

STEP UP LIKE A WINNER

As Of
3/31/2026

THE TRANSAMERICA RED SHOE CLUB

MANAGING DIRECTOR - TOP 10

	# Market Expansion Activities Met	Ranking	% of Plan
Ross Taylor (South Florida)	4	1	161.3%
Charles Eckman (Palm Beach)	4	2	156.1%
Mike Costanzo (Waldorf Md)	4	3	127.4%
James Chaney (Kentuckiana)	4	4	125.6%
Timothy Ray (Chattanooga Tn)	4	5	125.2%
An Tran (San Jose)	2		122.4%
Donald Knotts (Western Md)	4	6	121.7%
Gregory Swindall (Rock Hill Sc)	4	7	120.3%
Cindy Zheng (San Francisco)	2		120.1%
Dean Harry (Jacksonville Fl)	4	8	118.6%
Cynthia Lemanski (Chicago North)	4	9	116.4%
Larry Capstick (Greater Memphis)	4	10	115.5%
Bradley Brown (Morehead Ky)	4	11	114.2%
Tammy McClellan (Myrtle Beach)	4	12	112.4%
Phillip Helms (Orlando Fl)	4	13	112.0%
John Kennedy (Somerset Ky)	4	14	110.2%
Jason Cunha (Chesapeake)	4	15	107.6%
Guan Goh (Dallas Fort Wor)	4	16	107.2%
Jeffrey Comunale (Comunale Fin Gp)	4	17	106.2%
Carl Guill Jr (Augusta Group)	4	18	105.8%

If an individual is not reflected on the report, they have either not met the required requirements (3 of 4 market expansion activities), or are not on track for hitting the minimum core production requirement (40,000 & growth - rep, 175,000 & growth - AD, and 100% plan- MD)

Report reflects all individuals that have met at least two of the minimum requirements. Qualification period is January 1 through June 30th.

STEP UP LIKE A WINNER

As Of
3/31/2026

THE TRANSAMERICA RED SHOE CLUB

James Wambach (Richmond Va)	4	19	104.6%
Victor Harris (Atlanta Ga)	4	20	104.6%
Abha Dwivedi (Houston Metro)	4	21	104.4%
Charles Hampton (East Tennessee)	4	22	103.7%
Richard Echevarria (North Jersey)	4	23	103.0%
Benjamin Prince (Ben Prince)	4	24	102.9%
Thomas Grayson (Tommy Grayson)	4	25	101.9%
Watson Horne (Wilmington Nc)	4	26	98.8%
Philip Vaccarello (La Heights)	4	27	97.2%
Terry Utterback (Princeton Wv)	4	28	95.7%
Paul Lieb (Lieb Financial)	4	29	95.4%
William Mccormick (Greatr Michigan)	4	30	95.3%
Drew Prince (Gulf South)	4	31	94.7%
Mark Jeffrey (Bowie Md)	4	32	93.8%
Jihad Rammouni (Raleigh Nc)	4	33	91.5%
Mengestu Dejene (N Virginia)	4	34	91.4%
Tony Sandifer (St Louis Mo)	4	35	91.4%
Jerry Sizemore (Cumberland)	4	36	91.3%
John Wilder (Hazard Ky)	4	37	90.1%
Carter Garnon (Columbus Oh)	4	38	88.5%
Christopher Jones (Charlotte Nc)	4	39	87.9%
John Thompson (Campbellsville)	4	40	87.2%
Joseph Jackson (Greenville Nc)	4	41	84.8%
Allen Jackson (Charleston Sc)	4	42	80.8%

If an individual is not reflected on the report, they have either not met the required requirements (3 of 4 market expansion activities), or are not on track for hitting the minimum core production requirement (40,000 & growth - rep, 175,000 & growth - AD, and 100% plan- MD

Report reflects all individuals that have met at least two of the minimum requirements. Qualification period is January 1 through June 30th.

STEP UP LIKE A WINNER

As Of
3/31/2026

THE TRANSAMERICA RED SHOE CLUB

Ki Shim (Metro Philadelp)	2		79.3%
Richard Marinucci (Delaware)	4	43	76.7%
Michael Mastillo (Eastern Pa)	4	44	76.4%
Gary Pope (Southwest Fl)	4	45	71.2%
Sait Onal (Harrisburg Pa)	4	46	68.8%
Charles Williams (Nashville Tn)	4	47	61.5%
Junwei Liu (Rowland Heights)	3	48	45.3%
Mercedes Ochoa Bunsow (El Paso Tx)	4	49	44.2%

If an individual is not reflected on the report, they have either not met the required requirements (3 of 4 market expansion activities), or are not on track for hitting the minimum core production requirement (40,000 & growth - rep, 175,000 & growth - AD, and 100% plan- MD

Report reflects all individuals that have met at least two of the minimum requirements. Qualification period is January 1 through June 30th.