

Top Producer Testimonial

Thank you for taking the time to complete this Top Producer Testimonial Questionnaire. Your story, insights, and achievements will help to inspire others who are following the same path. Please answer each question thoughtfully and provide as much detail as you'd like. You may type directly into the fields below.

Section 1: Background & Journey

1. Name:

Chris Gellings

2. Current Role/Title:

Master General Agent

3. When did you start working with Tommy?

Aug, 2023

4. What initially attracted you to this business and training system?

Residual Income and ability to work from home and call leads as opposed to tapping my personal network. I knew Tommy Vena as our kids were in the same wrestling club together and went to tournaments on the weekends.

5. Briefly describe where you were — financially, professionally, or personally — before (provide the date) starting this journey. Please provide your previous occupation, Type of car owned, and description of home, whether rented or owned. First, provide the income with the date, the type of car you currently own, and a description of your home, indicating whether it is rented or owned, both then and now.

when I started with AIL, I was driving my late Father's 2002 Ford F150. Still living in our Ranch home in Barrington IL that we own.

Since 2018 I've been working remote. My previous role was Sales for company called SalesKey in a nutshell, lead generation for B2B businesses utilizing LinkedIn as the mechanism for lead gen.

Section 2: Training Experience & Breakthroughs

6. What impact did Tommy's training have on your development as a producer and leader?

I have about 20 years of Sales experience. So selling Life Insurance was new. Each industry is new and having the training system was nice to understand "the process".

Everything needs a Sales Process.

7. Which elements of the training made the most significant difference for you?

Learning about the difference between Term and Whole Life in order to teach people as well as the correlation with death benefits. Also, how to make money with Life Insurance

Section 3: Results & Achievements

8. What were your production numbers in your first year compared to now? (Optional: ALP, team size, income milestones)

I've qualified for convention each year. Cannot recall production, however as I move along in leadership, the focus has shifted to team production. We just had our biggest month as a team to date.

9. How has this business changed your life (financially, personally, family, lifestyle)?

This business has changed my life as I've had the opportunity to go to Hawaii and go on trips I never would have otherwise and my income has more stability.

Section 4: Leadership & Legacy

10. What motivates you to lead and train others now that you've reached top producer status?

What motivates me is helping others "get it" and begin helping them do well for themselves and putting them into a position of financial independence. I enjoy seeing other see success rather than myself. The only reason I produce is to show others how to do it to help them.

11. What advice would you give to a new agent just starting in this business?

Focus on showing up everyday and putting in the calls. More conversations with people will lead to applications sent to home office. Regardless of the way you feel trust in the process and just lean in the direction of activity. Your career will take off!

12. If someone is hesitant or doubting whether they can achieve similar results, what would you say to them?

Focus on showing up everyday and putting in the calls. More conversations with people will lead to applications sent to home office. Regardless of the way you feel trust in the process and just lean in the direction of activity. Your career will take off!

Section 5: Closing Thoughts

13. In one sentence, what does Tommy’s mentorship and this opportunity mean to you?

I would like to make RGA in 2026 and eventually SGA Partnership in the future with the Vena Organization. This opportunity means that I myself could become a Millionaire someday. As long as I show up, put in the work, and keep leaning in that direction, it will happen.

14. Would you be willing to allow us to quote your answers in recruiting and marketing materials?


Yes No

Authorization to Use Testimonial

I authorize the Vena Organization and Thomas Vena to use my responses to the “Top Producer Testimonial” questionnaire, as well as any name, title, company name, image, or likeness I provide, in marketing and recruiting materials, including print, digital, social media, email, presentations, and the company website. I grant a royalty-free, worldwide, perpetual license to use, reproduce, adapt for length/clarity (without changing the intended meaning), publish, and distribute my testimonial. I confirm the statements are truthful and reflect my own experience. I understand I may request cessation of future use by written notice to Thomas Vena; this will not affect materials already produced or distributed.

Approval options (check one):

- Use my name, title, and company
- Use my testimonial anonymously (no name or company shown)

Signature:  _____ Date: 11/4/2025 / _____

Printed Name: Chris Gellings

Title / Role: Master General Agent

Company: Vena Organization

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