

Life Agents Continue to Deliver Frightfully Strong CYOC Results in October

The Chart Your Own Course program saw frightfully strong results in October, after several life agents made great strides and others reached new tiers.

Jerry Mastellone of Tuxedo Insurance remains in first place at the third tier of the platinum level. He has sold more than \$101,000 in life insurance premium and issued 44 life policies – the highest number of life policies issued by a qualifier.

Angela Hatto of River Valley Insurance continues to hold second place after qualifying for the third tier of the gold level. She has sold nearly \$15,900 in life insurance premium and issued 31 life policies.

Lucas Hart of Judd Insurance also remains in third place at the second tier of the gold level. He has sold more than \$14,600 in life insurance premium and issued 23 life policies.

A tight race also continues between Justin Papes and Dean Raven of Smith & Eddy Insurance at the second tier of the gold level, respectively. Justin has sold more than \$11,600 in life insurance and issued 27 life policies. Trailing extremely close behind, Dean has sold more than \$11,500 in life insurance premium and issued 26 life policies.

This month, we're pleased to welcome Michael Brennan of the First Independent – Descamps Agency to the standings, who qualified for the first tier of the gold level. He has sold more than \$8,500 in life insurance and issued 15 life policies.

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

We are excited to see our agency partners continuing to make positive movement in the Chart Your Own Course program. Congratulations to all our agency partners for their excellent work and achievements thus far while bringing the value and protection of life insurance to policyholders. With just a few months left, let's keep up the great work and finish the year strong!