

# The Heartbeat of My Agency

	2022	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Avg.
<b><u>PH Stats</u></b>														
Household Count														
Auto Policy Count														
Fire Policy Count														
Life Policy Count														
Health Policy Count														
Monthly Accounts														
<b><u>Scorecard</u></b>														
Life Premium														
Health Premium														
Auto Applications														
Auto PIF														
Fire Applications														
Fire PIF														
On-Time Bonus														
<b><u>Life Statement</u></b>														
Paid Life Applications														
Paid Life Premium														
2023 Potential														
2024 Potential														
<b><u>Front Run</u></b>														
RAW NEW Auto														
Added Cars														
Total Auto Apps														
Fire (Home) Apps														
Fire (Other) Apps														
Total Fire Apps														
Life Applications														
Health Apps														
Bank Deposits														
Bank Loans														
<b><u>Auto Lapse Can</u></b>														
Auto Lapse Can														
<b><u>Fire Lapse Can</u></b>														
Fire Lapse Can														