

Pending Policies as of 7/4/2023

<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>
ELLEN ANDERSON	INDEPENDENT	2	2.00	4.00	20,000	1,083.40	0.00	1,343.42	1,083.40
KAITLYNN REEDER	INDEPENDENT	5	1.00	8.40	709,790	13,591.02	0.00	14,662.65	13,591.02
CAROLYN BAETEN	INDEPENDENT	2	2.00	33.50	750,000	1,627.03	24.84	1,171.46	1,627.03
CARRI BAETEN	INDEPENDENT	1	1.00	20.00	500,000	621.00	0.00	447.12	621.00
JACK BRAUKER	INDEPENDENT	2	0.00	22.00	75,000	0.00	0.00	0.00	0.00
ERIC BROWN	INDEPENDENT	1	1.00	7.00	10,000	1,810.70	0.00	1,593.42	1,810.70
MICHAEL BROWN	INDEPENDENT	1	0.00	54.00	200,000	10,382.00	0.00	12,873.68	10,382.00
LIZA CABALLERO	INDEPENDENT	2	1.00	19.50	25,000	1,655.19	0.00	1,539.32	1,655.19
SWT	INDEPENDENT	1	1.00	31.00	20,194	1,122.12	0.00	1,155.78	1,122.12
SAMANTHA CLEMINS	INDEPENDENT	2	1.00	41.00	300,000	2,193.00	0.00	950.59	2,193.00
HARRY DORMAN	INDEPENDENT	2	2.00	57.00	14,271	13,643.08	0.00	136.43	682.15

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STEVEN ERNST	INDEPENDENT	2	1.00	7.00	50,000	2,074.25	0.00	1,700.89	2,074.25
LEVI HUNCOVSKY	INDEPENDENT	1	1.00	29.00	52,592	16,498.80	0.00	1,649.88	1,649.88
SHAWN JUSTMANN	INDEPENDENT	1	1.00	8.00	50,000	859.50	71.06	532.89	859.50
RANDALL KOLARIK	INDEPENDENT	4	2.00	32.50	425,000	4,006.23	221.79	3,189.28	4,006.23
DAVID KONSELLA	INDEPENDENT	1	1.00	74.00	25,000	817.00	69.45	1,013.08	817.00
PAYENG LEE	INDEPENDENT	1	1.00	5.00	25,000	3,432.50	0.00	3,535.48	3,432.50
STEVEN MASKIL	INDEPENDENT	1	1.00	27.00	27,000	1,001.91	0.00	1,242.37	1,001.91
CHARLENE MCCOY	INDEPENDENT	2	2.00	5.00	40,000	701.60	0.00	751.47	701.60
JANA MCKINNEY	INDEPENDENT	1	1.00	43.00	25,000	826.75	0.00	768.88	826.75
MATTHEW SCHERNIKAU	INDEPENDENT	1	0.00	20.00	33,000	764.88	65.02	787.83	764.88
JAMES SKELTON	INDEPENDENT	1	1.00	47.00	25,000	400.00	34.00	208.00	400.00

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CHRISTY SNIDER	INDEPENDENT	1	1.00	13.00	25,000	578.75	0.00	596.11	578.75
DALBERT STEELE	INDEPENDENT	1	1.00	14.00	100,000	1,885.00	0.00	2,337.40	1,885.00
CHAD WARE	INDEPENDENT	1	1.00	18.00	10,000	647.80	0.00	602.45	647.80
DEAN WATERS	INDEPENDENT	3	2.00	25.00	1,025,000	155.25	0.00	192.51	155.25
SCOTT WILLIAMS	INDEPENDENT	1	1.00	13.00	100,000	1,223.04	78.58	1,223.04	1,223.04
<b>Totals for:</b>	<b>INDEPENDENT</b>	<b>44</b>	<b>30.00</b>	<b>23.82</b>	<b>4,661,847</b>	<b>89,774.07</b>	<b>564.74</b>	<b>56,205.43</b>	<b>1,223.04</b>
CURONDA DAVIS	DIRECT	3	3.00	6.67	205,000	2,189.44	38.25	1,577.12	2,189.44
RACHEL HUNTER	DIRECT	15	14.00	24.20	744,000	6,340.14	211.92	4,338.82	6,340.14
TAYLOR LEFEVERE	DIRECT	1	1.00	5.00	500,000	2,266.00	0.00	1,586.20	2,266.00
THOMAS TOTH	DIRECT	4	4.00	33.00	35,257	1,442.96	13.13	1,056.59	1,442.96
<b>Totals for:</b>	<b>DIRECT</b>	<b>23</b>	<b>52.00</b>	<b>22.61</b>	<b>1,484,257</b>	<b>12,906.84</b>	<b>263.30</b>	<b>8,558.73</b>	<b>1,442.96</b>

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DEAN GARDNER	RUTTENAGENCY	1	0.00	14.00	10,000	1,047.50	233.11	974.18	1,047.50
BETTERLIFE	HOME OFFICE	2	2.00	12.50	10,000	156.70	6.66	109.70	156.70
RYAN RAEDER	RUTTENAGENCY	3	0.00	47.33	200,369	17,378.50	0.00	2,453.41	2,946.55
AMBER WULTERKENS	RUTTENAGENCY	1	1.00	19.00	6,635	2,552.58	0.00	229.73	255.26
TONG XIONG	RUTTENAGENCY	1	1.00	15.00	150,000	4,420.50	0.00	4,111.07	4,420.50
<b>Totals for:</b>	<b>RUTTENAGENCY</b>	<b>8</b>	<b>56.00</b>	<b>26.88</b>	<b>377,004</b>	<b>25,809.99</b>	<b>239.77</b>	<b>7,878.09</b>	<b>4,420.50</b>
<b>Grand Totals</b>	<b>All agents and agencies</b>	<b>75</b>	<b>56.00</b>	<b>23.77</b>	<b>6,523,108</b>	<b>128,490.90</b>	<b>1,067.81</b>	<b>72,642.25</b>	<b>76,857.00</b>