

November CYOC Standings Plentiful With Impressive Results

The excitement continues within the Chart Your Own Course program as we near the end of the year and the standings remain plentiful with gold and platinum qualifiers as they aim to finish strong.

Jerry Mastellone of Tuxedo Insurance remains in first place at the third tier of the platinum level. He has sold more than \$102,100 in life insurance premium and issued 46 life policies – the highest number of life policies issued by a qualifier.

Angela Hatto of River Valley Insurance holds second place after qualifying for the first tier of the platinum level. She has sold more than \$17,700 in life insurance premium and issued 34 life policies.

Lucas Hart of Judd Insurance maintains 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. Dean has edged ahead and sold more than \$12,000 in life insurance and issued 28 life policies. Trailing extremely close behind, Justin has sold more than \$11,400 in life insurance premium and issued 26 life policies.

This month, we're pleased to welcome Scott Rant of the White Lake Agency to the rankings, who qualified for the second tier of the gold level. He has sold more than \$12,200 in life insurance and issued 25 life policies.

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

We are excited to see our agency partners well on their way to closing out another successful year with 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. Let's keep up the great work and finish the year strong!