

Pending Policies as of 1/9/2023

<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>
CAROLYN BAETEN	INDEPENDENT	5	3.00	15.80	975,000	3,640.75	39.11	2,621.34	3,640.75
MICHAEL BROWN	INDEPENDENT	3	0.00	27.00	125,000	24,256.75	0.00	5,494.81	5,037.93
JOSEPH CORDOVA	INDEPENDENT	1	0.00	4.00	125,000	2,401.08	0.00	1,920.86	2,401.08
ROBERT FIRCHOW	INDEPENDENT	1	0.00	131.00	198,500	133,143.00	0.00	13,314.30	13,314.30
CODY HANKE	INDEPENDENT	2	2.00	4.00	30,000	21,249.00	0.00	1,500.52	2,124.90
RANDALL KOLARIK	INDEPENDENT	1	0.00	10.00	25,000	397.00	0.00	206.44	397.00
DAVID KONSELLA	INDEPENDENT	2	2.00	6.00	100,000	1,318.50	0.00	1,292.13	1,318.50
MARY KRUEGER	INDEPENDENT	1	1.00	47.00	0	0.00	0.00	0.00	0.00
STEVEN MASKIL	INDEPENDENT	1	1.00	28.00	7,500	1,058.78	91.05	1,090.54	1,058.78
SCOTT OLIVA	INDEPENDENT	2	2.00	5.00	55,000	6,040.30	6,220.30	543.63	604.03
ALVA PAINE	INDEPENDENT	1	1.00	5.00	8,000	545.92	46.95	507.71	545.92

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MATTHEW SCHERNIKAU	INDEPENDENT	1	1.00	35.00	500,000	776.25	0.00	683.10	776.25
ANDRZEJ SERTLER	INDEPENDENT	2	1.00	11.00	350,000	1,919.50	0.00	1,458.09	1,919.50
KYLE SITTLER	INDEPENDENT	2	2.00	27.50	30,000	1,555.05	0.00	1,830.60	1,555.05
CHRISTY SNIDER	INDEPENDENT	3	3.00	8.67	75,000	1,376.75	100.41	1,418.06	1,376.75
DEAN WATERS	INDEPENDENT	1	0.50	4.00	5,000	157.25	0.00	161.97	157.25
SCOTT WILLIAMS	INDEPENDENT	1	1.00	39.00	25,000	470.76	31.00	470.76	470.76
Totals for:	INDEPENDENT	30	20.50	19.87	2,634,000	201,961.59	6,528.82	34,514.86	470.76
ZACHARY DUBY	DIRECT	1	1.00	13.00	100,000	262.00	0.00	183.40	262.00
RACHEL HUNTER	DIRECT	3	3.00	5.00	325,000	1,270.00	53.85	801.20	1,270.00
DARREN PITZNER	DIRECT	4	4.00	25.75	52,000	3,443.16	0.00	2,410.39	3,443.16
HALEY SAMS	DIRECT	6	6.00	28.17	99,000	3,120.99	0.00	2,184.69	3,120.99

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KRISTIAUNA THOMAS	DIRECT	6	6.00	22.83	406,000	2,393.44	0.00	1,698.25	2,393.44
Totals for:	DIRECT	20	40.50	21.85	982,000	10,648.22	53.85	7,277.93	2,393.44
SAMANTHA CLEMINS	RUTTENAGENCY	1	0.00	21.00	150,000	202.50	17.21	141.75	202.50
STEVEN ERNST	RUTTENAGENCY	1	1.00	26.00	25,000	597.75	0.00	490.16	597.75
BETTERLIFE	HOME OFFICE	1	0.00	21.00	10,000	158.10	0.00	110.67	158.10
DAVID LANGE	RUTTENAGENCY	2	2.00	82.00	100,000	1,043.50	53.00	730.45	1,043.50
RYAN RAEDER	RUTTENAGENCY	3	1.00	49.33	585,805	40,825.33	481.32	6,241.85	9,745.00
JOSHUA WILSON	RUTTENAGENCY	1	1.00	80.00	0	0.00	0.00	0.00	0.00
AMBER WULTERKENS	RUTTENAGENCY	1	0.00	5.00	71,985	50,000.55	0.00	4,500.05	5,000.06
CHIA YANG	RUTTENAGENCY	7	3.00	28.00	1,750,000	4,203.57	138.09	2,942.50	4,203.57
WHITNEY YANG	RUTTENAGENCY	3	2.00	6.33	400,000	5,818.00	0.00	4,218.76	5,818.00

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Totals for:	RITTENAGENCY	20	50.50	34.00	3,092,790	102,863.07	689.62	19,376.19	5,818.00
Grand Totals	All agents and agencies	70	50.50	24.47	6,708,790	315,472.88	7,272.29	61,168.98	73,956.81