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KENTUCKY

Exclusive Agency

Exclusive Financial Specialist

Top Producer Report

January 2017



Southern Region Top Producers

Agency Bonus Score

| | | | |
|-------------------|----|--------------|------------------|
| ♦ Matt Black | AR | 3.9 AB Score | Start-Up |
| ♦ Stephen Wall | AR | 4.0 AB Score | Growing to Scale |
| ♦ Jason Dickinson | AR | 3.3 AB Score | At Scale |

**As of 2016*

Total Casualty Production

| | | | |
|-------------------|----|-----------|------------------|
| ♦ Price Leblanc | LA | 105 Items | Start-Up |
| ♦ Bryon Elkins | KY | 63 Items | Growing to Scale |
| ♦ Jason Dickinson | AR | 214 Items | At Scale |

Standard Auto Production

| | | | |
|-------------------|----|-----------|------------------|
| ♦ Price Leblanc | LA | 91 Items | Start-Up |
| ♦ Daniel Rahman | LA | 39 Items | Growing to Scale |
| ♦ Jason Dickinson | AR | 128 Items | At Scale |

Homeowner Production

| | | | |
|--------------------|----|----------|------------------|
| ♦ Michelle Johnson | KY | 26 Items | Start-Up |
| ♦ Bryon Elkins | KY | 20 Items | Growing to Scale |
| ♦ Jason Dickinson | AR | 59 Items | At Scale |



Southern Region Top Producers

Emerging Business Production

| | | | |
|-------------------|----|----------|------------------|
| ◆ Stephon Fleming | TN | 17 Items | Start-Up |
| ◆ Ron Watson | AR | 17 Items | Growing to Scale |
| ◆ Eric Voss | TN | 46 Items | At Scale |

Insurance Policies Sold (EA)

| | | | |
|---------------|----|-------|------------------|
| ◆ Tim Mullins | MS | 5 IPS | Start-Up |
| ◆ David Erb | TN | 7 IPS | Growing to Scale |
| ◆ Eric Voss | TN | 9 IPS | At Scale |

Allstate Financial Credit (EA)

| | | | |
|-------------------|----|-----------|------------------|
| ◆ Holmes Agency | LA | 5,299 PC | Start-Up |
| ◆ John Guillory | LA | 12,863 PC | Growing to Scale |
| ◆ Lonnie Jones Jr | TN | 51,771 PC | At Scale |



Southern Region Top Producers

Insurance Policies Sold (EFS)

| | | |
|----------------------|-----------|---------------|
| ♦ Jay Beasley | TN | 24 IPS |
| ♦ Darren Ford | LA | 12 IPS |
| ♦ Eric Eigher | LA | 11 IPS |

Allstate Financial Production (EFS)

| | | |
|----------------------|-----------|------------------|
| ♦ Eric Eigher | LA | 22,221 PC |
| ♦ Jay Beasley | TN | 32,538 PC |
| ♦ Darren Ford | LA | 11,691 PC |

Kentucky – EA Top Agency Bonus Score



| KY - Top Agency Bonus Score (Data as of 11/30/2016) | | | | | | | | | |
|---|----------|---------------------|---------|------------------|------------------|---------|----------|-----------------|---------|
| Rank | START-UP | | | GROWING TO SCALE | | | AT SCALE | | |
| | Agt # | Agent Name | Results | Agt # | Agent Name | Results | Agt # | Agent Name | Results |
| 1 | 0A8004 | Michelle Johnson | 2.37 | 0A3611 | Bryon Elkins | 3.11 | 058682 | Daniel Mason | 3.16 |
| 2 | 0A8582 | Kevin Boone | 1.50 | 0A4169 | Terrill Williams | 1.85 | 069243 | Robert Parsons | 1.63 |
| 3 | 0A5389 | Bryan Martin Fallon | 1.43 | 093836 | Kent Georgel | 1.80 | 092201 | Chris Whitehead | 1.59 |
| 4 | 0A8761 | Andrew Sosby | 1.34 | 0B0294 | Joshua Boykin | 1.64 | 064832 | Dave Lindow | 1.30 |
| 5 | 0A8644 | Phil Humphries | 1.26 | 034295 | Paula Hayden | 1.55 | 061210 | John Sells | 0.62 |

Kentucky – EA Total Casualty Production



| KY - Top TC New | | | | | | | | | |
|-----------------|----------|---------------------|---------|------------------|-----------------------|---------|----------|----------------|---------|
| Rank | START-UP | | | GROWING TO SCALE | | | AT SCALE | | |
| | Agt # | Agent Name | Results | Agt # | Agent Name | Results | Agt # | Agent Name | Results |
| 1 | 0A8004 | Michelle Johnson | 101 | 0A3611 | Bryon Elkins | 63 | 059748 | Charles Cromer | 102 |
| 2 | 0A6653 | Lex Sykes | 57 | 040786 | Michael Casperson | 55 | 058682 | Daniel Mason | 94 |
| 3 | 0A8644 | Phil Humphries | 51 | 0A3072 | Scot Dawson | 43 | 069243 | Robert Parsons | 47 |
| 4 | 0A5389 | Bryan Martin Fallon | 47 | 049115 | Connie Coots | 37 | 061210 | John Sells | 42 |
| 5 | 0A8582 | Kevin Boone | 40 | 060143 | Christopher Grinstead | 36 | 064832 | Dave Lindow | 25 |

Kentucky – EA Standard Auto Production



| KY - Top Std Auto Producers | | | | | | | | | |
|-----------------------------|----------|---------------------|---------|------------------|-------------------|---------|----------|-----------------|---------|
| Rank | START-UP | | | GROWING TO SCALE | | | AT SCALE | | |
| | Agt # | Agent Name | Results | Agt # | Agent Name | Results | Agt # | Agent Name | Results |
| 1 | 0A8004 | Michelle Johnson | 56 | 0A3611 | Bryon Elkins | 32 | 059748 | Charles Cromer | 68 |
| 2 | 0A6653 | Lex Sykes | 37 | 040786 | Michael Casperson | 32 | 058682 | Daniel Mason | 50 |
| 3 | 0A8644 | Phil Humphries | 27 | 047308 | Todd Bowers | 23 | 061210 | John Sells | 24 |
| 4 | 0A8582 | Kevin Boone | 25 | 0A4767 | Alicia Sells | 22 | 069243 | Robert Parsons | 14 |
| 5 | 0A5389 | Bryan Martin Fallon | 23 | 0A4725 | Todd Altman | 21 | 092201 | Chris Whitehead | 11 |

Kentucky – EA Homeowner Production



| KY - Top Homeowner Producers | | | | | | | | | |
|------------------------------|----------|---------------------|---------|------------------|-----------------|---------|----------|----------------|---------|
| Rank | START-UP | | | GROWING TO SCALE | | | AT SCALE | | |
| | Agt # | Agent Name | Results | Agt # | Agent Name | Results | Agt # | Agent Name | Results |
| 1 | 0A8004 | Michelle Johnson | 219 | 0A3611 | Bryon Elkins | 272 | 058682 | Dan Mason | 464 |
| 2 | 0A5389 | Bryan Martin Fallon | 190 | 0A3492 | Jennifer Jewell | 172 | 061210 | John Sells | 185 |
| 3 | 0B0174 | Michael Scattergood | 154 | 065068 | Bryan Fallon | 155 | 059748 | Charles Cromer | 161 |
| 4 | 0A8644 | Phil Humphries | 130 | 0A3741 | Robert Hill | 141 | 069243 | Robert Parsons | 128 |
| 5 | 0A6653 | Lex Sykes | 128 | 050121 | Joshua Williams | 127 | 0A0397 | Tom Barrick | 125 |

Kentucky – EA Emerging Business Production



| KY - Top EB New | | | | | | | | | |
|-----------------|----------|---------------------|---------|------------------|-----------------------|---------|----------|----------------|---------|
| Rank | START-UP | | | GROWING TO SCALE | | | AT SCALE | | |
| | Agt # | Agent Name | Results | Agt # | Agent Name | Results | Agt # | Agent Name | Results |
| 1 | 0A8004 | Michelle Johnson | 187 | 0A3492 | Jennifer Jewell | 213 | 069243 | Robert Parsons | 284 |
| 2 | 0B0174 | Michael Scattergood | 161 | 055867 | Kevin Curtsinger | 141 | 058682 | Dan Mason | 257 |
| 3 | 0A5353 | Mike Sadouskas | 138 | 060143 | Christopher Grinstead | 139 | 061210 | John Sells | 179 |
| 4 | 0A7428 | Loren Ashley | 113 | 0A3611 | Bryon Elkins | 132 | 0A0397 | Tom Barrick | 163 |
| 5 | 0A8644 | Phil Humphries | 110 | 050121 | Joshua Williams | 129 | 059748 | Charles Cromer | 156 |

Kentucky – EA Insurance Policies Sold



| KY - Top IPS | | | | | | | | | |
|--------------|----------|----------------|---------|------------------|------------------|---------|----------|-----------------|---------|
| Rank | START-UP | | | GROWING TO SCALE | | | AT SCALE | | |
| | Agt # | Agent Name | Results | Agt # | Agent Name | Results | Agt # | Agent Name | Results |
| 1 | 0A5353 | Mike Sadouskas | 5 | 0A4169 | Terrill Williams | 5 | 058682 | Daniel Mason | 5 |
| 2 | 0A6653 | Lex Sykes | 3 | 046249 | Rebecca Turner | 4 | 061210 | John Sells | 3 |
| 3 | 0A6063 | Jeremy Jones | 1 | 088304 | Dan Mangeot | 3 | 069243 | Robert Parsons | 3 |
| 4 | 0A5114 | Amy Hazlett | 1 | 084501 | Gary Eckelkamp | 3 | 0A0397 | Tom Barrick | 2 |
| 5 | 0A8644 | Phil Humphries | 0 | 064833 | Bob Manion | 3 | 092201 | Chris Whitehead | 2 |

Kentucky – EA AF Production Credit



| KY - Top PC | | | | | | | | | |
|-------------|----------|----------------|---------|------------------|----------------|---------|----------|-----------------|---------|
| Rank | START-UP | | | GROWING TO SCALE | | | AT SCALE | | |
| | Agt # | Agent Name | Results | Agt # | Agent Name | Results | Agt # | Agent Name | Results |
| 1 | 0A6063 | Jeremy Jones | 4,885 | 088304 | Dan Mangeot | 4,675 | 058682 | Daniel Mason | 21,639 |
| 2 | 0A5353 | Mike Sadouskas | 1,323 | 084501 | Gary Eckelkamp | 2,885 | 0A0397 | Tom Barrick | 1,315 |
| 3 | 0A5114 | Amy Hazlett | 1,078 | 064833 | Bob Manion | 2,849 | 061210 | John Sells | 1,087 |
| 4 | 0A6653 | Lex Sykes | 432 | 046249 | Rebecca Turner | 2,590 | 092201 | Chris Whitehead | 1,030 |
| 5 | 0A8644 | Phil Humphries | 77 | 022377 | Tonya Staten | 2,500 | 069243 | Robert Parsons | 818 |

Kentucky – EFS Insurance Policies Sold



| KY -EFS Top IPS | | | |
|-----------------|--------|-------------------|---------|
| Rank | Agt # | Agent Name | Results |
| 1 | 036186 | Steve Miller | 7 |
| 2 | 0B0308 | Melissa Edmonds | 7 |
| 3 | 0B0849 | Channing Hindel | 6 |
| 4 | 075296 | Jim Tuemler | 5 |
| 5 | 058206 | Anthony Robinette | 5 |

Kentucky – EFS AF Production Credit



| KY - EFS Top PC | | | |
|-----------------|--------|-------------------|---------|
| Rank | Agt # | Agent Name | Results |
| 1 | 036186 | Steve Miller | 23,992 |
| 2 | 051397 | Douglas Warstler | 5,970 |
| 3 | 075296 | Jim Tuemler | 5,211 |
| 4 | 0B0308 | Melissa Edmonds | 5,211 |
| 5 | 058206 | Anthony Robinette | 3,570 |