

Eugene & Porsche Lazard 1st Yr. Highlights

- Signed up April 27, 2015
- Licensed June 1, 2015
- District Leader - 6-8-15
- Division Leader - 6-17-15
- Regional Leader - 9-1-16
- Averaged \$20,000/4 Rec Personal
- Averaged \$37,000/20Rec Team
- Never did less than \$20,000 since he's been in the business, only ONE month that wasn't a Double Digit Recruiting month.
- Had 29 licensed agents
- Wrote 26 cases every month personally and 49 team monthly
- Was focused on hitting and setting records once he discovered them

Trend Track Report - Last Twelve Months - Personal

From: 6/2015 to: 5/2016

Eugene & Porsche Lazard

Solution #

6FCWM

Title

Regional Vice-President

Overview

	Total Cash			Submitted Premium			New Recruits		
	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%
June	\$0	\$5,653	0%	\$0	\$15,418	0%	.0	2.0	0%
July	\$0	\$7,199	0%	\$0	\$19,109	0%	.0	4.0	0%
August	\$0	\$4,445	0%	\$0	\$17,110	0%	.0	3.0	0%
September	\$0	\$6,015	0%	\$0	\$12,992	0%	.0	3.0	0%
October	\$0	\$8,693	0%	\$0	\$16,666	0%	.0	5.0	0%
November	\$0	\$5,315	0%	\$0	\$13,122	0%	.0	3.0	0%
December	\$0	\$9,973	0%	\$0	\$22,157	0%	.0	8.0	0%
January	\$0	\$9,330	0%	\$0	\$12,693	0%	.0	.0	0%
February	\$0	\$12,049	0%	\$0	\$28,515	0%	.0	7.0	0%
March	\$0	\$12,996	0%	\$0	\$30,716	0%	.0	1.0	0%
April	\$0	\$19,730	0%	\$0	\$32,891	0%	.0	4.0	0%
May	\$161	\$4,428	2654%	\$0	\$18,027	0%	7.0	1.0	-85%
12 Month Total	\$161	\$105,828	65732.0%	\$0	\$239,418	0.0%	7.0	41.0	485.0%
12 Month Avg	\$13	\$8,818	67730.0%	\$0	\$19,951	0.0%	.0	3.0	0.0%
	Total Retail Volume			Total Managed Account Volume			Total Variable Annuity Volume		
	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%
June	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
July	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
August	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
September	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
October	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
November	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
December	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
January	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
February	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
March	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
April	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
May	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
12 Month Total	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%
12 Month Avg	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Indexed Annuity Volume			Total Fixed Annuity Volume			Total Securities Volume			

Trend Track Report - Last Twelve Months - Base Shop
 From: 6/2015 to: 5/2016

Eugene & Porsche Lazard	Solution # 6FCWM	Title Regional Vice-President
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Overview

	Total Cash			Submitted Premium			New Recruits		
	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%
June	\$0	\$5,653	0%	\$0	\$20,476	0%	.0	3.0	0%
July	\$0	\$7,199	0%	\$0	\$27,561	0%	.0	18.0	0%
August	\$0	\$4,445	0%	\$0	\$22,751	0%	.0	20.0	0%
September	\$0	\$6,015	0%	\$0	\$21,557	0%	.0	11.0	0%
October	\$0	\$8,693	0%	\$0	\$30,610	0%	.0	22.0	0%
November	\$0	\$5,315	0%	\$0	\$27,782	0%	.0	18.0	0%
December	\$0	\$9,973	0%	\$0	\$35,922	0%	.0	18.0	0%
January	\$0	\$9,330	0%	\$0	\$34,793	0%	.0	14.0	0%
February	\$0	\$12,049	0%	\$0	\$58,168	0%	.0	46.0	0%
March	\$0	\$12,996	0%	\$0	\$48,964	0%	.0	27.2	0%
April	\$0	\$19,730	0%	\$0	\$70,808	0%	.0	30.8	0%
May	\$161	\$4,428	2654%	\$0	\$39,973	0%	7.0	15.8	125%
12 Month Total	\$161	\$105,826	65732.0%	\$0	\$439,354	0.0%	7.0	243.8	3382.0%
12 Month Avg	\$13	\$8,818	67730.0%	\$0	\$36,612	0.0%	.0	20.0	0.0%

	Total Retail Volume			Total Managed Account Volume			Total Variable Annuity Volume		
	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%	2014/2015	2015/2016	±%
June	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
July	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
August	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
September	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
October	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
November	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
December	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
January	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
February	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
March	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
April	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
May	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
12 Month Total	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%