Chart Your Own Course Standings Burst With Strong Results in July

The Chart Your Own Course program was packed with action this month as several Life agents struck gold and beyond, while others qualified for a spot in the standings.

Jerry Mastellone of Tuxedo Insurance continues to hold an impressive lead after reaching the third tier of the platinum level. He has sold more than $79,400 in life insurance premium and issued 29 life policies – the highest number of life policies issued by a qualifier.

Lucas Hart of Judd Insurance remains in second place after qualifying for the second tier of the gold level. He has sold nearly $13,000 in life insurance premium and issued 18 life policies.

Angela Hatto of River Valley Insurance is in third place after qualifying for the second tier of the gold level this month. She has sold nearly $12,000 in life insurance premium and issued 22 life policies.

This month, we're pleased to welcome four new qualifiers to the standings – Justin Papes and Dean Raven of Smith & Eddy Insurance, Kelly Hudson of the Mt. Pleasant Agency and Corey Wilson from Oakland Insurance – who reached the first tier of the gold level, respectively.

Justin has sold more than $9,000 in life insurance and issued 21 life policies. Trailing closely behind, Dean has sold more than $8,400 in life insurance premium and issued 18 life policies. Kelly has sold more than $6,500 in life insurance premium and issued 16 life policies, and Corey has sold more than $6,200 in life insurance premium and issued 24 life policies.

To view the complete July standings, please click here.

We are excited to see our agency partners making positive movement in the Chart Your Own Course program as they set their sights on strong finishes. 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. Keep up the great work!