

HBW LEADERS BULLETIN - JUNE 2009 (REVISED 7/28/09)

		TOTAL
RECRUITING (9 or more)		RECRUITS
1	Robert Goldsmith	36
2	Jacques Augustin	27
3	Thomas Paley	12
4	Daniel Brandfast	10
5	Terry Kennedy	9
6	Miguel Romero	9

HBW Securities LLC - Personal Production (Top 25)			
		AMOUNT	GDC
		INVESTED	
1	IMHOFF KEVIN J	507,418	14,872
2	CAO JIM	471,781	19,917
3	BROERSMA JOEL D	371,303	19,514
4	EHLER JOHN E	312,543	13,068
5	BOLEN JERRY F	287,951	19,051
6	CHASE JEFFREY H	270,872	13,371
7	DORTCH ROLAND H	215,406	16,873
8	DAVIS PAULA S	213,831	10,162
9	LIAO BIYU	213,402	6,859
10	GRAUL JODY F	200,219	11,078
11	MEZA JORGE A	174,109	5,739
12	GENAUTIS ROBERT J	172,784	9,634
13	MESA JONATHON L	165,842	12,871
14	PALEY THOMAS T	136,228	8,254
15	CAUSEY TODD E	131,340	7,650
16	MASER BENJAMIN	113,972	5,842
17	SCHRADER JOSEPH	102,283	6,942
18	ORCHARD-HAYS WILLIAM	87,543	3,575
19	BOGOLIN PETER J	83,579	6,763
20	ING RUSSELL P	81,426	1,336
21	REINHOLD CHARLES P	66,578	6,196
22	VAUGHN LARRY A	65,302	3,918
23	HEYD NORMAN DALE	64,883	3,435
24	KAISER EDWARD W	63,145	2,678
25	LAND JOHN R	60,264	2,792

Fixed Annuities - Personal Production (Top 25)**PREMIUM**

1	David Hollins	270,000
2	Lisa Jedkins	255,100
3	Maria Kajoyan	150,000
4	Vitaly Grinblat	125,736
5	Lourdes Mercado	102,858
6	Kenneth Gutierrez	100,009
7	Roland Dortch	100,000
8	Donald Merry	96,202
9	Daniel Korhorn	95,351
10	Tyrone Dye	83,161
11	Victoria Lane	65,100
12	Jason Rouse	59,191
13	Vera Molina	58,556
14	Clifton Andrews	53,586
15	Robin Beeso	52,000
16	Marie Reichelt	50,000
17	Robert Armijo	38,194
18	Dana Clay	37,000
19	Scott Lucas	35,000
20	Donald Drouhard	34,104
21	Sharon Fleck	33,179
22	Kevin Imhoff	32,483
23	Rick Brookens	32,354
24	Jason Irwin	32,056
25	James Acevedo	31,675

NOTE: Effective March 1, 2009, the PP, AM, SAM, AVP, EVP, NDA categories below reflect combined Submitted Premium for American General and ING.

PERSONAL PRODUCER (Top 50)					Number of Sales	Submitted Premium
1	Martin	A	Tuiran		14	32,977
2	Miguel	A	Romero		25	19,900
3	Lang		Xiong		6	17,507
4	Casilda		Romero		18	15,000
5	Weua		Sidathong		9	14,303
6	Thomas	T	Paley	Sr.	6	14,166
7	Samantha	K	Sriratanakoul		12	11,254
8	Derrick		Rountree		3	10,295
9	Nestor		Arboleda		5	9,625
10	Lynea	L	Bell		9	9,500
11	Leroy	S	Topping		9	9,407
12	Rosalia		Gonzalez		9	8,700
13	Jamie		Glover		2	8,678
14	Nancy		Zuniga		9	8,300
15	Chanel	J	Noel		9	7,911
16	Charles	D	Jansen	Jr.	3	7,788
17	Roselie		Louima		9	7,502
18	Joseph		Derenzis		1	7,208
19	Evanel		Julmeus		11	6,918
20	Martin		Zazueta		7	6,900
21	Abel	I	Sierra		4	6,520
22	Jorge	M	Zavala		5	6,264
23	Ron		Rotenberg		6	6,244
24	Beatriz	E	Naranjo		3	6,119
25	Antonio	A	Jimenez		7	6,100
26	Adeline	A	Guzman		6	5,897
27	Galianie		Lacroix		6	5,656
28	Jean Claude		Beauplan		7	5,618
29	Elizabeth		Sanguily		2	5,581
30	James	E	Tome		4	5,536
31	Sara	E	Gomez		6	5,400
32	Jean	D	Louis		5	5,300
33	Antonio	R	Alicante		4	5,030
34	Edward	D	Bovea		0	4,692
35	Jovenel	B	Regis		6	4,645
36	Roland	H	Dortch		5	4,639
37	Armando		Fernandez		5	4,467
38	Brett	W	Moore		5	4,358
39	Luz	Y	Cole		5	4,337
40	Doy		Pierre		7	4,278
41	Joseph	W	Petry		6	4,200
42	Stan	A	Kirkikis		4	4,138
43	Steven	E	Dolgin		6	4,070

44	Marie		Van Order		1	3,877
45	Joseph		Sassano		1	3,840
46	Jose		Padro		1	3,686
47	Tammy	K	Neff		4	3,649
48	Jean Max		Alain		5	3,604
49	Lance		Whitney		6	3,540
50	Jacques	C	Augustin		4	3,393

AM - AGENCY MANAGER (Top 25)				Number of Sales	Submitted Premium	
1	Rosalia		Gonzalez		9	8,700
2	Jamie		Glover		2	8,678
3	Evanel		Julmeus		11	6,918
4	Citlaly		Bojorges		8	5,874
5	Elizabeth		Sanguily		2	5,581
6	Jean	D	Louis		5	5,526
7	Steven	E	Dolgin		6	4,070
8	Marie		Van Order		1	3,877
9	Lance		Whitney		6	3,540
10	Minerva		Montero		3	3,300
11	Cydnee	C	Tarver		2	2,896
12	Kristin	M	Menz		2	2,880
13	Leo		Morris		3	2,844
14	Sean	M	Vang		1	2,762
15	Leonor	E	Labrador		3	2,755
16	Islynn	E	Sinord		3	2,469
17	Beverly	J	Ferro		2	2,332
18	Kimberly	L	Crockett		2	2,264
19	Frank		Espinosa		3	2,138
20	Jose	F	Sanchez		2	2,047
21	Joseph	V	Mestan		0	1,896
22	Pao		Yang		3	1,822
23	Raynold		Milfort		3	1,772
24	Sergio		Garcia		2	1,739
25	Eddie	E	Gamboa		3	1,695

SAM - SENIOR AGENCY MANAGER (Top 25)				Number of Sales	Submitted Premium
1	Casilda		Romero	18	15,000
2	Galianie		Lacroix	16	14,258
3	Nestor		Arboleda	5	9,625
4	Lynea	L	Bell	9	9,500
5	Luz	Y	Cole	10	9,037
6	Nancy		Zuniga	9	8,300
7	Pedro	A	Sotomayor	5	7,276
8	Beatriz	E	Naranjo	3	6,119
9	Antonio	A	Jimenez	7	6,100
10	Smith		Francois	5	4,588
11	Jack	A	De Vries	1	3,877
12	Mario	F	Ledesma	3	2,900
13	Gene	E	Perez-Woode	4	2,895
14	Jose	V	Sanchez	4	2,882
15	Nonet	B	Edquilang	3	2,755
16	Patricia	L	Elmore	3	2,711
17	Kathy	A	Chandler	2	2,670
18	Harold	S	Frans	2	2,200
19	Maykel	M	Mendoza	1	1,975
20	Sara	P	Martinez	2	1,800
21	Edward	F	Martin	2	1,443
22	Nicolas	D	Abeledo	2	1,400
23	Edward	E	Long	2	1,395
24	Ryan	Q	Bautista	2	1,380
25	Isaac		Joseph	3	1,314

PAVP (Top 25)				Number of Sales	Submitted Premium
1	Marie	D	Augustin	13	11,429
2	Samantha	K	Sriratanakoul	12	11,254
3	Delmy	Y	Villeda	5	7,276
4	Jeremy	J	Graham	7	6,425
5	Jean Max		Alain	10	5,998
6	Ashley	I	Spencer	5	4,327
7	Deanna	C	Goldsmith	5	3,939
8	Anna	L	Guillen	4	3,200
9	Darryl	A	Taylor	6	2,697
10	Gloria	I	Serrame	1	2,671
11	Jonathan	L	Smith	3	2,500
12	Ruth	A	Imhoff	2	2,169
13	David	A	Dewar	5	1,875
14	Isabel		Rosas	2	1,701
15	Thomas	H	Carlson	3	1,471
16	Silvio		Ortiz	2	1,365
17	Hany	M	Aziz	1	1,100
18	Martin	E	Wilson	1	1,025
19	Melora	L	Saunders	1	942
20	Houa	L	Her	3	942
21	Victor	J	Schumacher Jr.	0	813
22	Lisa	G	Jedkins	1	724
23	Steven	E	Brown	1	685
24	Donald	W	Farquharson	0	516
25	Victor	M	Flores	1	491

BASE SHOP (Top 50)				Number of Sales	Submitted Premium	
1	Miguel	A	Romero	92	80,000	
2	Martin	A	Tuiran	18	41,767	
3	Weua		Sidathong	22	25,961	
4	Jacques	C	Augustin	29	22,286	
5	Financia		St. Firmin	22	20,890	
6	Lang		Xiong	6	17,507	
7	Thomas	T	Paley	Sr.	10	17,345
8	Jean Claude		Beauplan	20	13,901	
9	Brett	W	Moore	14	13,858	
10	Armando		Fernandez	10	11,743	
11	Maribel		Frausto	14	11,274	
12	Johann		Bothe	9	11,233	
13	Derrick		Rountree	3	10,295	
14	Barbara	K	Singleton	5	10,209	
15	Abel	I	Sierra	8	10,054	
16	Stan	A	Kirkikis	9	9,519	
17	Leroy	S	Topping	9	9,407	
18	Joseph		Derenzis	6	9,083	
19	Antonio	R	Alicante	8	9,061	
20	Fritz		DeLouis	8	8,617	
21	Chanel	J	Noel	10	8,168	
22	Charles	D	Jansen	Jr.	3	7,788
23	Ernest		Dufort	9	7,238	
24	William		Orchard-Hays	III	10	7,163
25	Jorge	M	Zavala	6	6,755	
26	Jovenel	B	Regis	8	6,731	
27	Peter	E	Trinidad	9	6,444	
28	Rex	N	Hoover	7	6,425	
29	Jay	L	Horsey	9	6,325	
30	Roland	H	Dortch	8	6,247	
31	Ron		Rotenberg	6	6,244	
32	Adeline	A	Guzman	6	5,897	
33	Harry		Wright	Jr.	8	5,837
34	James	E	Tome	4	5,536	
35	Doy		Pierre	9	5,200	
36	Joseph	W	Petry	7	4,900	
37	Alaric	D	Jordan	8	4,897	
38	Robert	A	Goldsmith	5	4,842	
39	Roy	L	Kendle	6	4,722	
40	Edward	D	Bovea	0	4,692	
41	Tammy	K	Neff	6	4,132	
42	Joel	D	Johnson	1	3,877	
43	Joseph		Sassano	1	3,840	
44	Richard	E	Jones	4	3,802	
45	Jose		Padro	1	3,686	

46	Mai	L	Moua		6	3,583
47	Paula	S	Davis		6	3,540
48	Clinton	M	Cooper		4	3,411
49	Jeffrey	S	Crawford		3	3,207
50	Joung	U	Lee		1	3,150

EVP HIERARCHY (\$5,000+)				Number of Sales	Submitted Premium
1	James		Acevedo	35	63,210
2	Mai	L	Moua	49	57,389
3	Dominique	L	Moore	31	32,615
4	Joseph		Derenzis	16	19,367
5	Stan	A	Kirkikis	14	14,291
6	Steven	R	Johnson	11	8,171
7	Janell	L	Denk	9	7,713

NDA HIERARCHY (\$15,000+)				Number of Sales	Submitted Premium	
1	Robert	A	Goldsmith	72	99,291	
2	Jacques	C	Augustin	115	93,031	
3	Miguel	A	Romero	106	91,274	
4	Daniel	G	Brandfast	79	89,972	
5	Thomas	T	Paley	Sr.	51	64,044
6	Jorge	A	Meza	Jr.	44	38,614
7	Terry		Kennedy		34	34,546
8	Crawford & Associates				30	27,627
9	Rex	N	Hoover		26	25,133
10	Joel	D	Broersma		33	22,960
11	Roland	H	Dortch		20	15,777

HBW NDA - TOTAL ORGANIZATION (\$25,000+)				Number of Sales	Submitted Premium	
1	Rex	N	Hoover	561	522,093	
2	Patrick		Lopez	298	245,946	
3	Jon		Mesa	186	186,970	
4	Crawford & Associates			186	186,970	
5	Jorge		Meza	191	153,918	
6	Robert	A	Goldsmith	72	99,291	
7	Jacques	C	Augustin	115	93,031	
8	Miguel	A	Romero	106	91,274	
9	Daniel	G	Brandfast	79	89,972	
10	Thomas	T	Paley	Sr.	51	64044
11	Jeffrey	S	Crawford	44	46,411	
12	Terry		Kennedy	34	34,546	

