

STEP UP LIKE A WINNER

As Of
3/31/2025

THE TRANSAMERICA RED SHOE CLUB

MANAGING DIRECTOR - TOP 10

	# Market Expansion Activities Met	Ranking	% of Plan
Mengestu Dejene (N Virginia)	3	1	186.0%
Paul Lieb (Lieb Financial)	3	2	168.7%
Donald Knotts (Western Md)	3	3	161.5%
William Mccormick (Greatr Michigan)	3	4	143.5%
Sait Onal (Harrisburg Pa)	3	5	137.4%
Carter Garnon (Columbus Oh)	3	6	132.3%
Mercedes Ochoa Bunsow (El Paso Tx)	3	7	127.1%
Abha Dwivedi (Houston Metro)	3	8	125.4%
John Wilder (Hazard Ky)	3	9	122.8%
Timothy Ray (Chattanooga Tn)	3	10	121.7%
Benjamin Prince (Ben Prince)	3	11	120.0%
Philip Vaccarello (La Heights)	3	12	116.7%
Richard Echevarria (North Jersey)	3	13	116.1%
Drew Prince (Gulf South)	3	14	115.9%
Phillip Helms (Orlando Fl)	3	15	115.5%
Gregory Swindall (Rock Hill Sc)	3	16	112.6%
John Thompson (Campbellsville)	3	17	112.0%
Christopher Jones (Charlotte Nc)	3	18	108.7%
Jihad Rammouni (Raleigh Nc)	3	19	107.5%
John Kennedy (Somerset Ky)	3	20	107.0%

If an individual is not reflected on the report, they have either not met the required requirements (4 or 6 for reps, 5 of 6 for AD, and 5 of 6 for MD), or are not on track for hitting the minimum core production requirement (30,000 - rep, 150,000 - AD, and 100% plan - MD)

Report reflects all individuals that have met at least two of the minimum requirements (ie. reps with 4 of 6, AD with 5 of 6, and MD with 5 of 6. Qualification period is July 1 through December 31st.

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Michael Mastillo (Eastern Pa)	3	21	105.3%
Carl Guill Jr (Augusta Group)	2		104.5%
Dean Harry (Jacksonville Fl)	3	22	104.0%
Charles Hampton (East Tennessee)	3	23	101.9%
James Wambach (Richmond Va)	3	24	101.3%
Charles Eckman (Palm Beach)	3	25	100.4%
Joseph Jackson (Greenville Nc)	3	26	100.1%
An Tran (San Jose)	3	27	96.8%
Ki Shim (Metro Philadelp)	2		96.3%
Watson Horne (Wilmington Nc)	3	28	94.4%
Tammy Mcclellan (Myrtle Beach)	3	29	94.3%
Jason Cunha (Chesapeake)	3	30	93.2%
Gary Pope (Southwest Fl)	3	31	87.6%
Tony Sandifer (St Louis Mo)	3	32	85.4%
Terry Utterback (Princeton Wv)	3	33	85.1%
James Chaney (Louisville)	3	34	84.6%
Thomas Grayson (Tommy Grayson)	3	35	84.4%
Richard Marinucci (Delaware)	3	36	83.2%
Charles Williams (Nashville Tn)	3	37	81.7%
Jerry Sizemore (Cumberland)	3	38	80.6%
Larry Capstick (Greater Memphis)	3	39	79.0%
Cynthia Lemanski (Chicago North)	3	40	77.6%
Bradley Brown (Morehead Ky)	3	41	73.7%
Mike Costanzo (Waldorf Md)	3	42	67.8%

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Mark Jeffrey (Bowie Md)	3	43	66.5%
Cindy Zheng (San Francisco)	2		64.7%
Victor Harris (Atlanta Ga)	3	44	63.9%
Jamie Navarro (Chicago Il)	3	45	58.5%
Ross Taylor (Evansville)	3	46	57.4%
Guan Goh (Dallas Fort Wor)	3	47	51.6%
Jeffrey Comunale (Comunale Fin Gp)	3	48	42.7%
Allen Jackson (Charleston Sc)	2		37.4%
Junwei Liu (Rowland Heights)	3	49	32.7%

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