

HBW LEADERS BULLETIN

November 2010

Personal Recruiting (2 or More)

Rank	Agent	Recruits
1	Thomas Valbrun	6
2	Maria Agnes E Blanco	3
3	Marialta Clerveaux	3
4	Franklin Desravine	3
5	Jorge A Meza Jr.	3
6	Linda Danjour	2
7	Wilfrid Jean	2
8	Galianie Lacroix	2
9	Webert Mercure	2
10	Stephenson Simeus	2
11	Glenn M Terry	2

Baseshop Recruiting (3 or More)

Rank	Baseshop	Recruits
1	Chanel J Noel	21
2	Jean Max Alain	9
3	Galianie Lacroix	6
4	Maribel Frausto	5
5	Glenn M Terry	4
6	David W Hollins Sr.	3
7	Financia St. Firmin	3
8	Jay L Horsey	3
9	Jorge A Meza Jr.	3
10	Victor B Blanco	3
11	Anthony S Daniels	3
12	Fritz DeLouis	3

NDA Hierarchy Recruiting (5 or More)

Rank	NDA	Recruits
1	Jacques C Augustin	44
2	Rex N Hoover	8
3	Thomas T Paley Sr.	8
4	Jorge A Meza Jr.	7
5	Direct Organization	6
6	Roland H Dortch	6
7	Robert A Goldsmith	5
8	Patrick A Lopez	5

HBW Securities LLC - Personal Production (Top 25)

Rank	Registered Rep	Invested	GDC
1	Michael Martindale	467,590	31,858
2	Jodi Graul	270,099	13,421
3	Scott Lucas	97,255	13,225
4	Todd Causey	415,461	11,927
5	Harold Pair	804,830	10,036
6	Joel Broersma	170,820	9,334
7	Charles Reinhold	4,516	7,991
8	Jerry Bolen	278,170	7,862
9	John Ehler	247,516	7,809
10	Kevin Imhoff	159,149	7,683
11	Janell Denk	45,500	7,485
12	Jeffrey Crawford	120,257	5,887
13	Thomas Paley	86,196	5,808
14	Noah Robinson	193,417	5,745
15	Roland Dortch	64,051	5,468
16	David Veltkamp	78,063	4,196
17	Joseph Petry	106,401	4,195
18	Michelle Leitch	57,874	4,051
19	Melora Saunders	53,750	4,043
20	Pablo Rosales Navarro	61,139	3,739
21	Ray Holguin	82,753	3,604
22	Francis Lehane	44,718	3,354
23	Jerald Hoffner	16,039	3,208
24	William Orchard-Hays	64,405	2,991
25	James Lopes	38,677	2,591

Advisory Assets - Personal Production (Top 20)

Rank	Advisor	Invested
1	Charles P Reinhold	328,360
2	Bruce D Van Hal	300,000
3	Donald J Breuker	282,866
4	David H Veltkamp	274,727
5	Jose M Valenzuela	253,781
6	Albert F Boykin	113,000
7	Edward W Wood Jr	102,803
8	Trenton G Banwart	92,000
9	Jamie Glover	90,500
10	Donald Eagleston	85,036
11	Dale Ringerwole	73,313
12	Corey J Terpstra	60,284
13	Kim L Molina-Marquez	45,500
14	Jose V Sanchez	38,367
15	Donald P Wilson	35,000
16	Ron Rotenberg	30,000
17	Leonard D DeBraber	20,578
18	Manuel Menendez	19,410
19	Stephen Donahue	17,683
20	Melroy A Sterling	15,170

Fixed Annuities - Personal Production (Top 25)

Rank	Agent	Premium
1	Jose M Valenzuela	479,257
2	Stephen F Foley	111,785
3	Scott W Lucas	105,300
4	Victoria A Lane	104,684
5	Jeffrey S Crawford	96,000
6	Thomas A Wood	89,405
7	Ashleylachel H Young	60,000
8	George Lockett Jr.	57,829
9	Jerry Angel	57,184
10	Lauren A Harper	50,630
11	Manuel Menendez	50,000
12	Jerald R Hoffner	49,956
13	Marie A Reichelt	48,451
14	David W Hollins Sr.	44,486
15	German Puerto	41,076
16	Frank Ficetola	38,910
17	Peter G Langelier	38,091
18	Darrell A Fuller	30,486
19	Steven R Johnson	20,000
20	James R Walters Rick	15,735
21	Roland H Dortch	11,938
22	Sterling Menendez	11,702
23	Olga Lanier	10,865
24	Francis Neumann	10,000
25	Achillea C Kirkikis	7,117

Note: Only American General and ING are included for All Submitted Life Premium

Life Insurance - Submitted Premium by Personal Production (Top 50)

Rank	Agent	Submitted Sales	Submitted Premium
1	Roberto Gomez	1	72,964
2	Jorge M Zavala	9	24,609
3	Joseph Florian	1	15,087
4	Ron Rotenberg	7	13,916
5	Brenda Murguia	14	12,805
6	Luis E Lopez	6	12,688
7	Samantha K Sriratanakoul	14	12,009
8	Marvin L Rogers	1	12,000
9	Robert Armijo	5	11,163
10	Jose F Amparo	2	9,587
11	Weua Sidathong	9	9,320
12	Chessman Coby	2	9,085
13	Gloria I Herrera	4	9,022
14	Josephus Joseph	12	8,464
15	Armando Fernandez	4	8,107
16	Casilda Romero	10	8,090
17	Carmelo Landa	11	8,015
18	Financia St. Firmin	10	7,946
19	Vera L Garcia	9	7,281
20	Thomas Valbrun	7	7,195
21	Jorge A Meza Jr.	10	7,079
22	Patricia L Elmore	13	6,224
23	Joung U Lee	2	6,131
24	Erik Mion	5	6,101
25	Jean D Louis	8	6,010
26	Jean Max Alain	5	5,671
27	Patricia Gomez	9	5,294
28	Maria Jordan	6	5,142
29	Mario F Ledesma	6	4,854
30	Steven H Doud	8	4,441
31	Luis F. Pabon	4	4,191
32	Alaric D Jordan	5	4,045
33	Olga L Pineda	5	4,045
34	William M Dodson	6	3,932
35	Jodi F Graul	6	3,775
36	Tholes Bocicot	5	3,647
37	Edne Artaud	4	3,632
38	Isaac Joseph	5	3,581
39	Derrick Rountree	1	3,371
40	Laura E Gill	4	3,236
41	John Ola	1	3,030
42	Jason R Conover	2	3,025
43	Olga Lanier	4	2,985
44	Janell L Denk	5	2,976
45	Vantanak Ho	3	2,973
46	Islynn E Sinord	4	2,952
47	Joel D Johnson	5	2,940
48	Charles A Waits Sr	3	2,909
49	Juana L Fonseca	4	2,632
50	Roselie Louima	4	2,605

Life Insurance - Submitted Premium by AM Hierarchy (Top 10)

Rank	Agent	Submitted Sales	Submitted Premium
1	Marialta Clerveaux	10	9,580
2	Josephus Joseph	12	8,464
3	Jean D Louis	8	6,010
4	Jean David Toussaint	6	4,074
5	Edne Artaud	4	3,632
6	Laura E Gill	4	3,236
7	Olga Lanier	4	2,985
8	Emma Rojas	6	2,814
9	Robert Short	4	2,665
10	Juana L Fonseca	4	2,632

Life Insurance - Submitted Premium by SAM Hierarchy (Top 10)

Rank	Agent	Submitted Sales	Submitted Premium
1	Roberto Gomez	1	72,964
2	Marvin L Rogers	1	12,000
3	Peterlantz Dantes	2	9,085
4	Casilda Romero	10	8,090
5	Isaac Joseph	9	6,762
6	Citlaly Bojorges	11	6,278
7	Patricia L Elmore	13	6,224
8	Patricia Gomez	9	5,294
9	Olga L Pineda	6	5,224
10	Maria Jordan	6	5,142

Life Insurance - Submitted Premium by PAVP Hierarchy (Top 10)

Rank	Agent	Submitted Sales	Submitted Premium
1	Samantha K Sriratanakoul	14	12,009
2	Jerome O McLean	11	11,460
3	Jose F Amparo	2	9,587
4	Erik Mion	5	6,101
5	Lisa G Jedkins	5	3,537
6	Maritza Y Willis	3	3,186
7	Marie D Augustin	4	3,114
8	Maria Agnes E Blanco	2	2,670
9	Ashleylachell H Young	3	2,504
10	Ray A Holguin	2	2,429

Life Insurance - Submitted Premium by Baseshop (Top 40)

Rank	Agent	Submitted Sales	Submitted Premium
1	Martin A Tuiran	18	85,311
2	Luis E Lopez	45	45,570
3	Chanel J Noel	32	33,743
4	Jorge M Zavala	9	24,609
5	Weua Sidathong	22	21,329
6	Jean Max Alain	19	18,103
7	William Orchard-Hays III	10	16,769
8	Ron Rotenberg	9	15,200
9	Joseph Florian	1	15,087
10	Fritz DeLouis	21	14,605
11	Stan A Kirkikis	22	13,361
12	Robert Armijo	5	11,163
13	Raul Martinez	3	11,156
14	Financia St. Firmin	14	10,898
15	Carmelo Landa	14	10,341
16	Jorge A Meza Jr.	14	9,744
17	Gloria I Herrera	4	9,022
18	Maribel Frausto	15	8,719
19	Pedro L Acosta	13	8,393
20	Armando Fernandez	4	8,107
21	Jacques C Augustin	12	8,061
22	Jodi F Graul	11	8,010
23	Vera L Garcia	9	7,281
24	Daniel G Brandfast	5	6,279
25	Galianie Lacroix	9	6,151
26	Joung U Lee	2	6,131
27	Jose M Valenzuela	6	6,050
28	Luis F. Pabon	8	5,448
29	Jay L Horsey	6	4,552
30	Thomas T Paley Sr.	5	4,540
31	Joel D Johnson	7	4,475
32	Steven H Doud	8	4,441
33	David W Hollins Sr.	6	4,380
34	Clinton M Cooper	8	4,339
35	Alaric D Jordan	5	4,045
36	William M Dodson	6	3,932
37	Joel D Broersma	5	3,878
38	Derrick Rountree	1	3,371
39	Glenmour G Byfield	3	3,327
40	Victor B Blanco	3	3,270

Life Insurance - Submitted Premium by EVP Hierarchy (Top 5)

Rank	Agent	Submitted Sales	Submitted Premium
1	Mai L Moua	24	22,245
2	Stan A Kirkikis	32	20,019
3	Janell L Denk	27	19,885
4	Dominique L Moore	12	17,659
5	Steven R Johnson	10	16,769

Life Insurance - Submitted Premium by NDA Hierarchy (Top 10)

Rank	Agent	Submitted Sales	Submitted Premium
1	Robert A Goldsmith	43	107,518
2	Jacques C Augustin	120	99,136
3	Daniel G Brandfast	72	61,949
4	Jorge A Meza Jr.	44	58,510
5	Patrick A Lopez	60	54,289
6	Crawford & Associates	44	46,726
7	Direct Organization	27	36,868
8	Thomas T Paley Sr.	27	26,736
9	Rex N Hoover	32	22,925
10	Terry Kennedy	12	17,659

Life Insurance - Submitted Premium by NDA Total Organization (Over 100,000)

Rank	Agent	Submitted Sales	Submitted Premium
1	Rex N Hoover	455	417,997
2	Patrick A Lopez	238	223,511
3	Jorge A Meza Jr.	178	169,222
4	Crawford & Associates	158	144,825
5	Robert A Goldsmith	43	107,518