

Life Agents Haunt October with Impressive CYOC Standings

No tricks – with several Agency Partners reaching new tiers, the Chart Your Own Course program has reached new heights in the month of October.

Jerry Mastellone of Tuxedo Insurance continues to lead in the third tier of the platinum level with more than \$81,300 in life insurance premium sold, and 65 life policies issued.

Adam Stauffer of Stauffer & Wiggers Insurance is now tied with Jerry Mastellone for life policies issued after reaching the second tier of the platinum level. Adam holds second place overall with more than \$26,000 in life premium sold.

Lucas Hart of Judd Insurance qualified for the third tier of the gold level this month, selling nearly \$25,000. With 17 life policies issued, he is three policies away from moving up to the first tier of the platinum level. Close on his heels are Mark Bone of Bone & Bailey Insurance and Mark TenHaken of Access Insurance, who have both qualified for the second tier of the gold level. They have sold more than \$12,700 and \$10,700 in life insurance premium, respectively.

This month, we welcome Adam Ringnald of Garry Ringnald Agency to the first tier of the gold level. Adam brings in 17 life policies issued and has sold nearly \$6,300 in life insurance premium.

To view the complete October 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 by bringing the value and protection of life insurance to policyholders.