

Life Agents Finish December With Gold, Triple Platinum CYOC Results

Frankly, it was another outstanding year for the Chart Your Own Course program, thanks to impressive platinum and gold finishes by our life agents. We'd like to recognize several of our agency partners and the incredible strides they made this month.

Jerry Mastellone of Tuxedo Insurance finished in first place at the third tier of the platinum level. He sold more than \$59,500 in life insurance premium and issued 56 life policies.

Angela Hatto of River Valley Insurance earned second place and finished at the third tier of the platinum level as well. Angela sold more than \$30,600 in life insurance premium and issued 62 life policies, the highest number of any qualifier.

Scott Rant of the White Lake Agency also finished strong in third place at the first tier of the platinum level. Scott sold more than \$21,600 in life insurance premium and issued 55 life policies.

This month, we welcomed three new qualifiers to the standings after they each qualified for the first tier of the gold level: Pat Callebs of Kennedy Nemier Insurance, Don Jess of the Charlevoix Agency and Tim Dan from the Arlington Agency.

Pat sold more than \$8,600 in life insurance premium and issued 15 life policies; Don sold more than \$8,500 in life insurance premium and issued 15 life policies; and Tim sold more than \$7,900 life insurance premium and issued 16 life policies.

To view the complete December 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. We look forward to working together in the New Year!