

Life Agents Harvest Outstanding CYOC Results in November

The colder months may have begun to move in, but with several Agency Partners reaching new tiers in the Chart Your Own Course program, the standings are anything but frozen solid for the month of November.

Jerry Mastellone of Tuxedo Insurance maintains first place at the third tier of the platinum level. He's sold more than \$92,600 in life insurance premium and issued 77 life policies.

Lucas Hart of Judd Insurance has moved his way to second place after qualifying for the second tier of the platinum level, selling nearly \$27,900 in life insurance premium and issuing 22 life policies.

Adam Stauffer of Stauffer & Wiggers Insurance has reached the second tier of the platinum level, rounding out the top three with nearly \$26,800 in life insurance premium sold. Adam continues to hold the second-highest number of life policies issued with 68 total.

Adam Ringnalda of the Garry Ringnalda Agency blazed his way to the third tier of the gold level – a two-level jump in one month! Adam issued 21 life policies and sold more than \$15,800 in life insurance premium. And, Michael Brennan of First Independent follows closely behind at the second tier of the gold level after having sold more than \$11,300 in life insurance premium and issuing 16 life policies.

This month, we welcome Brian Vincent of Select Underwriters, who earned a place in the first tier of the gold level. Brian has sold nearly \$6,150 in life insurance premium and issued 18 life policies.

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

Congratulations to all our Agency Partners for bringing the value and protection of life insurance to policyholders – as well as peace of mind as they enter the holiday season – thanks to your hard work and achievements through the Chart Your Own Course program.