

# HBW LEADERS BULLETIN

December 2011

## Personal Recruiting (2 or More)

Rank	Agent	Recruits
1	Galianie Lacroix	5
2	Jacques S. Verme	5
3	Colis F Duncan	4
4	Patrick Antoine	3
5	Ameer H Baird	3
6	Walter N Cuby	3
7	Anilien Lamarre	3
8	Chanel J Noel	3
9	David Pontura	3
10	Edgar G. Albarran	2
11	Daniel G Brandfast	2
12	Andre J. Cazeau	2
13	Vilner Deronvil	2
14	Juan Granados	2
15	Vanessa Jerome	2
16	Alaric D Jordan	2
17	Evanel Julmeus	2
18	Agnes S Kendle	2
19	Dolly G. Lemus	2
20	Arsene Majuste	2
21	Todd M McCandless	2
22	Henry Morancy	2
23	Robert A Mozley	2
24	Anh K. Nguyen	2
25	Patrick R Paul	2
26	James D Perkins Sr	2
27	Renee Porcena	2
28	Joy M Prince	2
29	German Puerto	2
30	Financia St. Firmin	2

## Baseshop Recruiting (3 or More)

Rank	Baseshop	Recruits
1	Galianie Lacroix	26
2	Chanel J Noel	11
3	David W Hollins Sr.	10
4	Alaric D Jordan	7
5	Jean Claude Beauplan	7
6	Gustavo Velasco	6
7	Fritz DeLouis	5
8	Arnel Polo	4
9	Thomas T Paley Sr.	4
10	Carmelo Landa	4
11	Marialta Clerveaux	4

<b>Rank</b>	<b>Baseshop</b>	<b>Recruits</b>
12	Vera L Garcia	3
13	Ashley Lachell H Young	3
14	Luis Fernando Pabon	3
15	Jean Max Alain	3

**NDA Hierarchy Recruiting (5 or More)**

<b>Rank</b>	<b>NDA</b>	<b>Recruits</b>
1	Jacques C Augustin	68
2	Thomas T Paley Sr.	21
3	Rex N Hoover	11
4	Roland H Dortch	5
5	Crawford & Associates	5

## HBW Securities LLC - Personal Production (Top 25)

Rank	Registered Rep	Invested	GDC
1	John Ehler	433,962	24,230
2	Todd Causey	290,275	21,899
3	Kevin Imhoff	274,098	16,283
4	Roland Dortch	210,220	14,919
5	Louis Vaz	213,663	14,639
6	Jodi Graul	135,719	11,622
7	Joel Broersma	215,836	11,362
8	Rick Harbus	191,133	10,295
9	Janell Denk	62,474	9,129
10	Joel Fishman	178,356	8,621
11	Glen Gale	264,128	6,348
12	Thomas Paley	100,072	6,281
13	Jerald Hoffner	12,111	6,170
14	Russell Ing	100,995	5,243
15	Charles Reinhold	3,150	5,028
16	Richard Kirchhoff	83,863	4,612
17	Edward Kaiser	10,484	4,561
18	Kristin Menz-Yianni	125,208	3,793
19	Harold Pair	120,019	3,425
20	Joel Johnson	84,553	3,207
21	James Lopes	95,623	3,066
22	Jeffrey Crawford	10,359	2,660
23	Jeffrey Chase	43,012	2,494
24	David Veltkamp	8,751	2,457
25	Bryan Bradford	29,230	2,363

### Advisory Assets - Personal Production (Top 20)

Rank	Advisor	Invested
1	Jodi F Graul	458,741
2	Bruce D Van Hal	322,743
3	David H Veltkamp	314,426
4	Charles P Reinhold	284,000
5	Michael Faurest	266,900
6	Eric Ohde	265,600
7	Bradley J Thompson	248,075
8	Donald Eagleston	200,000
9	Edward W Kaiser Jr	190,200
10	Manuel Menendez	183,000
11	Leonard D DeBraber	180,000
12	Brent A Plunkett	124,164
13	Kevin J Imhoff	124,000
14	Divenson Jean-Jules	103,759
15	Arthur Pumphrey	100,000
16	Matthew J Van Order	90,462
17	Donald J Breuker	81,612
18	Jose M Valenzuela	78,035
19	Manuel M Campins	63,174
20	Joseph LaRocca	47,000

### Fixed Annuities - Personal Production (Top 25)

Rank	Agent	Premium
1	Arthur Pumphrey	300,000
2	Darrell A Fuller	297,282
3	Thomas A Wood	293,971
4	David W Hollins Sr.	204,604
5	Daniel G Brandfast	166,851
6	Scott W Lucas	108,152
7	Manuel Menendez	105,000
8	Mark C Oostindie	97,916
9	Jose M Valenzuela	96,399
10	Walter N Cuby	95,177
11	Stacey J De Guerre	87,804
12	Nora M Hodges	85,000
13	Agnes S Kendle	79,736
14	Paul C Reinhold	75,261
15	Paula S Davis	75,261
16	Jerry L Benton	50,000
17	Clifton L Andrews Sr.	50,000
18	James D Feco	48,000
19	Erik Mion	47,357
20	Martin A Tuiran	35,469
21	David Guerrin	30,245
22	Ronald J Salber	26,674
23	Vera L Garcia	24,000
24	Stan A Kirkikis	23,200
25	John C Williams Jr.	20,000

**Note: American General, Foresters and ING are included for All Submitted Life Premium and agents submitting on more than one appointment code may appear more than once**

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

Rank	Agent	Submitted Sales	Submitted Premium
1	Glenmour G Byfield	1	105,066
2	William Orchard-Hays III	2	24,159
3	Jorge A Meza Jr.	6	19,090
4	Heidi A Hershman	16	14,635
5	Adriana V Piedrahita	6	11,475
6	Roland H Dortch	5	9,393
7	Martin A Tuiran	1	8,949
8	Brian P. Dalziel	3	5,953
9	Samantha K Sriratanakoul	7	5,497
10	Stan A Kirkikis	7	5,212
11	Maribel Frausto	5	4,903
12	Ron Rotenberg	3	4,705
13	Thomas C Griggs	3	4,705
14	Agnes S Kendle	3	4,165
15	Sang T Phajit	3	4,151
16	Primrose D Courtois	4	4,000
17	Rick I Harbus	5	3,930
18	Kevin J Imhoff	3	3,906
19	Helene V Nerette	1	3,897
20	Arnel Polo	1	3,842
21	Doy Pierre	4	3,831
22	Minerva Montero	1	3,824
23	Hong S Chang	5	3,814
24	Jean David Toussaint	4	3,800
25	Roland H Dortch	3	3,798
26	Douglas Hanky	4	3,781
27	Michael Faurest	9	3,610
28	Chanel J Noel	5	3,591
29	Rosario M Rivera	4	3,553
30	Daneng A Xiong	2	3,424
31	Luis Fernando Pabon	3	3,329
32	Webert Mercure	4	3,325
33	Osnel Cajuste	4	3,303
34	Abraham Miranda	5	3,268
35	Casilda Romero	4	3,248
36	Keith Longcore	5	3,218
37	Sincirin Lundi	1	3,014
38	John E Ramirez	2	2,974
39	Roselie Louima	3	2,864
40	Megan E Atkinson	1	2,855
41	Louis L Vaz	3	2,840
42	Salvacion Garcia	3	2,807
43	Jean Max Alain	4	2,790
44	Patricia L Elmore	6	2,769
45	Vera L Garcia	3	2,725
46	Gustavo Velasco	2	2,681
47	Angela L Marshall	3	2,663
48	Pablo Rosales Navarro	4	2,614
49	Eric S Sexton	1	2,597
50	Vantanak Ho	3	2,522
51	Ely R Castro	1	2,459

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

Rank	Agent	Submitted Sales	Submitted Premium
1	Sang T Phajit	3	4,151
2	Minerva Montero	1	3,824
3	Webert Mercure	4	3,325
4	Itony Telusnord	1	3,014
5	Aaron Clasen	4	2,296
6	Cliff Husband	0	2,231
7	Brisson Dauphin	2	2,000
8	Roselaine Saintvil	2	2,000
9	Tholes Bocicot	2	2,000
10	Jean C Joseph	4	1,934

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

Rank	Agent	Submitted Sales	Submitted Premium
1	Brian P. Dalziel	3	5,953
2	Jean David Toussaint	6	5,800
3	Edne Artaud	8	4,649
4	Agnes S Kendle	3	4,599
5	Primrose D Courtois	4	4,000
6	Michael Faurest	10	3,939
7	Helene V Nerette	1	3,897
8	Eduardo Garza	5	3,694
9	Osnel Cajuste	4	3,303
10	Casilda Romero	4	3,248

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

Rank	Agent	Submitted Sales	Submitted Premium
1	Samantha K Sriratanakoul	7	5,497
2	Maritza Y Willis	5	3,914
3	Douglas Hanky	4	3,781
4	Citlaly Bojorges	3	3,756
5	Abraham Miranda	5	3,268
6	Megan E Atkinson	1	2,855
7	Patricia L Elmore	6	2,769
8	Ely R Castro	1	2,459
9	Melora L Saunders	4	2,332
10	Lisette Velazquez	2	2,069

### Life Insurance - Submitted Premium by Baseshop (Top 40)

Rank	Agent	Submitted Sales	Submitted Premium
1	William Orchard-Hays III	8	28,390
2	Chanel J Noel	27	23,819
3	Jorge A Meza Jr.	11	22,358
4	Heidi A Hershman	20	17,650
5	Adriana V Piedrahita	11	16,730
6	Roland H Dortch	10	14,399
7	Maribel Frausto	9	12,483
8	Stan A Kirkikis	20	11,797
9	Martin A Tuiran	4	11,787
10	Ron Rotenberg	6	10,658
11	Weua Sidathong	10	9,648
12	Galianie Lacroix	13	9,136
13	Jean Max Alain	12	7,439
14	Fritz DeLouis	10	7,234
15	Gustavo Velasco	8	6,995
16	Noah C Robinson	11	6,536
17	Arnel Polo	5	6,217
18	Joel D Broersma	8	5,753
19	Vera L Garcia	6	5,592
20	Thomas T Paley Sr.	5	5,468
21	Kristin M Menz-Yianni	7	5,449
22	David W Hollins Sr.	8	5,407
23	Financia St. Firmin	3	5,278
24	Tony C LaBarre	6	5,189
25	Luis Fernando Pabon	6	4,823
26	Victor B Blanco	7	4,261
27	Jean Claude Beauplan	5	4,078
28	Rick I Harbus	5	3,930
29	Kevin J Imhoff	3	3,906
30	Doy Pierre	4	3,831
31	Carmelo Landa	4	3,760
32	Roselie Louima	4	3,579
33	Clinton M Cooper	6	3,074
34	Louis L Vaz	3	2,840
35	Jacques C Augustin	5	2,764
36	Michael A Quiroz	3	2,700
37	Jodi F Graul	6	2,461
38	Nelson A Avila	1	2,459
39	Jay L Horsey	4	2,332
40	Barbara K Singleton	2	2,137
41	Armando Fernandez	3	2,101

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

Rank	Agent	Submitted Sales	Submitted Premium
1	William Orchard-Hays III	20	35,475
2	Chanel J Noel	35	30,212
3	Galianie Lacroix	22	18,932
4	David W Hollins Sr.	22	17,591
5	Martin A Tuiran	6	14,761

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

Rank	Agent	Submitted Sales	Submitted Premium
1	Jacques C Augustin	95	78,121
2	Jorge A Meza Jr.	70	76,483
3	Crawford & Associates	38	50,154
4	Daniel G Brandfast	48	36,830
5	Thomas T Paley Sr.	35	30,412
6	Adriana V Piedrahita	20	29,213
7	Roland H Dortch	26	26,920
8	Rex N Hoover	33	21,177
9	Robert A Goldsmith	6	14,761
10	Joel D Broersma	18	13,291

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

Rank	Agent	Submitted Sales	Submitted Premium
1	Rex N Hoover	389	366,823
2	Jorge A Meza Jr.	192	182,341
3	Crawford & Associates	109	103,680

## Life Insurance - Paid Premium by Personal Production (Top 50)

Rank	Agent	Paid Sales	Paid Premium
1	Joel D Broersma	11	34,690
2	Liliana M. Marquez	6	24,487
3	Martin A Tuiran	17	16,896
4	Francois Telfort	11	12,563
5	Christopher D Fitzsimmons	2	10,792
6	Samantha K Sriratanakoul	67	8,138
7	Financia St. Firmin	25	7,033
8	Gloria I Herrera	10	6,404
9	Rick I Harbus	8	6,366
10	Weua Sidathong	47	6,277
11	Raul A Saenz	4	5,443
12	Fritz DeLouis	24	5,280
13	Jacques S. Verme	14	4,510
14	John E Ehler	10	4,491
15	Arnel Polo	17	4,001
16	Michael Ko	1	3,970
17	Richard Shane Ewell	2	3,819
18	Noah C Robinson	14	3,732
19	Rudolph Davis	1	3,695
20	Elivar Ductan	6	3,666
21	Andre William Whitehead	4	3,495
22	Jean Max Alain	4	3,345
23	Alaric D Jordan	6	3,313
24	Marialta Clerveaux	4	3,308
25	John C Williams Jr.	1	3,277
26	Tashni M Yang	1	3,064
27	Bradley J Thompson	7	2,976
28	Roselie Louima	14	2,954
29	Jorge M Zavala	7	2,898
30	Jacques C Augustin	6	2,836
31	Roy E Nunn	2	2,697
32	Adriana V Piedrahita	10	2,683
33	Isaac Joseph	7	2,614
34	Brian P. Dalziel	2	2,531
35	Joselin Chavez	3	2,512
36	Stan A Kirkikis	6	2,471
37	Laura E Gill	8	2,450
38	Luis Fernando Pabon	5	2,437
39	Tony C LaBarre	3	2,416
40	Aime Peralta	1	2,394
41	Sang T Phajit	6	2,373
42	Jorge A Meza Jr.	8	2,329
43	Galianie Lacroix	22	2,311
44	Maria Jordan	5	2,211
45	Michael Faurest	6	2,208
46	Rudy Garcia	2	2,065
47	Michael A Quiroz	9	2,050
48	Fulgencio J Cabrera	2	2,039
49	Thomas C Griggs	1	2,039
50	Joseph W Petry	10	2,027
51	Abraham Miranda	4	1,988

### Life Insurance - Paid Premium by AM Hierarchy (Top 10)

Rank	Agent	Paid Sales	Paid Premium
1	Sang T Phajit	6	2,373
2	Carol L Hibbert	2	2,270
3	Betty A Wall	3	1,828
4	Florence I Otokhine	1	1,694
5	Henry Morancy	4	1,389
6	Samson Henrilus	3	1,287
7	Lisa D Brown	1	996
8	Roselaine Saintvil	2	989
9	Tholes Bocicot	3	914
10	Manette Ganiche	2	900

### Life Insurance - Paid Premium by SAM Hierarchy (Top 10)

Rank	Agent	Paid Sales	Paid Premium
1	Francois Telfort	11	12,563
2	Janette L Bingham-Davis	1	3,695
3	Elivar Ductan	6	3,666
4	Andre William Whitehead	4	3,495
5	Bradley J Thompson	7	2,976
6	Brian P. Dalziel	2	2,531
7	Laura E Gill	8	2,450
8	Aime Peralta	1	2,394
9	Jean David Toussaint	11	2,252
10	Agnes S Kendle	2	2,216

### Life Insurance - Paid Premium by PAVP Hierarchy (Top 10)

Rank	Agent	Paid Sales	Paid Premium
1	Liliana M. Marquez	6	24,487
2	Samantha K Sriratanakoul	67	8,138
3	Jacques S. Verme	16	5,702
4	Richard Shane Ewell	3	4,815
5	Lilia Aristhene	11	4,443
6	Frantz Ciceron	13	4,134
7	Tashni M Yang	1	3,064
8	Maritza Y Willis	7	2,797
9	William T Dunn II	8	2,739
10	Joselin Chavez	3	2,512

### Life Insurance - Paid Premium by Baseshop (Top 40)

Rank	Agent	Paid Sales	Paid Premium
1	Martin A Tuiran	36	45,892
2	Joel D Broersma	29	36,389
3	Galianie Lacroix	73	20,411
4	Weua Sidathong	122	17,507
5	Chanel J Noel	73	13,270
6	Fritz DeLouis	58	10,954
7	Adriana V Piedrahita	44	9,428
8	Financia St. Firmin	38	9,317
9	Marialta Clerveaux	22	9,298
10	Alaric D Jordan	12	7,774
11	Noah C Robinson	24	7,467
12	Rick I Harbus	10	7,177
13	Stan A Kirkikis	16	7,160
14	Jean Claude Beauplan	37	7,024
15	Carmelo Landa	17	6,663
16	Jose M Valenzuela	8	6,465
17	Arnel Polo	25	5,325
18	Jean Max Alain	10	5,298
19	Thomas T Paley Sr.	14	5,085
20	Jacques C Augustin	18	5,011
21	William Orchard-Hays III	11	4,881
22	Thomas A Wood	5	4,862
23	John E Ehler	10	4,491
24	Jorge A Meza Jr.	13	4,430
25	Jodi F Graul	16	4,376
26	Roselie Louima	17	4,242
27	Michael A Quiroz	11	3,422
28	Luis Fernando Pabon	9	3,349
29	Gustavo Velasco	9	3,302
30	John C Williams Jr.	1	3,277
31	Isaac Joseph	10	3,153
32	Victor B Blanco	7	3,012
33	Jorge M Zavala	7	2,898
34	Maribel Frausto	16	2,861
35	Clinton M Cooper	9	2,783
36	Ron Rotenberg	3	2,735
37	David W Hollins Sr.	11	2,634
38	Joseph W Petry	14	2,466
39	Tony C LaBarre	3	2,416
40	Scott W Lucas	2	2,065
41	Glenn A Hansen	2	2,039

### Life Insurance - Paid Premium by EVP Hierarchy (Top 5)

Rank	Agent	Paid Sales	Paid Premium
1	Martin A Tuiran	48	52,898
2	Galianie Lacroix	115	29,978
3	Chanel J Noel	135	29,723
4	William Orchard-Hays III	35	12,348
5	Jose M Valenzuela	22	10,368

### Life Insurance - Paid Premium by NDA Hierarchy (Top 10)

Rank	Agent	Paid Sales	Paid Premium
1	Jacques C Augustin	424	98,361
2	Robert A Goldsmith	54	56,032
3	Joel D Broersma	122	49,568
4	Daniel G Brandfast	173	40,389
5	Jorge A Meza Jr.	76	32,160
6	Thomas T Paley Sr.	60	21,848
7	Rex N Hoover	63	21,181
8	Crawford & Associates	62	21,122
9	Adriana V Piedrahita	84	13,062
10	Jeffrey S Crawford	27	7,486

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

Rank	Agent	Paid Sales	Paid Premium
1	Rex N Hoover	1133	311,181
2	Jorge A Meza Jr.	542	136,525
3	Crawford & Associates	384	118,565