

# KICK APP\$ WITH UNITRUST?!

Stay in-the-know with UniTrust and Equis

Week Ending January 30, 2020



## TOP 20 PERSONAL PRODUCERS

Rank	Agent	Apps	APV
1	Brandon Hall	18	\$27,527
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3	Fred & Deb Johnson	11	\$22,454
4	Cedric Stinson	25	\$21,299
5	Micahael Treece	7	\$16,149
6	Harry Feldman	17	\$15,831
7	Chris Toffey	7	\$15,200
8	Charlie Robinson	10	\$15,161
9	Deanna Cooper	11	\$14,355
10	Scott Cooper	12	\$14,287
11	Rick Reed	12	\$14,145
12	Mike Coe	8	\$13,414
13	Matthew Gibbons	16	\$13,414
14	Thomas Jenkins Jr.	5	\$12,257
15	Kim Berling	9	\$13,077
16	Emmanuel Eliason	5	\$13,025
17	David Richter	7	\$12,613
18	Bill Roman	11	\$12,537
19	Heather Hansen	5	\$11,846
20	Jeff Geske	19	\$11,256



### AGENT OF THE WEEK

**Brandon Hall**

Diamond Elite Producer

Brandon Hall joined our team in November, 2017. As an elite agent, Brandon has learned all the skills necessary to propell him to become one of our most aspired.

In 2019, Brandon issue-paid over \$800,000 in life premium on over 700 applications.

We are thrilled to have talent and leadership like Brandon offers to our UniTrust team!

Brandon will be training his process at the Atlanta, GA ETC event on Friday, February 7th. Register today!

## TOP 5 SALES MANAGERS & DISTRICT MANAGERS

Rank	SM / DM	Apps	APV
1	Antonio Burgess	78	\$83,406
2	Dan Roberts	56	\$51,315
3	Max Day	20	\$47,256
4	Fred & Deb Johnson	33	\$46,233
5	Mike Athas	31	\$40,144



**Antonio Burgess**

District Manager

## TOP 5 BASE SHOP TEAMS

Rank	Base Shop Manager	Apps	APV
1	Eric Valdez	84	\$116,221
2	Pete Beckman	69	\$77,234
3	Dick & Connie Sylvester	66	\$74,021
4	Nick & Cindy Theodore	68	\$66,872
5	Jerrod Ewing	58	\$64,602



**Eric Valdez**

Regional Manager

## TOP 5 MASTER AGENCY TEAMS

Rank	Regional Marketing Director	Apps	APV
1	Nick & Cindy Theodore	246	\$239,727
2	Jerrold Ewing	197	\$234,602
3	John Kight	206	\$199,798
4	Dick & Connie Sylvester	135	\$151,255
5	Scott Rumbo	127	\$125,453



**Nick & Cindy Theodore**  
Executive Marketing Directors

## LEAD AND RECRUITING HOTSPOT STATES

Rank	State	# of Leads
1	Florida	56,651
2	Texas	40,659
3	Georgia	34,205
4	Ohio	25,948
5	North Carolina	23,018
6	Tennessee	17,799
7	South Carolina	16,774
8	Arizona	15,107
9	Michigan	12,681
10	Virginia	11,248

**CHECK OUT THE LEAD INVENTORY  
IN YOUR AREA**

[LOG INTO MY LEADS](#)

**Need access?**

Call Jason Pallas in the lead department to reset your password. (336) 792-4200 x 1

## NEWS AND EVENTS AT UNITRUST AND EQUIS

**REGISTER TODAY  
FOR LIVE  
TRAINING  
EVENTS**

**GET REGISTERED FOR A LOCAL TRAINING  
CAMP IN YOUR AREA**

Get trained up by the best industry leaders and producers in one of our monthly live trainings. Build the skills it takes to become an elite producer and agency owner.

[REGISTER FOR TRAINING](#)

## EARN LEAD CASH WITH WRITING FORESTERS!

**CONTEST PERIOD**

**February 1st - April 30th!**

\$25 lead credit per issue-paid application will be deposited to your UniTrust Opt account on May 10th.

Minimum app requirement is 15.

[GET TO KNOW FORESTERS](#)

**Foresters**  
Financial