

INDIVIDUAL HEALTH INSURANCE LE.

RANK	NAME	AGENCY	RMO
1	ROBERT H SCOTT	WEST VIRGINIA	SC
2	RALPH L THOMAS	GREATER ATLANTA	SC
3	WALTER L PELHAM JR	ALABAMA GULF COAST	SC
4	THOMAS W NORRIS	SAVANNAH	SC
5	MARK R JAIKES	CENTRAL PENNSYLVAN	CA
6	ARTHUR W JONES	HUDSON VALLEY	NE
7	MICHAEL A FRASCINO CLU CHF	NEW YORK	NE
8	JULIO A ALVAREZ	HOUSTON	SW
9	CHARLES M WILLIAMS CLU	GREATER VIRGINIA	SC
10	RANDY L IMMEKER LUTCF	IOWA	MW
11	CLINTON R CARPENTER JR	COLUMBIA	SC
12	SAMUEL C MADDOX	ALABAMA GULF COAST	SC
13	HARRY S GREENE JR	GREATER VIRGINIA	SC
14	RONALD K SMITH LUTCF	NEBRASKA	MW
15	SOONTHON LIMPAKAN	ROCKVILLE	CA
16	C STEN LUTCF	WESTERN PENNSYLVAN	CA
17	TERRELL D MCCLELLAN LUTCF	SACRAMENTO	W
18	MARK S LOSAVIO LUTCF	CENTRAL QUEENS	NE
19	ALAN K SUNDBLAD	IOWA	MW
20	DANNY W WILMER CLU	GREATER VIRGINIA	SC
21	SUSAN B DRAKE CLU CHFC	ROCHESTER	NE
22	GEORGE W BAILLY LUTCF	CHICAGO	MW
23	CLEMENT L DIFEE	GREATER VIRGINIA	SC
24	PETER E ANDREWS CLU CHFC	GREATER WISCONSIN	MW
25	HARVEY C FIRESTEIN CLU	FT. LAUDERDALE	SC

P&C LEADERS *

RANK	NAME	AGENCY	RMO
1	ROBERT S STEVENSON	MAIN LINE	CA
2	PHILLIP D MORRIS	DALLAS-FORT WORTH	SW
3	CHARLES S KRYSTOFIAK	SAN FRANCISCO	W
4	PAUL T TAESCHLER	TRI-COUNTY	CA
5	FRED S SMALLS	PHILADELPHIA	CA
6	STEVEN M GRIFFIN CLU	NEW ORLEANS	SW
7	RONALD L HEIMBACH	MAIN LINE	CA
8	KENT J MELANCON	SOUTH LOUISIANA	SW
9	BHARATKUMAR S SHAH	NORTH JERSEY	CA
10	HENRY A TAYLOR JR LUTCF	ARKANSAS	SW
11	ALLAN L HILLMAN CLU CHFC	TRI-COUNTY	CA
12	ATUL C SHAH	NORTH JERSEY	CA
13	HYACINTH E ROBERTSON	NORTH SHORE	MW
14	ELIE S KARKAB	HOUSTON	SW
15	LANE B RAINWATER	WESTERN TEXAS	SW
16	YIH-CHING LIU LUTCF	SOUTH LOUISIANA	SW
17	ROBERT H SCOTT	WEST VIRGINIA	SC
18	EDWARD N BIRK CLU	PHILADELPHIA	CA
19	RONNY C LIU	SAN JOAQUIN VALLEY	W
20	MICHAEL D PERNA	GARDEN STATE	CA
21	DONALD F WARYGA CLU	MAIN LINE	CA
22	JOHN L ONG	NEW YORK	NE
23	HERBERT D POLLACK	CENTRAL QUEENS	NE
24	NIKHIL V DESAI	NORTH JERSEY	CA
25	ROBERT M DILATUSH III CLU	GREATER PRINCETON	CA

GROUP LEADERS *

RANK	NAME	AGENCY	RMO
1	KEVIN M MCMAHON	ROCKY MOUNTAIN	SW
2	JAMES L PHILLIPS CLU	HOUSTON	SW
3	JACK G LAND III	TULSA	SW
4	MICHAEL D STONE	ORLANDO	SC
5	J H POWELL JR	ALABAMA GULF COAST	SC
6	JAMES P BURKE	HOUSTON	SW
7	ROBERT R WEIGERT CLU	WASHINGTON DC	CA
8	SHERRY G SPALDING CLU CHFC	METRO MIAMI	SC
9	PATRICK D MOLAMPHY	CHARLOTTE	SC
10	DAVID B GREWE JR	DETROIT	MW
11	JIMMY R HOWE CLU	EASTERN ILLINOIS	MW
12	GERALD A PETER CLU	SOUTHERN OHIO	SC
13	RICHARD R KRUSE CLU CHFC	TWIN CITIES	MW
14	TIMOTHY L KENNEDY	CENTRAL TEXAS	SW
15	E JAMES CLU	TULSA	SW
16	RUSSELL J SCHAUER	CHICAGO	MW
17	JAMES E CLARK	CENTRAL TEXAS	SW
18	WILLIAM D WEINER	ARIZONA	W
	BERNARD WEINER CLU	CHICAGO	MW
20	DALTON J RAYMOND	SYRACUSE	NE
21	ARTHUR D VELASCO	SUNCOAST	SC
22	LENORE E DEFELICE LUTCF	HUDSON VALLEY	NE
23	HUGO J ENOLER CLU	CENTRAL TEXAS	SW
24	DOMINIC CARRADERO	SAN JOSE	W
25	THOMAS J MURPHY CLU	CHICAGO	MW

* NON LIFE BRANCH LEADERS LISTED ARE ON PACE TO MEET THE MINIMUM ORDINARY NBTP STANDARD EQUIVALENT TO 80% OF THE QUP MEDIAN.

Phil,
Congrats
and
thanks!
We do
appreciate
the business,
Bill