

November CYOC Results Remain Red Hot Despite Frigid Temps

The cold weather has officially arrived, but that hasn't slowed down our life agents as November has proven to be another great month in the Chart Your Own Course program.

Jerry Mastellone of Tuxedo Insurance continues to lead in first place at the third tier of the platinum level. He has sold more than \$54,100 in life insurance premium and issued 51 life policies.

Angela Hatto of River Valley Insurance maintains second place after advancing to the third tier of the platinum level. Angela has sold more than \$32,100 in life insurance premium and issued 61 life policies, the highest number of any qualifier.

Scott Rant of the White Lake Agency remains in third place in the first tier of the platinum level. Scott has sold more than \$21,200 in life insurance premium and issued 53 life policies.

This month, we'd like to welcome Mark Bone of Bone & Bailey Insurance and Kelly Hudson of the Mt. Pleasant Agency to the standings after qualifying for the third and first tier of the gold level, respectively. Mark has sold more than \$18,300 in life insurance premium and issued 15 life policies, and Kelly has sold more than \$6,800 in life insurance premium and issued 23 life policies.

To view the complete November 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. Keep up the hard work and finish the year strong!