

Pending Policies as of 6/25/2023

<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>
KAITLYNN REEDER	INDEPENDENT	1	1.00	11.00	400,000	3,476.00	0.00	3,232.68	3,476.00
CAROLYN BAETEN	INDEPENDENT	3	3.00	27.33	850,000	1,807.43	40.17	1,301.35	1,807.43
CARRI BAETEN	INDEPENDENT	2	2.00	17.00	800,000	2,953.50	0.00	2,126.52	2,953.50
JACK BRAUKER	INDEPENDENT	2	0.00	13.00	75,000	0.00	0.00	0.00	0.00
MICHAEL BROWN	INDEPENDENT	5	1.00	38.00	285,000	23,261.10	0.00	15,796.47	12,960.60
LIZA CABALLERO	INDEPENDENT	4	2.00	11.00	125,000	3,287.29	0.00	2,621.00	3,287.29
SWT	INDEPENDENT	4	3.00	16.50	132,908	3,833.35	0.00	4,517.70	3,833.35
SAMANTHA CLEMINS	INDEPENDENT	3	1.00	22.33	316,161	17,642.90	0.00	2,495.58	2,965.50
SCOTT DANIELS	INDEPENDENT	1	1.00	16.00	50,000	0.00	685.50	0.00	0.00
HARRY DORMAN	INDEPENDENT	2	2.00	48.00	14,271	13,643.08	0.00	136.43	682.15
STEVEN ERNST	INDEPENDENT	1	1.00	10.00	25,000	817.00	69.45	669.94	817.00

<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>
JOHN HELMER	INDEPENDENT	1	1.00	13.00	7,500	1,298.85	0.00	1,337.82	1,298.85
LEVI HUNCOVSKY	INDEPENDENT	1	1.00	20.00	52,592	16,498.80	0.00	1,649.88	1,649.88
RANDALL KOLARIK	INDEPENDENT	6	3.00	27.33	525,000	9,920.73	261.60	4,762.93	5,881.53
DAVID KONSELLA	INDEPENDENT	1	1.00	65.00	25,000	817.00	69.45	1,013.08	817.00
MARY KRUEGER	INDEPENDENT	1	0.00	17.00	200,000	1,356.00	0.00	1,261.08	1,356.00
DEBRA LARKIN	INDEPENDENT	3	3.00	28.00	30,000	2,222.40	0.00	2,418.43	2,222.40
IVAN LIES	INDEPENDENT	1	1.00	18.00	5,000	360.45	0.00	371.26	360.45
STEVEN MASKIL	INDEPENDENT	1	1.00	18.00	27,000	1,001.91	0.00	1,242.37	1,001.91
JANA MCKINNEY	INDEPENDENT	1	1.00	34.00	25,000	826.75	0.00	768.88	826.75
LARRY RUFF	INDEPENDENT	1	1.00	31.00	10,000	935.40	80.44	1,159.90	935.40
MATTHEW SCHERNIKAU	INDEPENDENT	1	0.00	11.00	33,000	764.88	0.00	787.83	764.88

<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>
JAMES SKELTON	INDEPENDENT	1	1.00	38.00	25,000	400.00	34.00	208.00	400.00
CHRISTY SNIDER	INDEPENDENT	1	1.00	4.00	25,000	578.75	0.00	596.11	578.75
DALBERT STEELE	INDEPENDENT	1	1.00	5.00	100,000	1,885.00	0.00	2,337.40	1,885.00
DEAN WATERS	INDEPENDENT	4	3.00	15.25	1,225,000	2,143.25	0.00	2,657.63	2,143.25
SCOTT WILLIAMS	INDEPENDENT	1	1.00	4.00	100,000	1,223.04	0.00	1,223.04	1,223.04
DANIEL ZEIGER	INDEPENDENT	2	0.00	5.50	60,000	2,700.20	0.00	3,244.85	2,700.20
Totals for:	INDEPENDENT	56	37.00	22.14	5,548,432	124,550.72	1,240.61	59,938.16	2,700.20
RACHEL HUNTER	DIRECT	15	15.00	16.40	719,000	7,276.94	76.39	4,994.58	7,276.94
THOMAS TOTH	DIRECT	5	5.00	27.40	135,257	2,024.96	0.00	1,463.99	2,024.96
Totals for:	DIRECT	20	57.00	19.15	854,257	9,957.68	76.39	6,458.57	2,024.96
TIMOTHY DOWSEY	INDENDEPENT	1	0.00	31.00	2,000	304.14	0.00	313.26	304.14

<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>
DEAN GARDNER	RUTTENAGENCY	1	0.00	5.00	10,000	1,047.50	233.11	974.18	1,047.50
BETTERLIFE	HOME OFFICE	1	1.00	9.00	5,000	78.35	0.00	54.85	78.35
DAVID LANGE	RUTTENAGENCY	2	0.00	49.00	75,000	12,925.00	4,395.16	2,057.67	2,148.85
AMANDA OLDENBURG	RUTTENAGENCY	1	1.00	3.00	10,000	101.70	0.00	94.58	101.70
RYAN RAEDER	RUTTENAGENCY	2	0.00	58.50	175,000	1,343.00	0.00	849.86	1,343.00
AMBER WULTERKENS	RUTTENAGENCY	1	1.00	10.00	6,635	2,552.58	0.00	229.73	255.26
TONG XIONG	RUTTENAGENCY	1	1.00	6.00	150,000	4,420.50	0.00	4,111.07	4,420.50
Totals for:	RUTTENAGENCY	10	61.00	27.90	433,635	23,040.07	4,628.27	8,685.20	4,420.50
Grand Totals	All agents and agencies	86	61.00	22.12	6,836,324	157,548.47	5,945.27	75,081.93	77,829.31