



| Agent                                   | TM Alias | Qualifier Type | Team Member             | Jan        | Feb        | Mar      | Apr      | May      | Jun      | Jul      | Aug      | Sep      | Oct      | YTD Issued | Qualified | Top 5 MTD | Top 5 YTD |
|---|----------|----------------|-------------------------|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|------------|-----------|-----------|-----------|
| John Hernandez                          | VAH74H   | First Time     | Jose D Chavez           | 0          | 1          |          |          |          |          |          |          |          |          | 1          |           |           |           |
| Tony Garibyan                           | EJCH     | Repeat         | Belen Osoria            | 4          | 4          |          |          |          |          |          |          |          |          | 8          |           |           |           |
| Tony Garibyan                           | VAD62R   | Repeat         | Kevin Sarvarian         | 5          | 3          |          |          |          |          |          |          |          |          | 8          |           |           |           |
| Tony Garibyan                           | VACZ3Y   | Repeat         | Esmerelda Ruby Franco   | 5          | 5          |          |          |          |          |          |          |          |          | 10         |           |           |           |
| Tony Garibyan                           | VAFD9H   | Repeat         | Narek Ohanyan           | 4          | 12         |          |          |          |          |          |          |          |          | 16         |           |           |           |
| Tony Garibyan                           | VAKADL   | First Time     | Erik Rafayelov          | 2          | 2          |          |          |          |          |          |          |          |          | 4          |           |           |           |
| Tony Garibyan                           | VAHAG5   | First Time     | Tatevik Sargsyan        | 2          | 5          |          |          |          |          |          |          |          |          | 7          |           |           |           |
| Michell Navarro                         | VAEH3N   | First Time     | Raul Parada             | 0          | 6          |          |          |          |          |          |          |          |          | 6          |           |           |           |
| Michell Navarro                         | VAI48W   | First Time     | Christian Cuevas Bueno  | 1          | 0          |          |          |          |          |          |          |          |          | 1          |           |           |           |
| Allen Sarafyan                          | VAHBVZ   | Repeat         | Arshak Ter-Hovhannisyan | 4          | 6          |          |          |          |          |          |          |          |          | 10         |           |           |           |
| Allen Sarafyan                          | VAACR    | Repeat         | Arcen Vaganyan          | 4          | 14         |          |          |          |          |          |          |          |          | 18         |           |           |           |
| Allen Sarafyan                          | EFPX     | Repeat         | Nick Bagramyan          | 5          | 12         |          |          |          |          |          |          |          |          | 17         |           |           |           |
| Allen Sarafyan                          | YK2W     | Repeat         | Avedis Kegeyan          | 15         | 22         |          |          |          |          |          |          |          |          | 37         |           |           |           |
| Allen Sarafyan                          | YCHX     | Repeat         | Emma Khachatryan        | 4          | 8          |          |          |          |          |          |          |          |          | 12         |           |           |           |
| Allen Sarafyan                          | VAHW2E   | First Time     | Tigran Martirosian      | 0          | 4          |          |          |          |          |          |          |          |          | 4          |           |           |           |
| Pogos Ichmelyan                         | VAH9MW   | First Time     | Ashley Aslanyan         | 2          | 1          |          |          |          |          |          |          |          |          | 3          |           |           |           |
| Pogos Ichmelyan                         | VAAGVA   | First Time     | Eduard Darbinyan        | 1          | 2          |          |          |          |          |          |          |          |          | 3          |           |           |           |
| Pogos Ichmelyan                         | LK1V     | First Time     | Teresa Figueroa         | 0          | 2          |          |          |          |          |          |          |          |          | 2          |           |           |           |
| Pogos Ichmelyan                         | VABU5M   | First Time     | Elen Badalyan           | 2          | 5          |          |          |          |          |          |          |          |          | 7          |           |           |           |
| Pogos Ichmelyan                         | VAHS2E   | First Time     | Arman Sargsyan          | 0          | 4          |          |          |          |          |          |          |          |          | 4          |           |           |           |
| Stan Tolesnikov                         | TRR7     | Repeat         | Aret Cinar              | 1          | 3          |          |          |          |          |          |          |          |          | 4          |           |           |           |
| Stan Tolesnikov                         | I6B0     | First Time     | Peggy Aguilar           | 5          | 3          |          |          |          |          |          |          |          |          | 8          |           |           |           |
| Stan Tolesnikov                         | JGQ7     | First Time     | Tony Hovhannisyan       | 1          | 3          |          |          |          |          |          |          |          |          | 4          |           |           |           |
| Stan Tolesnikov                         | WLIY     | Repeat         | Enrique Hernandez       | 6          | 3          |          |          |          |          |          |          |          |          | 9          |           |           |           |
| Stan Tolesnikov                         | YWZS     | First Time     | Devin Grega             | 1          | 2          |          |          |          |          |          |          |          |          | 3          |           |           |           |
| Stan Tolesnikov                         | VAI6FT   | First Time     | Ding Francisco          | 2          | 4          |          |          |          |          |          |          |          |          | 6          |           |           |           |
| Sevana Soukhian                         | VAAERL   | Repeat         | Mariam Malkhasyan       | 9          | 2          |          |          |          |          |          |          |          |          | 11         |           |           |           |
| Sevana Soukhian                         | VAA2NH   | Repeat         | Roman Poghosyan         | 4          | 4          |          |          |          |          |          |          |          |          | 8          |           |           |           |
| Sevana Soukhian                         | VADKJ7   | Repeat         | Caroline Bagumyan       | 1          | 0          |          |          |          |          |          |          |          |          | 1          |           |           |           |
| Sevana Soukhian                         | VAI3DH   | First Time     | Vahe Ghazaryan          | 3          | 1          |          |          |          |          |          |          |          |          | 4          |           |           |           |
| Sevana Soukhian                         | VAI4MA   | First Time     | Meri Nikoghosyan        |            |            |          |          |          |          |          |          |          |          |            |           |           |           |
| Nari Abramyam                           | DI58     | First Time     | Reneh Yousefi           | 3          | 3          |          |          |          |          |          |          |          |          | 6          |           |           |           |
| Nari Abramyam                           | VAEZMH   | First Time     | Jack Takvoryan          | 4          | 8          |          |          |          |          |          |          |          |          | 12         |           |           |           |
| Nari Abramyam                           | VAELCK   | First Time     | Hrag Mirzoian           | 12         | 15         |          |          |          |          |          |          |          |          | 27         |           |           |           |
| Nari Abramyam                           | VAHMD6   | First Time     | Hakob Babayan           | 1          | 1          |          |          |          |          |          |          |          |          | 2          |           |           |           |
| Nari Abramyam                           | VAI6ZG   | First Time     | David Agababyan         | 2          | 3          |          |          |          |          |          |          |          |          | 5          |           |           |           |
| Nari Abramyam                           | VAJAZU   | First Time     | Arthur Manukyan         | 0          | 3          |          |          |          |          |          |          |          |          | 3          |           |           |           |
| Manny Viadero                           | FAUJ     | Charter        | Sal Reyes               | 6          | 0          |          |          |          |          |          |          |          |          | 6          |           |           |           |
| Carlos Cornejo                          | VAFHWG   | Repeat         | Frank Enriquez          | 9          | 14         |          |          |          |          |          |          |          |          | 23         |           |           |           |
| Carlos Cornejo                          | VADMAR   | Repeat         | Erika Hernandez         | 4          | 5          |          |          |          |          |          |          |          |          | 9          |           |           |           |
| Carlos Cornejo                          | VAIBV6   | First Time     | Eduardo Hernandez Funez | 0          | 0          |          |          |          |          |          |          |          |          | 0          |           |           |           |
| Sherwin Shafiee                         | VAAL2Z   | First Time     | Tiffany Ruiz            | 2          | 2          |          |          |          |          |          |          |          |          | 4          |           |           |           |
| Sherwin Shafiee                         | PZTG     | First Time     | Leesa Ross              | 4          | 2          |          |          |          |          |          |          |          |          | 6          |           |           |           |
|   |          |                |                         |            |            |          |          |          |          |          |          |          |          | 0          |           |           |           |
| <b>TOTALS</b>                           |          |                |                         | <b>140</b> | <b>199</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>339</b> | <b>0</b>  |           |           |
| <b>Black = Repeat HOF Qualifier</b>     |          |                | <b>45 apps</b>          |            |            |          |          |          |          |          |          |          |          |            |           |           |           |
| <b>Red = New HOF Qualifier</b>          |          |                | <b>35 apps</b>          |            |            |          |          |          |          |          |          |          |          |            |           |           |           |
| <b>Qualifying Period Jan 1 - Oct 31</b> |          |                | <b>QUALIFIED</b>        |            |            |          |          |          |          |          |          |          |          |            |           |           |           |





































| Agent                | TM Alias | Qualifier Type | Team Member           | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | YTD Issued | Qualified | Top 5 MTD | Top 5 YTD |
|----------------------|----------|----------------|-----------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------|-----------|-----------|-----------|
| Sariah Devereaux     | VADNO9   | First Time     | Noah Viera            | 21  | 18  |     |     |     |     |     |     |     |     | 39         |           |           |           |
| Allen Sarafyan       | YK2W     | Repeat         | Avedis Kegeyan        | 15  | 22  |     |     |     |     |     |     |     |     | 37         |           |           |           |
| Antonio Mendoza      | VACCGA   | First Time     | Damian Sanchez        | 11  | 17  |     |     |     |     |     |     |     |     | 28         |           |           |           |
| Nari Abramyam        | VAELCK   | First Time     | Hrag Mirzoian         | 12  | 15  |     |     |     |     |     |     |     |     | 27         |           |           |           |
| Kevin Beach          | VAF60P   | First Time     | Rachel Medland        | 10  | 14  |     |     |     |     |     |     |     |     | 24         |           |           |           |
| Kathy Song           | XII9     | Repeat         | Timothy Go            | 10  | 14  |     |     |     |     |     |     |     |     | 24         |           |           |           |
| Carlos Cornejo       | VAFHWG   | Repeat         | Frank Enriquez        | 9   | 14  |     |     |     |     |     |     |     |     | 23         |           |           |           |
| Ernie Bolanos        | W3WN     | Repeat         | Richard Pineda        | 11  | 12  |     |     |     |     |     |     |     |     | 23         |           |           |           |
| Todd Main            | EXH5     | Repeat         | Cesar Miranda         | 14  | 9   |     |     |     |     |     |     |     |     | 23         |           |           |           |
| Johnny Williamson    | RSGX     | Repeat         | Connie Sam            | 13  | 10  |     |     |     |     |     |     |     |     | 23         |           |           |           |
| Jennifer Thibbodeau  | VAFHWJ   | First Time     | Leslie Gastelum       | 14  | 8   |     |     |     |     |     |     |     |     | 22         |           |           |           |
| Elizabeth Cardenas   | VABF69   | First Time     | Rance Brown           | 12  | 10  |     |     |     |     |     |     |     |     | 22         |           |           |           |
| Johnny Williamson    | M1P3     | Repeat         | Melory Castillo       | 12  | 10  |     |     |     |     |     |     |     |     | 22         |           |           |           |
| Kathy Song           | E2QS     | Repeat         | Angeline Lozano       | 4   | 15  |     |     |     |     |     |     |     |     | 19         |           |           |           |
| Allen Sarafyan       | VAACR    | Repeat         | Arcen Vaganyan        | 4   | 14  |     |     |     |     |     |     |     |     | 18         |           |           |           |
| Ernie Bolanos        | FJ59     | Repeat         | Juan Bustos           | 6   | 12  |     |     |     |     |     |     |     |     | 18         |           |           |           |
| Allen Sarafyan       | FFPX     | Repeat         | Nick Bagramyan        | 5   | 12  |     |     |     |     |     |     |     |     | 17         |           |           |           |
| Elisa Chavez         | E46S     | Repeat         | Ana Rivera            | 6   | 11  |     |     |     |     |     |     |     |     | 17         |           |           |           |
| Isaias Ruis          | VAFZRD   | First Time     | Mia Hill              | 7   | 10  |     |     |     |     |     |     |     |     | 17         |           |           |           |
| Tony Garibyan        | VAFD9H   | Repeat         | Narek Ohanyan         | 4   | 12  |     |     |     |     |     |     |     |     | 16         |           |           |           |
| Rita Hagopian        | VAD77H   | Repeat         | Anahit Adamyan        | 10  | 6   |     |     |     |     |     |     |     |     | 16         |           |           |           |
| Beth Betther         | VAAGAC   | Repeat         | Marisol Garcia        | 9   | 7   |     |     |     |     |     |     |     |     | 16         |           |           |           |
| Isaias Ruis          | VADG58   | First Time     | Katia Morfin          | 6   | 10  |     |     |     |     |     |     |     |     | 16         |           |           |           |
| Eric Hollan          | EJA3     | First Time     | Oscar Rodriguez       | 7   | 8   |     |     |     |     |     |     |     |     | 15         |           |           |           |
| Amanda Hacopian      | XFT9     | Repeat         | Adina Hacopian        | 7   | 8   |     |     |     |     |     |     |     |     | 15         |           |           |           |
| Amanda Hacopian      | VAIB3Y   | Repeat         | Ani Osikyan           | 7   | 8   |     |     |     |     |     |     |     |     | 15         |           |           |           |
| Bill Sampson         | VABYVQ   | First Time     | Jorge Aguirre         | 10  | 5   |     |     |     |     |     |     |     |     | 15         |           |           |           |
| Todd Main            | U1K6     | Repeat         | Angela Hiatt          | 9   | 6   |     |     |     |     |     |     |     |     | 15         |           |           |           |
| Lisa Carreon         | J2RL     | Repeat         | Angelica Rodriguez    | 9   | 5   |     |     |     |     |     |     |     |     | 14         |           |           |           |
| Chris Manoukian      | VAFGZ5   | Repeat         | Syuzi Grigoryan       | 6   | 8   |     |     |     |     |     |     |     |     | 14         |           |           |           |
| Barri Hollander      | VADF6B   | Charter        | Brandon Copik         | 4   | 10  |     |     |     |     |     |     |     |     | 14         |           |           |           |
| Brenda Hidalgo Leyva | RL2F     | Repeat         | Paula Zapien          | 3   | 11  |     |     |     |     |     |     |     |     | 14         |           |           |           |
| Julia Tipolt         | VADOCL   | Repeat         | Ashley Donnelly       | 4   | 9   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Edgar Ortiz          | FL4X     | Repeat         | Perla Amador          | 8   | 5   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Stephanie Chew       | F9AK     | Repeat         | Carmen Flores         | 6   | 7   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Chris Manoukian      | VAE5OG   | Repeat         | Armen Khachatryan     | 6   | 7   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Brian Norcutt        | ESVM     | First Time     | Germaine Ninete       | 8   | 5   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Jennifer Thibbodeau  | VAEMET   | First Time     | Jessica A Baltierra   | 6   | 7   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Kathy Song           | VABK4Q   | Repeat         | Joseph Reyes          | 5   | 8   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Marian Molhem        | D7GJ     | Repeat         | Adrian Arista         | 4   | 9   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Elisa Chavez         | Y5E8     | Repeat         | Stephani Delgado      | 5   | 8   |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Paul Cashman         | FFFR     | Repeat         | Yadi Castillo         | 0   | 13  |     |     |     |     |     |     |     |     | 13         |           |           |           |
| Allen Sarafyan       | YCHX     | Repeat         | Emma Khachatryan      | 4   | 8   |     |     |     |     |     |     |     |     | 12         |           |           |           |
| Nari Abramyam        | VAEZMH   | First Time     | Jack Takvoryan        | 4   | 8   |     |     |     |     |     |     |     |     | 12         |           |           |           |
| Julia Tipolt         | EPVR     | Repeat         | Lisa Rudnicki         | 7   | 5   |     |     |     |     |     |     |     |     | 12         |           |           |           |
| Yvonne Solis         | VAAJRN   | Repeat         | Patricia Diaz         | 12  | 0   |     |     |     |     |     |     |     |     | 12         |           |           |           |
| Amanda Hacopian      | VAD25G   | Repeat         | Anahit Kapoushian     | 8   | 4   |     |     |     |     |     |     |     |     | 12         |           |           |           |
| Nicole Vuong         | L0YR     | Repeat         | Laura Ramirez         | 6   | 6   |     |     |     |     |     |     |     |     | 12         |           |           |           |
| Jennifer Thibbodeau  | VAIRHM   | First Time     | Cynthia St John       | 7   | 5   |     |     |     |     |     |     |     |     | 12         |           |           |           |
| Sevana Soukhian      | VAAERL   | Repeat         | Mariam Malkhasyan     | 9   | 2   |     |     |     |     |     |     |     |     | 11         |           |           |           |
| Courtney Morrow      | K5C7     | Repeat         | Amber French          | 4   | 7   |     |     |     |     |     |     |     |     | 11         |           |           |           |
| Stephanie Chew       | VACH6M   | Repeat         | Jacqueline Magana     | 9   | 2   |     |     |     |     |     |     |     |     | 11         |           |           |           |
| Uzma Afzal           | VAAJEG   | Repeat         | Julie Quach           | 0   | 11  |     |     |     |     |     |     |     |     | 11         |           |           |           |
| Amanda Hacopian      | W2I2     | Repeat         | Kristina Toutoundjian | 7   | 4   |     |     |     |     |     |     |     |     | 11         |           |           |           |











| TERRITORY                     | DIRECTOR              |
|-------------------------------|-----------------------|
| BEVERLY COASTAL               | GREG KESABYAN         |
| BURBANK                       | SEVANA SOULAKHIAN     |
| CENTRAL COAST                 | COURTNEY MORROW       |
| DESERT VALLEY                 | KEVIN BEACH           |
| ESCONDIDO VALLEY              | KEVIN BEACH           |
| HIGH DESERT                   | RICARDO CABRERA       |
| LOS ANGELES METRO EAST        | CHERYL ESTEP          |
| LOS ANGELES METRO WEST        | STAN TOLESNIKOV       |
| ONTARIO                       | JOSHUA MARSH          |
| ORANGE COUNTY WEST            | UZMA AFZAL            |
| ORANGE COUNTY GARDEN DISTRICT | ALEX MORA             |
| PASADENA                      | YVONNE SOLIS          |
| POMONA VALLEY                 | NENA SOTO             |
| SAN DIEGO SOUTHEAST           | KEVIN BEACH           |
| SAN DIMAS                     | LESLIE CARRILLO       |
| SAN FERNANDO VALLEY           | ERNIE BOLANOS         |
| SANTA MONICA FOOTHILLS        | BARRI HOLLANDER       |
| SOUTH BAY                     | BRENDA HILDALDO LEYVA |
| SOUTH CENTRAL VALLEY          | BARNEY STORMS         |
| VENTURA-SANTA BARBARA         | RAMIRO ALVAREZ        |