

2007 COLLEGE AWARDS SHOW



40  
years  
& still building

Monday, July 23, 2007



FINANCIAL REPRESENTATIVE  
Internship



Northwestern Mutual  
FINANCIAL NETWORK®

# Tonight's Line-up



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## Opening Video Montage

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Power of 10 Winners  
Full-time Conversion Award

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## 60s & 70s Video Montage

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Mike Gish Award  
College Unit Director Award

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## 80s Video Montage

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Top 10 Managing Directors  
Top 10 Managing Partners

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## 90s Video Montage

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Top 10 Interns  
Lifetime Achievement Awards  
Top 10 Teams

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## Closing Video Montage

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## It was forty years ago today...

Sgt. Pepper taught the band to play, the first Super Bowl was played, Rolling Stone first hit the news stand, and the Network's college internship program started.

The world has changed much since then – and so has our internship. In 1967, 36 college teams and 155 interns participated. This year more than 300 teams and 1800 interns were involved.

One thing that hasn't changed is our focus on our people. While our competitors' internship programs focus on getting work done through people, ours develops people through work. We are developing our interns into successful individuals personally and professionally.

Like David Sprinkle from the initial intern class of 1967 who became the most productive financial representatives in the history of our company. Or Harry Hoopis and Brud Hodgkins, the first former interns to become managing partners in 1977. Or Bev Chrisman who became the first female managing partner in 1988. Or Keith Wagner, the top intern in 1992 who in 2000 became the company's leading financial representative. Or Jeremy Dicker, who qualified for Forum twice as an intern.

As these and many other stories illustrate, talented interns don't have to wait long before making a very successful career for themselves at Northwestern Mutual. That is why tonight we are celebrating the outstanding accomplishments of talented interns, past and present.

So as Sgt. Pepper would say, "We hope you will enjoy the show. Sit back and let the evening go."

**Michael Van Grinsven, CLU**  
Director of Field Recruitment  
College Agent, 1984-1986



Peace, love, music –  
and the first College Agent

### 1967

College Agent contract instituted

Beatles release Sgt. Pepper's  
Lonely Hearts Club Band

Green Bay Packers win first Super  
Bowl, defeating Kansas City  
Chiefs 35-10

First issue of Rolling Stone  
publishes

### 1969

President Francis Ferguson  
approves \$100,000  
to pilot a college unit  
program

Woodstock



## 2006-2007 Power of 10 Recipients

The Power of 10 recognizes financial representative interns who produced or paid for 10 or more net lives during the 2006-2007 awards year.

John G. Adams  
Adeoye Oye Adeyemo  
Deji M. Akintoye  
Matthew L. Allen  
Michael Alvarez  
Giovanni J. Alvarez-Mena  
Jon W. Anderson  
Matthew E. Autenrieth  
Christopher P. Averkamp  
Eric Allen Backman  
Melinda K. Balster  
Gerardo A. Baltazar  
Joel T. Barjenbruch  
Keven Wheeler Barker  
Juan Baron  
Shane Clifton Batt  
William Frederick Beck  
Erica R. Becker  
Jeremiah S. Becker  
Scott M. Beddard  
Matthew D. Bennage  
Bethany Noell Blomquist  
Ronnie O. Neal Blue  
Michelle A. Bookamy  
Michael T. Booker  
Justin A. Boyd  
Bryant Blakeslee Jr.

William George Bricker  
Robert Sean Brockel  
Mia Jamison Brooks  
Ben Brown  
Thomas J. Brown  
Michael J. Brownlow  
Jeremy Rene Buchanan  
Jeffrey D. Byrn  
Jessica M. Cahill  
Justin Laurence Cairns  
Jayana M. Cali  
Ashley Carlson  
Luke Vernon Carlson  
Amanda M. Cerise  
Robert Eugene Chappell  
Gabriel Jon Christenson  
Brandon Michael Clark  
John Ruggles Clay  
Aaron Daniel Clift  
Daniel Clinard  
Gregory Douglas Coburn  
Stephen Cochran  
Matthew C. Collins  
James Cope  
Jared Mark Costantino  
Michael John Crain Jr  
Michael James De Raad

Caitlyn R. Decastro  
Kevin A. Decker  
Joseph Benjamin DeGroff  
Donald Kendall DeJonge  
Ryan D. Denzer  
Dustin S. Detzler  
Bryan Shane Dillon  
Denis Russell Ditch  
Nathan Joseph Donald  
Giancarlo Mic Donatelli  
Christopher Dorsey  
Matthew Dorweiler  
Mychele Elizabeth Dover  
Curtis Blane Durbin  
Caleb Ross Dwiggin  
Erik J. Eggert  
Eric R. Eisleben  
Emilia Guadalu Eldridge  
Nelson D. Ennis  
Janessa Nicole Fajardo  
Charles Patri Faulhaber  
Justin John Fenlon  
Daniel Andrew Fogle  
Patrick Fowler  
Larry R. Fox  
Kristin N. Francisco  
Erica Lynne Fraser  
Jay Andrew Funyak  
Merrill Joseph Gagne  
Kelly M. Garrison  
Lindsay Margaret Genesi  
Charles T. Gerace II  
Thomas John Gilboy

Chris M. Gittings  
Richard Stephan Givens  
Eric Brent Goe  
Jesse D. Goodall  
Janet Gonzalez  
Melissa Lee Gordon  
Sarah Jo Green  
Robert Ryan Griggs  
Carlos Luis Guillen  
Nayelin Guillen  
Jason Lee Guinn  
Johan L. K. Gjenvick  
Andrew L. Hackmann  
Michael Haggerty  
Christopher G. Hale  
Jordan H. Hall  
Douglas Trent Hallmark  
Brittney Lee Haneke  
Benjamin John Harbaugh  
Keith Hardy II  
Reese Jeffrey Harper  
Jon Ryan Hebb  
Jonathan Pa Heisterberg  
Heidi M. Holl  
Aaron W. Hollister  
Alan Hayes Hora  
Edward Joseph Howard  
Rachel Hughes  
Cole Joseph Humphus  
Michelle Nicole Janacek  
Cody J. Jensen  
Erika Therese Johanneck  
Brett Bingham Johansen

Eric George Johnson  
Alan John Kacura  
Steven Anthony Kast  
Larwin W. Kauffman  
Randall Lee Kaufmann  
Garrett Kelly  
Joe Kuehn  
Foti Chrystopher Kanos  
Jeffrey W. Kimbal  
Steve Gerard Kluthe  
Brian J. Kopp  
Olena Kopystynska  
Matthew P. Kubicek  
Brennin J. Kroog  
Ryan C. Lamp  
James E. Larschan Jr.  
Christopher Ryan Larson  
Tyler J. Layne  
Christopher Changsu Lee  
Andrew A. Lewis  
William Li  
Timothy John Lind  
Ryann Lisa Lofchie  
Cassie M. Lomas  
Dimitrios Geor Loupakos  
Ben M. Lukens  
Matthew Edward Lysiak  
Jose Macedo Jr.  
Joseph Russell Maloney  
Bradford J. Martindale  
Tyler James McLachlan  
Michael C. McNulty  
Daniel C. Meade

(cont. p. 4)

## 2006-2007 Power of 10 Recipients – cont.

Robert A. Meidenbauer  
Paul V. Mellema  
Cynthia Mendez  
Gregory Scott Merrill  
Gary J. Messing  
Marc Anthony Miglorin  
Joel Alan Miller  
Karl B. Miller  
Raleigh Hart Miller  
Thomas Henry Miller  
Matthew Missimer  
Shanna Ruth Myers  
Russell William Nelson  
John Robert Nichols  
Sean Patrick O. Connell  
Richard Joseph Oliveri  
Patrick Ross Olsen  
Levi James Olson  
Spencer L. Oman  
Mark D. Ommen  
Michael Ryan Onder  
Leo W. Ottey  
Jacob Richard Overman  
Kenya A. Padilla  
Brandon C. Pederson  
Joel D. Pierce  
Joseph S. Popek  
Erin Christina Potocki  
Ryan E. Powers  
Robert Joseph Pryately  
Jacob Michael Quasney  
Kevin Gregory Rankin

Justin M. Rebman  
Danny C. Reed  
Robert Sean Reed  
Brandon D. Reece Jr.  
Jeffrey M. Reynolds  
Daniel Orin Richards  
Aaron Johannes Riedel  
Howard Wade Riley  
Victor M. Rodriguez  
John Rothmeier  
Robert Joseph Roy Jr.  
Jenna M. Ruble  
Mark Daniel Sarne  
Joseph P. Scherschel  
Laurence Schiffman  
Gabriel Schulman  
Leila Marie Shanine  
Brian S. Shoup  
Brandon S. Shuck  
Shannon Nicole Shue  
Jeremiah Brian Skeem  
Jake Skelton  
Joseph Anthony Skertich  
Aaron Dean Smaagaard  
Colby A. Somerville  
Matthew Robert Sonn  
Matthew St. Clair  
Colby J. Staloch  
Kelsey K. Steuber  
Andrew Stiffelman  
Christopher R. Stouder  
Clinton Lane Stull

Jacob Taylor Tabor  
Ray-An Joseph Tan  
Jordan C. Tanis  
James Nathan Tanner  
Nick Terry  
Bradley Daniel Tetley  
Jonathan David Teves  
Veronica M. Trejo  
Jesse Trojnar  
Aaron C. Tuttle  
Nicole Lee Vandelaar  
Ryan Scott Vangilder  
Drew D. Villastrigo  
Julia Ann Vu  
Samuel R. Waltman  
Jason John Warden  
Phillip Clet Washington  
Jennifer L. Watroba  
Jaime A. Wiedmeyer  
Brandon Edwin Williams  
Warren Hanks Wilson  
Joshua James Wheeler  
Sterling White  
Justin Wanek  
David Furrh Ware  
Ian Michael Weeks  
James William Welsh  
Eric J. Wendel  
Brian Matthew White  
Danny Wong  
Moua Yang

## 2006-2007 Full-time Conversion Awards

The Full-time Conversion Award is presented to the network and district network offices that lead the company in conversions of interns into full-time financial representatives.

### Network Office Leader

The Qualy Group

### Network Office Runner-up

The Columns Resource Group  
The Bohannon Group

### District Network Office Leader

NMFN-Oklahoma City Group

### District Network Office Runner-up

The Lincoln Group  
The Texas Financial Group - Austin  
The O'Connell Financial Group  
The Effner Financial Group  
The Phillips Financial Group

**40**  
**years**  
& still building

  
FINANCIAL REPRESENTATIVE  
**Internship**

# the 1970s

**Platform shoes, bell bottoms, mood rings, pet rocks, lava lamps, CB radios – and the first CUD contract**

## 1971

First College Unit Director contract and workshop

VCRs introduced

## 1972

Washington State wins first of five Internship Program national team titles

Mark Spitz wins seven gold medals

## 1975

Mood Rings and Pet Rocks all the rage

## 1977

Harry Hoopis and Brud Hodgkins are the first interns to become Managing Partners.

Star Wars released

## 2006-2007 Mike Gish Memorial Awards

The Mike Gish Memorial Award honors the former interns who, during their first 12 months as full-time financial representatives, are leaders in personal production.

1. Douglas S. Berry.....Truman State University
2. Carl P DiCesare ..... St. Rose College in New York
3. David S. Silver .....University of Tampa
4. Mark E. Kull .....Louisville
5. Ryan C. McIntyre..... Wyoming
6. Kalvin Grabau-Keele .....Iowa State
7. Jordan M. Shivers .....Berry
8. Chet D. Bandy .....Illinois-Urbana
9. Brandon S. Smith .....Ohio State
10. Warren S. Duthie ..... Point Loma Nazarene

## Past Mike Gish Memorial Award Winners

- |      |                                    |                      |
|------|------------------------------------|----------------------|
| 2006 | David Klein.....                   | Minnesota            |
| 2005 | Cody Dolly.....                    | SUNY-Oswego          |
| 2004 | Joshua Waite, CLU, ChFC .....      | Bradley              |
| 2003 | Robert Eagleston.....              | Brigham Young        |
| 2002 | Scott Niekamp, CLU .....           | Missouri-St. Louis   |
| 2001 | Jeremy Dicker.....                 | Cal St - Northridge  |
| 2000 | John Roland, CLU .....             | Chicago              |
| 1999 | B. Scott Martin.....               | Houston              |
| 1998 | Greg Clement .....                 | Baldwin-Wallace      |
| 1997 | Nora T. Hsu .....                  | Long Island-C.W.Post |
| 1996 | Scott Underwood.....               | Missouri             |
| 1995 | Glenn Price .....                  | Middle Tenn St       |
| 1994 | John W. Wright, II, CLU, ChFC..... | Illinois             |
| 1993 | Keith Wagner, CLU .....            | Cal St - Long Beach  |
| 1992 | Greg Lavin, CLU.....               | WI - Stevens Point   |
| 1991 | Chris Courtney .....               | Iowa                 |
| 1990 | Vincent Lima .....                 | Rutgers              |
| 1989 | Jim Pullen .....                   | Eastern Kentucky     |
| 1988 | Susan R. Gilberg .....             | Syracuse             |
| 1987 | George C. McGuire .....            | Illinois State       |
| 1986 | Scott A. Carr, CLU.....            | Illinois State       |
| 1985 | G. Douglas Hartzheim .....         | Montana State        |
| 1984 | Stephen I. Gilberg.....            | Syracuse             |
| 1983 | Timothy J. Morand .....            | Texas Christian      |
| 1982 | Tracy L. Thomas .....              | Virginia Tech.       |
| 1981 | Eric M. Spinazzola .....           | Texas Christian      |
| 1980 | Thomas W. Kosanda .....            | Houston              |
| 1979 | Alfred Lawson, Jr.....             | Florida State        |
| 1978 | Nyle Anderson .....                | Iowa                 |
| 1977 | Richard Swanson.....               | Wheaton              |
| 1976 | Peter Chamberlain.....             | Western Michigan     |



## 1979

500 interns under contract for the first time in history



# the 1980s

**We are the world,  
we are the interns**

## 1980

Rubik's Cube introduced

BYU wins its first of four national team titles

## 1981

Personal computer introduced by IBM

MTV launched

## 1985

Billy Johnson, 1984 Olympic gold medalist in downhill skiing, is a guest speaker at College Awards Dinner

Live Aid



## 2006-2007 College Unit Director Awards

The College Unit Director Award honors the CUD who has achieved the highest level of performance based on intern lives and premium, number of interns recruited and personal production.

1. Alex Beilin ..... Boston College
2. Benjamin A. Newman ..... Michigan State
3. Christian B. Giardini .....Ohio University
4. Richard W. Beyer.....Arizona State University
5. David H. Ramos ..... University of North Carolina-Charlotte
6. Paul D. Ferrante ..... Iona College
7. Marissa C. Savino ..... Villanova University
8. Gregory B. Renner.....Butler University
9. Todd M. Grabner ..... Univ. of Wisconsin-Eau Claire
10. Jared T. Wirsig.....Southwest Missouri State University

(Educational institutions indicated are those from which the CUDs graduated.)

## Past College Unit Director of the Year

2006	Brian Vrana.....	Nebraska Wesleyan
2005	Jeremy Patty .....	Missouri - Columbia
2004	Eric Ames .....	Missouri - Columbia
2003	Daniel Leslie, CLU .....	Kent State
2002	Jeffrey Lewis .....	Utah
2001	Christopher Koon .....	St. Louis
2000	Robert Rubbelke.....	St. Louis
1999	Greg Clement.....	Cleveland State
1998	Scott Underwood.....	St. Louis
1997	Scott Underwood.....	St. Louis
1996	Mike Kenyon .....	Rochester
1995	Pat Hatting, CLU, ChFC .....	Iowa
1994	John Rentschler, CLU .....	Missouri
1993	James Zara, CLU, ChFC.....	Missouri - St. Louis
1992	Matthew D. Shannahan.....	Boise State
1991	Robert J. denHartog, CLU .....	Drake
1990	Keith A. Erhard, CLU, ChFC.....	Illinois State
1989	Keith A. Erhard, CLU, ChFC.....	Illinois State
1988	Keith A. Erhard, CLU, ChFC.....	Illinois State
1987	Timothy J. Bohannon.....	Illinois State
1986	Timothy J. Bohannon.....	Illinois State
1985	William D. Styles .....	Brigham Young
1984	Bob C. Waits .....	Columbia
1983	Dave Mittelsteadt, CLU, ChFC.....	WI - Stevens Point
1982	Jeff W. Allen .....	Florida State
1981	Dave Mittelsteadt, CLU, ChFC.....	WI - Stevens Point
1980	Jeff W. Allen .....	Florida State
1979	Jeff W. Allen .....	Florida State
1978	Don Wilkinson .....	Florida State
1977	Don Wilkinson .....	Florida State
1976	Ron Beshear, CLU.....	Murray State
1975	Ron Beshear, CLU.....	Murray State
1974	Richard H. Ireland.....	Western Michigan



## 1986

Illinois State wins first of three straight Internship Program national team titles

## 1988

Former College Agent Bev Chrisman becomes first female Managing Partner

College Agent Jim Pullen writes 152 lives, setting a company record



**Feels like intern spirit**

**1991**

John Naber, who earned four gold medals at the 1976 Olympic Games in Montreal in swimming, is the guest speaker at College Awards Dinner

Nirvana’s Nevermind released

**1992**

University of Missouri wins first of nine Internship Program national team titles – most of all time

Goal-Post 100 Challenge: 100 teams on the Goal Post

**1993**

10,000<sup>th</sup> intern joins

**1994**

Bonnie Blair, five-time Olympic gold medalist in speed skating, is the guest speaker at the College Awards Dinner

Yahoo! founded

**2006-2007 Managing Director Awards**

The Managing Director Award honors the managing director who has achieved excellence in recruitment of interns, conversions to full-time, internship production for the awards year and Power of 10 qualifiers.

1. Eric D. Aslakson ...Northwestern Mutual Financial Network of Nebraska
2. Samuel C. Dowdy.....Northwestern Mutual Financial Network - Charlotte
3. Sean Wilt .....The Texas Financial Group, Houston - Austin - San Antonio
4. Cory A. Mahaffey ..... The McQueen Financial Group
5. John R. Glowacki .....The Schwertfeger Financial Group
6. Kevin D. O’Connell ..... The Meier Agency
7. Brian Wilcox .....The Greater New York Group
8. Gerard M. Hempstead..... The Hempstead Group
9. James L. Henneman Jr. ....The Effner Financial Group
10. Steve Gross ..... The Qualy Group

**2006-2007 Managing Partner Awards**

The Managing Partner Award honors the managing partner who has achieved excellence in recruitment of interns, conversions to full-time, internship production for the awards year and Power of 10 qualifiers.

1. John M. Qualy..... The Qualy Group
2. Eugene H. Storms.....The Columns Resource Group
3. Timothy J. Bohannon .....The Bohannon Group
4. Lew D. Derrickson.....The Derrickson Financial Group
5. Vlasta Duffy.....Northwestern Mutual Financial Network - Arizona
6. Roger M. McQueen .....The McQueen Financial Group
7. Steven H. Kosnick ..... The Kosnick Financial Group
8. Michael F. Tews .. Northwestern Mutual Financial Network of Nebraska
9. R. Paul Dodd ..... The Greater New York Group
10. Edward T. Hempstead.....The Hempstead Group



**1996**

Internship Program ranked among America’s top 100 internships according to Princeton Review

**1997**

Vault, Inc. names Internship Program a top ten program for the first of twelve straight years

google.com domain registered

**1999**

Jeremy Dicker first and only intern to qualify for Recognition Dinner and Forum; qualified in 2000 as well



## MySpace, YouTube, our Internship Program

### 2002

Former intern Andrew Firestone becomes The Bachelor on ABC-TV

American Idol premiers

### 2003

MySpace created

### 2004

First Winter Camp

### 2005

20,000<sup>th</sup> intern joins

### 2006

Randy Snow, Olympic Paraplegic gold medalist, speaker at Winter Camp

Intern Impact Days launched

YouTube rises in popularity

## 2006-2007 Top 10 College Intern Achievement Awards

The Top 10 College Intern Achievement Award honors the ten individuals who have achieved the highest premium credit and number of lives during the awards year.

1. Gabriel J. Christenson ..... St. Thomas-MN
2. Juan S. Baron ..... North Carolina-Chapel Hill
3. Janet Gonzalez..... Florida International
4. Gary J. Messing ..... Central Michigan
5. Jeffrey M. Reynolds ..... Montana State
6. Sarah J. Green..... Moorhead State
7. Charles T. Gerace II ..... Manhattan
8. Eric G. Johnson..... Creighton
9. William F. Beck.....Brigham Young
10. William G. Bricker III ..... College of NJ

## Past College Intern Achievement Award Winners

2006	Reese Harper .....	Brigham Young
2005	Carl Dicesare.....	SUNY-Binghamton
2004	Brooke Williams.....	Florida State
2003	Taryn Burgk .....	Florida Atlantic
2002	Jeffrey Segelke .....	Brigham Young
2001	Thomas Telford .....	Salt Lake Comm College
2000	Jeremy Dicker .....	Cal St - Northridge
1999	Jeremy Dicker .....	Santa Monica
1998	Jeremy Dicker .....	Santa Monica
1997	Jeremy Dicker .....	Santa Monica
1996	Jeremy Tok .....	Winona State
1995	Glen Park, CLU, ChFC .....	Cal St - Long Beach
1994	Scott Underwood .....	Missouri
1993	Brian Bailey .....	Utah State
1992	Keith Wagner, CLU.....	Cal St - Long Beach
1991	Johnny Wright, CLU.....	Illinois
1990	Chris Courtney.....	Iowa
1989	David Arnold .....	American Int'l
1988	J. Daniel Rivers, CLU, ChFC.....	South Carolina
1987	Jim E. Meeks, Jr.....	Murray State
1986	Joseph Lee Aldridge, CLU, ChFC .....	Southern Indiana
1985	James I. Campbell, IV, CLU, ChFC .....	Florida State
1984	Ronald R. Clary.....	VirginiaTech.
1983	Daniel J. Wisted, CLU, ChFC.....	Northern Illinois
1982	Timothy J. Morand.....	Texas Christian
1981	Timothy J. Morand.....	Texas Christian
1980	Douglas E. Clifford, CLU.....	Cal St-Sacramento
1979	Larry Houser.....	Northern Montana
1978	Robert Rowe.....	New Orleans
1977	Brad Gute.....	NY Institute of Tech
1976	Mike Cheatham .....	Virginia Tech.
1975	Peter L. Chamberlain.....	Western Mich.
1974	Peter L. Chamberlain.....	Western Mich.
1973	Peter L. Chamberlain.....	Western Mich.
1972	Oscar B. Olsen, III .....	Miami
1971	Oscar B. Olsen, III .....	Miami
1970	Lawrence R. Bell .....	Rice
1969	Jerry A. Schutte, CLU, ChFC .....	Ferris State
1968	Jerry A. Schutte, CLU, ChFC .....	Ferris State



### 2006

Over a billion people using the Internet

### 2007

Industry and company legend, Al Granum and Melanie McQuaid, three time Xterra triathlon world champion, speakers at Winter Camp.



# Then and Now...

## 1967

36 College Teams

155 interns recruited

595 lives written

18 interns pay for 10 or more lives\*

U.S. population 198 million

World population 3.5 billion

## Today...

300 College Teams\*\*

1800 interns recruited\*\*

7047 lives written\*\*

252 Power of 10 Qualifiers\*\*

U.S. population 300 million

World population 6.5 billion

## 2006-2007 Top Ten College Team Awards

The criteria for the Top 10 College Team Award includes overall team production, rookie production and the number of individual producers on the team.

### College Team of the Year (tie)

1. Arizona State
1. Missouri
3. Illinois - Urbana
4. Minnesota - Twin Cities
5. Brigham Young
6. Akron
7. North Dakota
8. Wisconsin - Milwaukee
9. Ohio State
10. Indiana - Bloomington

## 2006-2007 College Unit Builder Award

Arizona State

## Past College Team Award Winners

2006.....	Brigham Young
2005.....	Missouri
2004.....	Wisconsin - Whitewater
2003.....	Missouri
2002.....	Missouri
2001.....	Brigham Young
2000.....	Brigham Young
1999.....	Missouri
1998.....	Southern Utah
1997.....	Southern Illinois - Carbondale
1996.....	Utah State
1995.....	Missouri
1994.....	Missouri
1993.....	Missouri
1992.....	Missouri
1991.....	Illinois
1990.....	Iowa
1989.....	Murray State
1988.....	Illinois State
1987.....	Illinois State
1986.....	Illinois State
1985.....	Southern Oregon State
1984.....	Washington State
1983.....	Washington State
1982.....	Washington State
1981.....	Western Illinois
1980.....	Brigham Young
1979.....	Florida State
1978.....	Florida State
1977.....	Western Michigan
1976.....	Western Michigan
1975.....	Connecticut
1974.....	Idaho
1973.....	Washington State
1972.....	Washington State
1971.....	Idaho
1970.....	Iowa State
1969.....	Emporia State & Vanderbilt (Tie)
1968.....	Maryland - Baltimore



One out of every six recruits is a former intern

One out of every five Forum qualifiers is a former intern

25 percent of all Field Management are former interns

41 percent of Managing Partners are former interns and/or College Unit Directors

36 percent of Managing Directors are former interns and/or College Unit Directors

38 percent of College Unit Directors are former interns

\* Recognized by Power of 10 Award starting in 1998

\*\* 2007

## Active Interns of the Initial College Intern Class of 1967

### Herb Black, CLU

The Wilshire Financial Group  
University of Notre Dame

### William J. Magoon, CLU

The Blevons Group  
N. Michigan

### Jerry A. Schutte, CLU, ChFC

Western Michigan Group  
Ferris State University

### Henry S. Meyers

The Blumberg Group  
Rhode Island

### David J. DuFlo, CLU, ChFC

The Greater New York Group  
Rochester Institute of  
Technology

### Robert J. Davis, CLU, ChFC

The Bender Financial Group  
Buchnell

### Richard A. Koob, CLU, ChFC

Schwertfeger Financial Group  
Oklahoma City

### Gordon Elgersma, CLU, ChFC

Western Michigan Group  
Ferris State

### R. David Sprinkle, CLU, ChFC

Carolina Condrey Group  
North Carolina

### Howard B. Edelstein, CLU

The Cleveland Group  
Kenyon College

### Ronald V. Krizek, CLU, ChFC

Schwertfeger Financial Group  
WI - Milwaukee

## Lifetime Achievement Award



**Larry LeTourneau**



**John Wright**



**Leon Nesbitt**



**Marty Polhemus**  
Posthumous

## 2007 Pacemaker Recipients

The Pacemaker contest recognizes financial representative interns who write (based on part 1 date) and submit a minimum of five gross lives or have \$2,500 in submitted premium credit during the production month of June.

John G. Adams  
Matthew D. Adams  
Andrew Joseph Ahlers  
Andrew Allison  
Anthony Don Antonecchia  
Elliot Allan Ball  
Juan Baron  
Andrew J. Baso  
William Frederick Beck  
Levi Bennett Belnap  
Benjamin Eric Bickford  
Adam J. Brown  
Thomas J. Brown  
Michael Taylot Browning  
Matthew Loren Bunnell  
Daniel William Cain  
Robert Albert Chavira  
Michelle Clark  
Bobby James Conley  
James Lewis Cope Jr.  
Shanna R. Davidson  
Kurtis J. De Horn  
Kevin A. Decker  
James Park Denning  
Christopher L. Donovan  
Nicholas Dosen  
Jacob Kyle Easterly  
Peter Douglas Ellwood

Marcus Vinicius B. Fadul  
Charles P. Faulhaber  
Zachary S. Fettig  
Timothy Douglas Fife II  
Lee Garrett Friedman  
Johan L.K. Gjenvick  
Michael Benjamin Godsey  
Eric Brent Goe  
Matthew Grillo  
Nayelin Guillen  
Rebecca Marie Gustafson  
Mohab M. Hafez  
Brian J. Heimann  
Robert G. Hoopis  
Angela Anne Huffman  
Cody J. Jensen  
Steven Anthony Kast  
Randall Jacob Keller  
Adam K. Kraemer  
Joshua Allen Kral  
Brianna Lawrence  
Alex Charles Levin  
Joseph Russell Maloney  
Joshua Joseph McClure  
Matthew Joseph Meier  
Gregory Scott Merrill  
Karl B. Miller  
Thomas Henry Miller

Matthew Willia Missimer  
David T. Morgan  
Timothy Paul Neu  
Kimberly G. Novinsky  
Sam Panke  
Anna Christine Petersen  
Matthew J. Pittman  
Andrew Domenic Reghetti  
Klye N. Richey  
Michael Rosenstein  
Hasan Yadullah Ross El  
Alexander Ahma Sahyouni  
Eric Jon Schmidling  
Daniel Willa Schneider  
Derek Michael Schnieders  
Robert John II Servideo  
Spencer C. Shelton  
Brandon S. Shuck  
Aaron Dean Smaagaard  
Abby E. Stahl  
Colby J. Staloch  
Michael R. Sumbs  
Nicholas Andrew Swanson  
Scott D. Thieme  
Patrick John Townes  
Jesse Trojnar  
Amanda K. Vaal  
Robert Goodwin Young

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27-5008 (0607)

