

Pending Policies as of 5/15/2023

<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	1	1.00	28.00	10,000	1,467.50	0.00	1,511.53	1,467.50
CAROLYN BAETEN	INDEPENDENT	4	3.00	29.50	350,000	1,606.11	321.81	1,121.10	1,606.11
STANLEY BLYTHE	INDEPENDENT	1	0.00	14.00	25,000	495.75	0.00	614.73	495.75
JACK BRAUKER	INDEPENDENT	1	1.00	7.00	26,972	368.64	0.00	368.64	368.64
MICHAEL BROWN	INDEPENDENT	11	2.00	19.55	420,367	106,017.39	16,488.24	24,625.63	21,673.22
SWT	INDEPENDENT	4	4.00	22.00	270,000	3,857.30	0.00	4,315.10	3,857.30
KYLE CRANK	INDEPENDENT	1	1.00	6.00	5,000	620.10	0.00	638.70	620.10
LAURA DEBEVEC SCHULTZE	INDEPENDENT	2	0.00	6.00	53,195	8,069.90	0.00	2,433.98	2,636.66
HARRY DORMAN	INDEPENDENT	2	2.00	7.00	14,271	13,643.08	0.00	136.43	682.15
WILLIAM GARRETT	INDEPENDENT	2	1.00	10.50	100,000	3,132.00	0.00	1,741.34	3,132.00
JOHN HELMER	INDEPENDENT	2	2.00	20.00	14,000	939.85	0.00	885.76	939.85

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COLTON KISSINGER	INDEPENDENT	2	2.00	53.00	200,000	538.00	45.74	527.24	538.00
RANDALL KOLARIK	INDEPENDENT	3	0.00	20.33	85,000	3,350.70	261.60	2,747.57	3,350.70
DAVID KONSELLA	INDEPENDENT	2	2.00	24.50	50,000	1,464.00	124.45	1,815.36	1,464.00
REBECCA LUREEN	INDEPENDENT	2	0.00	13.00	0	0.00	0.00	0.00	0.00
CHARLENE MCCOY	INDEPENDENT	3	3.00	4.00	300,000	1,136.00	0.00	1,056.48	1,136.00
JARED REUTER	INDEPENDENT	1	0.00	45.00	750,000	412.50	0.00	404.25	412.50
MICHELLE YANG	INDEPENDENT	1	1.00	6.00	25,000	1,215.75	0.00	1,069.86	1,215.75
DANIEL ZEIGER	INDEPENDENT	1	0.00	14.00	25,000	368.00	375.36	246.56	368.00
<b>Totals for:</b>	<b>INDEPENDENT</b>	<b>46</b>	<b>25.00</b>	<b>19.17</b>	<b>2,723,805</b>	<b>150,824.40</b>	<b>17,617.20</b>	<b>46,260.26</b>	<b>368.00</b>
RACHEL HUNTER	DIRECT	12	11.00	18.17	298,387	4,742.27	0.00	2,776.84	4,742.27
THOMAS TOTH	DIRECT	4	4.00	15.25	152,000	3,321.14	0.00	2,324.81	3,321.14

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Totals for:	DIRECT	16	40.00	17.44	450,387	7,351.24	0.00	5,101.65	3,321.14
DAVID LANGE	RUTTENAGENCY	6	1.00	35.50	395,000	4,237.75	34.32	4,258.92	4,237.75
RYAN RAEDER	RUTTENAGENCY	6	2.00	20.67	400,000	2,387.25	20.27	1,569.87	2,387.25
DREW SMADING	INDEPENDENTS	1	1.00	21.00	10,000	261.60	0.00	162.19	261.60
TONG XIONG	RUTTENAGENCY	1	1.00	90.00	100,000	2,812.00	239.02	2,615.16	2,812.00
WHITNEY YANG	RUTTENAGENCY	4	3.00	23.00	425,000	4,620.25	210.98	3,788.61	4,620.25
Totals for:	RUTTENAGENCY	18	48.00	30.00	1,330,000	14,678.25	504.59	12,394.75	4,620.25
Grand Totals	All agents and agencies	80	48.00	21.26	4,504,192	172,853.89	18,121.79	63,756.66	68,346.50