

Pending Policies as of 5/22/2023

<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	35.00	10,000	1,467.50	126.21	1,511.53	1,467.50
RANDALL AUGSBURGER	INDEPENDENT	1	0.00	3.00	25,000	197.75	0.00	245.21	197.75
CAROLYN BAETEN	INDEPENDENT	6	5.00	18.33	500,000	2,262.97	321.81	1,672.33	2,262.97
JACK BRAUKER	INDEPENDENT	1	1.00	14.00	26,972	368.64	0.00	368.64	368.64
MICHAEL BROWN	INDEPENDENT	11	2.00	26.55	420,537	106,017.39	16,488.24	24,625.63	21,673.22
SWT	INDEPENDENT	5	5.00	21.80	235,022	3,863.70	0.00	4,470.50	3,863.70
KYLE CRANK	INDEPENDENT	1	1.00	13.00	5,000	620.10	0.00	638.70	620.10
LAURA DEBEVEC SCHULTZE	INDEPENDENT	2	0.00	13.00	53,195	8,069.90	0.00	2,433.98	2,636.66
HARRY DORMAN	INDEPENDENT	2	2.00	14.00	14,271	13,643.08	0.00	136.43	682.15
WILLIAM GARRETT	INDEPENDENT	4	3.00	11.25	150,000	3,847.50	0.00	2,079.45	3,847.50
ROGER HARRIS	INDEPENDENT	2	2.00	8.00	200,000	858.50	0.00	841.33	858.50

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COLTON KISSINGER	INDEPENDENT	1	1.00	60.00	100,000	353.00	30.01	345.94	353.00
BETH KLISMITH	INDEPENDENT	1	1.00	4.00	250,000	420.00	0.00	344.40	420.00
RANDALL KOLARIK	INDEPENDENT	3	1.00	25.67	150,000	2,536.50	261.60	1,907.13	2,536.50
DAVID KONSELLA	INDEPENDENT	2	2.00	31.50	50,000	1,464.00	124.45	1,815.36	1,464.00
DEBRA LARKIN	INDEPENDENT	1	1.00	3.00	10,000	750.60	0.00	930.74	750.60
REBECCA LUREEN	INDEPENDENT	2	0.00	20.00	0	0.00	0.00	0.00	0.00
CHARLENE MCCOY	INDEPENDENT	3	3.00	11.00	300,000	1,136.00	14.79	1,056.48	1,136.00
THADDEUS PITTS	INDEPENDENT	1	1.00	7.00	10,000	579.90	0.00	510.31	579.90
JAMES SKELTON	INDEPENDENT	1	1.00	4.00	25,000	400.00	0.00	208.00	400.00
CHAD WARE	INDEPENDENT	2	1.00	12.00	40,000	2,392.30	0.00	2,326.71	2,392.30
DANIEL ZEIGER	INDEPENDENT	1	0.00	21.00	25,000	368.00	375.36	246.56	368.00

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Totals for:	INDEPENDENT	54	34.00	19.02	2,599,997	156,370.10	17,742.47	48,715.36	368.00
RACHEL HUNTER	DIRECT	14	13.00	20.79	752,447	7,212.59	30.73	4,506.06	7,212.59
THOMAS TOTH	DIRECT	6	6.00	11.67	334,257	2,792.31	0.00	2,001.14	2,792.31
Totals for:	DIRECT	20	53.00	18.05	1,086,704	10,399.24	30.73	6,507.20	2,792.31
DAVID LANGE	RUTTENAGENCY	2	1.00	84.50	150,000	1,086.80	34.32	1,099.11	1,086.80
RYAN RAEDER	RUTTENAGENCY	2	0.00	24.50	175,000	1,343.00	0.00	849.86	1,343.00
WILLIAM RUTTEN	RUTTENAGENCY	1	0.00	6.00	49,556	33,499.80	0.00	3,014.98	3,349.98
DREW SMADING	INDEPENDENTS	1	1.00	28.00	10,000	261.60	0.00	162.19	261.60
AMBER WULTERKENS	RUTTENAGENCY	1	0.00	6.00	46,940	29,999.50	0.00	2,699.95	2,999.95
TONG XIONG	RUTTENAGENCY	1	1.00	97.00	100,000	2,812.00	0.00	2,615.16	2,812.00
WHITNEY YANG	RUTTENAGENCY	3	3.00	31.33	275,000	2,652.25	210.98	2,174.85	2,652.25

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Totals for:	RITTENAGENCY	11	59.00	40.82	806,496	71,892.52	245.30	12,616.10	2,652.25
Grand Totals	All agents and agencies	85	59.00	21.61	4,493,197	238,661.86	18,018.50	67,838.66	73,389.48