

November Yields Bountiful CYOC Results

November has proven to be another successful month for our agency partners who have taken advantage of the Chart Your Own Course program, as the standings continue to boast more gold level qualifiers.

Jerry Mastellone of Tuxedo Insurance continues to lead the standings at the third tier of the platinum level. He has sold more than \$96,000 in life insurance premium and issued 77 life policies.

Mark TenHaken of Ringnalda & TenHaken Insurance Group maintains second place at the second tier of the platinum level. He has sold more than \$27,400 in life insurance premium and issued 46 life policies.

Adam Stauffer of Stauffer & Wiggers holds third place at the third tier of the gold level. He has sold more than \$17,200 in life insurance premium and issued the second-highest amount of life policies with 54 total.

Congratulations to Donald Jess of the Charlevoix Agency and Paulette Andrews of Ford Insurance Agency, who qualified for the second tier of the gold level. Both Donald and Paulette have sold more than \$11,800 and \$10,500 in life insurance premium and issued 15 life policies, respectively.

This month, we'd like to welcome Alisha Christensen of Smith & Eddy Insurance and Marc Stasik of the Emil Rummel Agency to the standings after qualifying for the first tier of the gold level this month. Alisha has sold more than \$6,600 in life insurance premium and issued 20 life policies, and Marc has sold more than \$6,300 in life insurance premium and issued 15 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.