	0.00	136.43	682.15
WILLIAM GARRETT	INDEPENDENT	4	3.00	19.25	150,000	3,847.50	107.08	2,079.45	3,847.50
ROGER HARRIS	INDEPENDENT	1	1.00	16.00	100,000	630.50	0.00	617.89	630.50
CARY JOHNSON	INDEPENDENT	1	1.00	5.00	9,843	1,046.47	0.00	1,077.86	1,046.47

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COLTON KISSINGER	INDEPENDENT	1	1.00	68.00	100,000	353.00	30.01	345.94	353.00
BETH KLISMITH	INDEPENDENT	1	1.00	12.00	250,000	420.00	0.00	344.40	420.00
RANDALL KOLARIK	INDEPENDENT	2	0.00	44.00	75,000	1,960.50	261.60	1,607.61	1,960.50
DAVID KONSELLA	INDEPENDENT	2	2.00	39.50	50,000	1,464.00	124.45	1,815.36	1,464.00
REBECCA LUREEN	INDEPENDENT	2	0.00	28.00	0	0.00	0.00	0.00	0.00
CHARLENE MCCOY	INDEPENDENT	2	2.00	19.00	200,000	707.00	14.79	657.51	707.00
JANA MCKINNEY	INDEPENDENT	1	1.00	8.00	25,000	826.75	0.00	768.88	826.75
LARRY RUFF	INDEPENDENT	1	1.00	5.00	10,000	935.40	0.00	1,159.90	935.40
KYLE SITTLER	INDEPENDENT	1	1.00	6.00	2,000	258.82	0.00	266.58	258.82
JAMES SKELTON	INDEPENDENT	1	1.00	12.00	25,000	400.00	34.00	208.00	400.00
CHAD WARE	INDEPENDENT	2	1.00	20.00	40,000	2,392.30	0.00	2,326.71	2,392.30

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Totals for:	INDEPENDENT	52	31.00	24.12	2,438,106	154,641.23	17,345.38	48,586.06	2,392.30
RACHEL HUNTER	DIRECT	7	6.00	22.29	501,473	4,267.93	0.00	2,589.16	4,267.93
THOMAS TOTH	DIRECT	9	9.00	15.44	421,193	4,201.96	0.00	2,987.89	4,201.96
Totals for:	DIRECT	16	46.00	18.44	922,666	8,827.28	0.00	5,577.05	4,201.96
SAMANTHA CLEMINS	RUTTENAGENCY	2	1.00	6.00	300,000	2,193.00	0.00	950.59	2,193.00
TIMOTHY DOWSEY	INDENDEPENT	1	0.00	5.00	2,000	304.14	0.00	313.26	304.14
DAVID LANGE	RUTTENAGENCY	1	0.00	47.00	50,000	951.50	0.00	980.05	951.50
RYAN RAEDER	RUTTENAGENCY	2	0.00	32.50	175,000	1,343.00	0.00	849.86	1,343.00
WILLIAM RUTTEN	RUTTENAGENCY	1	0.00	14.00	49,556	33,499.80	0.00	3,014.98	3,349.98
DREW SMADING	INDEPENDENTS	1	1.00	36.00	10,000	261.60	0.00	162.19	261.60
AMBER WULTERKENS	RUTTENAGENCY	1	0.00	14.00	46,940	29,999.50	0.00	2,699.95	2,999.95

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WHITNEY YANG	RUTTENAGENCY	2	2.00	49.00	175,000	2,273.25	178.76	1,864.07	2,273.25
JANE ZELLER	RUTTENAGENCY	1	0.00	11.00	0	0.00	0.00	0.00	0.00
Totals for:	RUTTENAGENCY	12	50.00	25.17	808,496	71,076.32	178.76	10,834.95	0.00
Grand Totals	All agents and agencies	80	50.00	23.14	4,169,268	234,544.83	17,524.14	64,998.06	70,304.29