

Life Agents Conclude Chart Your Own Course Program With Triple Gold, Platinum Finishes

Going, going, gold! It was another outstanding year for the Chart Your Own Course program, thanks to impressive gold and platinum finishes at each of the qualifying tiers by our life agents. We'd like to recognize several of our agency partners and the incredible strides they made this month as we close out a successful year and enter a new decade.

Jerry Mastellone of Tuxedo Insurance finished in first place at the third tier of the platinum level. He sold nearly \$113,200 in life insurance premium and issued 48 life policies.

Angela Hatto of River Valley Insurance earned second place after finishing at the first tier of the platinum level. Angela sold more than \$17,700 in life insurance premium and issued 34 life policies.

Lucas Hart of Judd Insurance also finished strong in third place at the third tier of the gold level. Lucas sold more than \$15,500 in life insurance premium and issued 27 life policies.

Other notable performances include Michael Brennan of the First Independent-Descamps Agency who made an impressive jump to fourth place at the third tier of the gold level from 11th place just last month. Michael sold more than \$15,350 in life insurance premium and issued 20 policies.

We also wish to congratulate Corey Wilson of Oakland Insurance, as well as Adam Stauffer and Andrew Coe of Stauffer & Wiggers Insurance after they each qualified for the second tier of the gold level.

Corey sold nearly \$11,000 in life insurance premium and issued 40 life policies – the second highest number of any qualifier; Adam sold nearly \$10,950 in life insurance premium and issued 38 life policies; and Andrew sold more than \$10,000 life insurance premium and issued 29 life policies.

This month, we're pleased to welcome Lauren Adams of the Mount Pleasant Agency, a first-time qualifier who reached the first tier of the gold level. She sold nearly \$6,200 in life insurance premium and issued 37 policies.

To view the complete December standings, please [click here](#).

Congratulations to all our agency partners for their excellent work and achievements in not only the Chart Your Own Course program, but also bringing the value and protection of life insurance to policyholders – we look forward to working together in the New Year!