

Agent	Channel	Subm Policy Count	Iss Policy Count	New Member Count	Life Production Credit	Production Credit
BRADLEY PUTNAM	Independent Agency	21.00	20.00	3.00	2,524.59	35,096.68
DEAN WATERS	Independent Agency	2.00	2.00	2.00	17,906.16	17,906.16
STEVE ERNST	Independent Agency	6.00	6.00	-	704.50	16,584.13
MICHAEL BROWN	Independent Agency	12.00	5.00	-	9,176.92	15,170.04
JANE ZELLER	Independent Agency	11.00	9.00	3.00	12,311.36	12,311.36
MITCHELL JACOBSON	Independent Agency	17.00	14.00	14.00	10,111.98	10,111.98
WHITNEY YANG	Independent Agency	16.00	12.00	11.00	8,421.07	8,421.07
SAMANTHA LEWIN	Independent Agency	2.00	3.00	2.00	3,070.17	8,254.80
CHIA YANG	Independent Agency	8.00	7.00	5.00	8,236.75	8,236.75
CARRIE BAETEN	Independent Agency	24.00	10.50	7.50	8,120.27	8,120.27
ONG VANG	Independent Agency	5.00	4.00	4.00	7,628.60	7,628.60
TIMOTHY BOTHE	Independent Agency	5.00	4.00	4.00	6,630.25	6,630.25
RANDALL KOLARIK	Independent Agency	13.00	8.00	3.00	6,080.25	6,080.25
PAUL FRITCH	Independent Agency	7.00	5.00	5.00	6,071.66	6,071.66
MARIAH BAGGS	Independent Agency	2.00	2.00	2.00	-	5,554.39
AMANDA OLDENBURG	Independent Agency	6.00	6.00	1.00	162.47	5,544.62
STEVEN MASKIL	Independent Agency	7.00	7.00	7.00	5,492.40	5,492.40
TERI SONSALLA	Independent Agency	12.00	10.00	10.00	5,169.17	5,169.17
MICHELLE YANG	Independent Agency	2.00	3.00	3.00	4,491.75	4,491.75
BENJAMIN LAPINSKI	Independent Agency	6.00	3.00	3.00	4,434.08	4,434.08
DALBERT STEELE	Independent Agency	7.00	5.00	4.00	4,394.25	4,394.25
PAUL MILLER	Independent Agency	3.00	3.00	3.00	4,350.69	4,350.69
CHARLENE MCCOY	Independent Agency	11.00	8.00	6.00	4,254.35	4,254.35
JAMES SHUTE	Independent Agency	1.00	1.00	1.00	4,234.80	4,234.80
JACK BRAUKER	Independent Agency	4.00	2.00	2.00	4,064.20	4,064.20
GARY LINCOLN	Independent Agency	2.00	2.00	2.00	3,860.10	3,860.10
BRIAN LEMIEUX	Independent Agency	6.00	4.00	1.00	3,824.00	3,824.00
CHUEYA HER	Independent Agency	3.00	2.00	2.00	3,781.00	3,781.00
JAY REDFERN	Independent Agency	4.00	5.00	5.00	3,585.00	3,585.00
PAYENG LEE	Independent Agency	7.00	3.00	3.00	3,441.25	3,441.25
JASON WOYTAL	Independent Agency	12.00	6.00	5.00	2,419.15	3,389.82
JANA MCKINNEY	Independent Agency	4.00	4.00	4.00	2,956.65	2,956.65
PERRY BANKS	Independent Agency	4.00	2.00	2.00	2,839.90	2,839.90
RUSSELL CHAISSON	Independent Agency	7.00	2.00	2.00	2,735.64	2,735.64
DEBRA LARKIN	Independent Agency	5.00	3.00	2.00	2,654.28	2,654.28
JOHNNY NEWSOM	Independent Agency	7.00	2.00	2.00	2,626.14	2,626.14
THELMER FRAZIER	Independent Agency	1.00	1.00	1.00	2,617.75	2,617.75
CHOUA HER	Independent Agency	2.00	2.00	2.00	2,512.75	2,512.75
JOSEPH SWIDERSKI	Independent Agency	3.00	2.00	2.00	2,402.70	2,402.70
ELIZABETH MISCHKE	Independent Agency	6.00	4.00	1.00	2,349.90	2,349.90
MAISEE VANG	Independent Agency	1.00	1.00	1.00	2,285.50	2,285.50
LUANNE GOTZ	Independent Agency	3.00	2.00	1.00	2,172.92	2,172.92
ERIC BROWN	Independent Agency	1.00	1.00	1.00	2,103.80	2,103.80
CHUE YANG	Independent Agency	4.00	2.00	2.00	2,044.75	2,044.75
ROGER WATERHOUSE	Independent Agency	6.00	2.00	1.00	2,036.50	2,036.50
ANDRZEJ SERTLER	Independent Agency	10.00	1.00	-	1,984.00	1,984.00
MARK MILLETT	Independent Agency	4.00	1.00	1.00	1,921.40	1,921.40
RYAN WARDEN	Independent Agency	1.00	4.00	4.00	1,852.23	1,852.23
ROBERT FIRCHOW	Independent Agency	2.00	2.00	1.00	1,813.00	1,813.00
RYAN RAEDER	Independent Agency	4.00	3.00	2.00	1,802.25	1,802.25
KARL SCOTT	Independent Agency	2.00	1.00	1.00	1,706.52	1,706.52
YOUA VANG	Independent Agency	1.00	1.00	1.00	1,676.75	1,676.75
FRANK MOONEY	Independent Agency	1.00	1.00	1.00	1,673.85	1,673.85
GLENDON WOLFE	Independent Agency	1.00	1.00	1.00	1,547.50	1,547.50
DOUA CHANG	Independent Agency	3.00	1.00	1.00	1,452.25	1,452.25
JOSEPH CORDOVA	Independent Agency	4.00	2.00	1.00	1,424.88	1,424.88
AMANDA CARRILLO	Independent Agency	2.00	2.00	1.00	1,371.50	1,371.50
WILLIAM GARRETT	Independent Agency	6.00	2.00	2.00	1,360.00	1,360.00
STEPHEN RUNDE	Independent Agency	3.00	3.00	3.00	1,333.46	1,333.46
GARY COCKERAM	Independent Agency	1.00	1.00	1.00	1,328.88	1,328.88
HELEN HOBSON	Independent Agency	1.00	1.00	1.00	1,306.62	1,306.62
MAI YANG	Independent Agency	3.00	1.00	1.00	1,296.00	1,296.00
BECKY HELMBERGER	Independent Agency	2.00	1.00	1.00	1,295.21	1,295.21
ALICIA CHANG	Independent Agency	1.00	1.00	1.00	1,255.50	1,255.50
JOSEPH GUILLORY	Independent Agency	1.00	1.00	-	1,230.75	1,230.75
LISA KOERNER	Independent Agency	4.00	5.00	2.00	1,204.15	1,204.15

RICHARD KURIGER	Independent Agency	1.00	1.00	1.00	1,152.75	1,152.75
DAVID LANGE	Independent Agency	3.00	1.00	1.00	1,138.75	1,138.75
SCOTT LUNSFORD	Independent Agency	1.00	1.00	1.00	1,102.10	1,102.10
KEITH SANDERS	Independent Agency	1.00	1.00	1.00	1,075.90	1,075.90
TRACEY LUMPKIN	Independent Agency	0.00	1.00	1.00	1,057.25	1,057.25
KIMBERLEIGH BAILEY	Independent Agency	3.00	1.00	1.00	1,053.75	1,053.75
DIANE ROOK-JOHNSON	Independent Agency	5.00	4.00	1.00	1,031.25	1,031.25
LOIS ROOD	Independent Agency	1.00	1.00	-	1,026.50	1,026.50
ORLAND STEINMETZ	Independent Agency	1.00	1.00	1.00	1,004.00	1,004.00
ANDREW DAVIS	Independent Agency	5.00	2.00	1.00	956.42	956.42
TERIN SMITH BANGERT	Independent Agency	1.00	1.00	1.00	930.30	930.30
MAYING THAO	Independent Agency	3.00	3.00	3.00	831.90	831.90
KYLE SITTLER	Independent Agency	2.00	1.00	1.00	820.60	820.60
THADDEUS PITTS	Independent Agency	2.00	1.00	1.00	813.99	813.99
GALEN ORR	Independent Agency	1.00	1.00	1.00	683.00	683.00
ROBERT STURGIS	Independent Agency	0.00	2.00	2.00	665.00	665.00
JAMES WILLIAMS	Independent Agency	2.00	1.00	1.00	653.55	653.55
DEREK PIERCE	Independent Agency	1.00	1.00	1.00	652.80	652.80
DAVID HUTT	Independent Agency	3.00	1.00	1.00	644.10	644.10
GERALD GERSCHMAN	Independent Agency	1.00	1.00	1.00	639.49	639.49
NANCY KEEN	Independent Agency	1.00	1.00	-	561.95	561.95
OWEN ROSEN	Independent Agency	1.00	1.00	1.00	558.60	558.60
HARRY DORMAN	Independent Agency	3.00	2.00	2.00	548.12	548.12
SCOTT OLIVA	Independent Agency	2.00	2.00	2.00	537.60	537.60
PHILLIP INGRAM	Independent Agency	1.00	1.00	1.00	490.80	490.80
KAREN VANDENBUSCH	Independent Agency	0.00	0.50	0.50	457.50	457.50
ANNETTE TREVINO	Independent Agency	1.00	1.00	1.00	444.35	444.35
ROGER HARRIS	Independent Agency	2.00	1.00	1.00	433.50	433.50
MARIA FRY	Independent Agency	3.00	1.00	1.00	348.89	348.89
SCOTT WILLIAMS	Independent Agency	7.00	1.00	1.00	281.52	281.52
DON BOOZER	Independent Agency	0.00	-	-	-	-
DAVID FRITZ	Independent Agency	0.00	-	-	-	-
LEVI HUNCOVSKY	Independent Agency	0.00	-	-	-	-
RANDY KOLARIK	Independent Agency	0.00	-	-	-	-
KANSAS LIFE INSURANCE	Independent Agency	0.00	-	-	-	-
JOHN LIGHT	Independent Agency	0.00	-	-	-	-
DAWN NELSON	Independent Agency	0.00	-	-	-	-
JAROD POWELL	Independent Agency	0.00	-	-	-	-
ROBERT SWANSON	Independent Agency	0.00	-	-	-	-
KAYING VACE	Independent Agency	0.00	-	-	-	-
DANIEL ZEIGER	Independent Agency	3.00	-	-	-	-
COLTON KISSINGER	Independent Agency	0.00	(1.00)	(1.00)	(573.00)	(573.00)
HOME OFFICE	Home Office	18.00	15.00	4.00	8,724.08	46,380.82
TOTAL	Independent Agency	434.00	300.00	210.00	265,876.38	375,069.81
MARIO MEJIA	Direct Distribution	15.00	10.00	2.00	22,129.52	22,129.52
RACHEL HUNTER	Direct Distribution	22.00	15.00	11.00	12,478.94	12,478.94
TOTAL	Direct Distribution	37.00	25.00	13.00	34,608.46	34,608.46