

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:

Sasha Oakes

2. Current Role/Title:

RGA

3. When did you start working with Tommy?

2021

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

What initially attracted me to this business was the opportunity to be compensated based directly on my performance. As an athlete — and the wife of a former athlete and coach — that mindset of earning through effort, discipline, and results is how we've always approached everything in life. The residual income component was als

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.

Before beginning this journey in the insurance industry, I worked as a District Supervisor for LA Fitness, helping oversee more than 30 clubs nationwide. Salary of about \$60,000. When I had my first son, I transitioned into entrepreneurship and built my own business in the luxury resale market. It was successful for several years, profiting about \$100,000, but when the pandemic hit, the ROI shifted dramatically, and I realized I needed to pivot into an opportunity with long-term stability and scalability. Now I am on track to about \$300,000 this year and hope to double in 2026.

Section 2: Training Experience & Breakthroughs

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

It helped me understand how to run my business with structure, consistency, and accountability. The training elevated the way I coach, the way I plan, and the level of standards I hold myself and my team to. It helped me shift from thinking like an agent to thinking like an owner. Because of that training, I became more intentional.

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

The training taught me to think like a leader, not a producer—to coach behavior, not just results, develop others, set daily standards with consistent follow-up, and manage like an owner rather than an agent.

Section 3: Results & Achievements

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

First year as an agent, I wrote about \$227,000 net alp and was a top rookie producer and presidents club member. My income was about \$167,000 my first year as an agent.

Now, I am a RGA. My alp is more driven by my team and have over 1 million alp as an agency year to date.

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

It's given me the freedom to earn based on my effort and performance, which has created stability and growth that wasn't possible in my previous roles. Personally, I feel more in control of my time and my future, and for my family, it has provided flexibility, security, and the ability to enjoy life without financial stress. We've been able to make upgrades and investments, like purchasing a Range Rover, that reflect the 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 to train others to become top producers is the opportunity to create leaders, not just agents. Seeing someone grow, take ownership of their business, and achieve results they once thought were impossible is incredibly rewarding. I'm driven by the idea of duplicating success.

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

Focus on Activity, Not Results at First. Think Like a Leader from Day One. Master the Basics Before Anything Else. Build Your Personal Pipeline. Develop a Coachable Mindset.

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

Results aren't about luck or talent, they're about consistent action, following a proven system, and being coachable. If you commit to the process, do the work every day, and apply what top producers are doing, you can absolutely achieve similar results. It's not about being someone else—it's about being the best version of yourself in this business.

Section 5: Closing Thoughts

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

Tommy's mentorship means everything, having a coach who shows me not just how to succeed personally, but how to develop others, lead with confidence, and create a lasting business for my family.

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: Signed by: Sasha Oakes Date: 11/14/2025 / /
20942082007211
 Printed Name: Sasha Oakes
 Title / Role: RGA
 Company: AIL
 Email / Phone: 4,129,797,647.00 soakes@venaorganization.com

