

Agent	Channel	Iss Policy Count	New Member Count	Life Production Credit	Production Credit
SAMANTHA LEWIN	Independent Agents	34.00	9.00	12,707.91	78,332.56
BRADLEY PUTNAM	Independent Agents	30.00	3.00	2,524.59	68,463.69
JANE ZELLER	Independent Agents	19.00	3.00	15,238.38	47,807.37
MICHAEL BROWN	Independent Agents	10.00	1.00	26,012.28	32,005.40
WHITNEY YANG	Independent Agents	17.00	15.00	15,676.47	30,150.57
RANDALL KOLARIK	Kolarik	16.00	6.00	24,806.70	24,806.70
STEVE ERNST	Independent Agents	12.00	4.00	6,712.54	23,396.45
CARRIE BAETEN	BAETEN	24.50	20.50	18,359.75	18,359.75
KAITLYNN REEDER	Independent Agents	3.00	1.00	-	15,000.00
ROBERT FIRCHOW	Firchow	11.00	4.00	6,337.02	14,983.56
CHIA YANG	Independent Agents	16.00	12.00	14,643.54	14,643.54
MITCHELL JACOBSON	Final Expense Brokerage	19.00	19.00	13,821.78	13,821.78
AMANDA OLDENBURG	Independent Agents	13.00	5.00	1,953.97	12,073.14
RUSSELL CHAISSON	Final Expense Brokerage	9.00	9.00	11,845.74	11,845.74
DEAN WATERS	MOAN - Ederlife Group	1.50	1.50	9,656.21	9,656.21
ONG VANG	Rohrer and Associates Marketing Group LLC	5.00	5.00	8,854.10	8,854.10
PAUL FRITCH	Harris	7.00	7.00	8,513.42	8,513.42
MICHELLE YANG	Prosperity Financial Services Inc	7.00	7.00	8,323.75	8,323.75
SCOTT MOAN	Moan Agency - Elder Life Group	0.50	0.50	8,249.96	8,249.96
TIMOTHY BOTHE	The Producers Network	5.00	5.00	7,848.92	7,848.92
DALBERT STEELE	Steele Agency	8.00	6.00	7,404.60	7,404.60
PAYENG LEE	Prosperity Financial Services Inc	6.00	6.00	7,289.25	7,289.25
ANDRZEJ SERTLER	Sertler Agency	7.00	6.00	7,060.00	7,060.00
JACK BRAUKER	Independent Agents	4.00	4.00	6,746.61	6,746.61
TERI SONSALLA	H & S Financial Services	13.00	13.00	6,593.36	6,593.36
STEVEN MASKIL	Kansas Life Insurance Agency LLC	8.00	8.00	6,073.81	6,073.81
LISA KOERNER	WI Medical Society Insurance Services, Inc.	7.00	2.00	1,204.15	6,003.75
ROGER WATERHOUSE	Final Expense Brokerage	5.00	4.00	5,818.41	5,818.41
JAY REDFERN	TIC Inc.	7.00	7.00	5,814.83	5,814.83
ELIZABETH MISCHKE	Kolarik	10.00	6.00	5,743.20	5,743.20
CHOUA HER	Prosperity Financial Services Inc	3.00	3.00	5,651.15	5,651.15
MARY KRUEGER	WI Medical Society Insurance Services, Inc.	2.00	-	-	5,599.99
MARIAH BAGGS	Independent Agents	2.00	2.00	-	5,554.39
CHARLENE MCCOY	Independent Agents	10.00	7.00	5,450.25	5,450.25
PERRY BANKS	Final Expense Brokerage	5.00	5.00	5,253.00	5,253.00
KIMBERLEIGH BAILEY	The Producers Network	5.00	5.00	5,058.92	5,058.92
MARK MILLETT	The Producers Network	5.00	5.00	4,533.68	4,533.68
CHUE YANG	Prosperity Financial Services Inc	3.00	3.00	4,434.50	4,434.50
BENJAMIN LAPINSKI	Rohrer and Associates Marketing Group LLC	3.00	3.00	4,434.08	4,434.08
LIZA CABALLERO	Caballero Agency	2.00	2.00	4,360.46	4,360.46
PAUL MILLER	Independent Agents	3.00	3.00	4,350.69	4,350.69
JAMES SHUTE	Don Boozer & Associates	1.00	1.00	4,234.80	4,234.80
JASON WOYTAL	Independent Agents	8.00	7.00	3,155.19	4,125.86
GILBERT LOVELY	Don Boozer & Associates	3.00	3.00	4,108.25	4,108.25
JAMES DINGELDEIN	TIC Inc.	4.00	4.00	4,072.80	4,072.80
DEBRA LARKIN	TIC Inc.	5.00	4.00	3,883.68	3,883.68
BRIAN LEMIEUX	Independent Agents	4.00	1.00	3,824.00	3,824.00
CHUEYA HER	Prosperity Financial Services Inc	2.00	2.00	3,781.00	3,781.00
HELEN HOBSON	Kansas Life Insurance Agency LLC	3.00	3.00	3,764.81	3,764.81
JESSE SCHULTE	Kansas Life Insurance Agency LLC	1.00	1.00	3,756.60	3,756.60
LARRY RUFF	TIC Inc.	4.00	3.00	3,708.75	3,708.75
DAVID LANGE	Independent Agents	2.00	1.00	1,138.75	3,388.75
YOUA VANG	Nexvision Financial Group	2.00	2.00	3,353.50	3,353.50
BECKY HELMBERGER	Independent Agents	2.00	1.00	3,248.09	3,248.09
DANIEL ZEIGER	Zeiger Agency	5.00	5.00	2,936.21	3,011.21
JANA MCKINNEY	HUNCOVSKY	4.00	4.00	2,956.65	2,956.65
PHILLIP INGRAM	Rohrer and Associates Marketing Group LLC	3.00	2.00	2,874.15	2,874.15
JOHNNY NEWSOM	The Producers Network	3.00	3.00	2,860.44	2,860.44
JOSEPH GUILLORY	HUNCOVSKY	2.00	1.00	2,680.35	2,680.35
THELMER FRAZIER	Frank Mooney - Insurance Services	1.00	1.00	2,617.75	2,617.75
ORLAND STEINMETZ	Inspire Medicare LLC	3.00	3.00	2,432.35	2,432.35
RYAN WARDEN	Kansas Life Insurance Agency LLC	5.00	5.00	2,429.04	2,429.04
MAI YANG	Prosperity Financial Services Inc	2.00	2.00	2,419.25	2,419.25
JAMES WILLIAMS	The Producers Network	2.00	2.00	2,405.75	2,405.75
JOSEPH SWIDERSKI	Final Expense Brokerage	2.00	2.00	2,402.70	2,402.70
NHIATENG HERR	SmartFinancial Solutions LLC	2.00	2.00	2,319.00	2,319.00
DIANE ROOK-JOHNSON	Independent Agents	7.00	3.00	2,310.25	2,310.25

MAISEE VANG	Prosperity Financial Services IncProduction Cre	1.00	1.00	2,285.50	2,285.50
DOUA CHANG	Independent Agents	2.00	2.00	2,180.25	2,180.25
LUANNE GOTZ	TIC Inc.	2.00	1.00	2,172.92	2,172.92
WILLIAM GARRETT	Independent Agents	4.00	3.00	2,150.00	2,150.00
ERIC BROWN	Final Expense Brokerage	1.00	1.00	2,103.80	2,103.80
KELLY WARD	Visionary Inc.	1.00	1.00	2,103.80	2,103.80
RYAN RAEDER	Independent Agents	4.00	3.00	1,963.00	1,963.00
JAMES FOSS	TIC Inc.	2.00	2.00	1,876.65	1,876.65
KYLE CRANK	Kansas Life Insurance Agency LLC	3.00	3.00	1,871.72	1,871.72
YONG THAO	Prosperity Financial Services Inc	1.00	1.00	1,835.75	1,835.75
BRADY DONLEY	HUNCOVSKY	1.00	1.00	1,835.68	1,835.68
DAVID HUTT	The Producers Network	3.00	3.00	1,738.65	1,738.65
KARL SCOTT	Final Expense Brokerage	1.00	1.00	1,706.52	1,706.52
JERRY MURPHY	Final Expense Brokerage	3.00	3.00	1,679.78	1,679.78
FRANK SMITH IV	The Producers Network	1.00	1.00	1,676.75	1,676.75
FRANK MOONEY	Frank Mooney - Insurance Services, Inc.	1.00	1.00	1,673.85	1,673.85
KYLE SITTLER	Kansas Life Insurance Agency LLC	3.00	3.00	1,622.15	1,622.15
AMANDA CARRILLO	Kansas Life Insurance Agency LLC	3.00	2.00	1,575.73	1,575.73
KRYSTIAN DROZDZ	Sertler Agency	1.00	1.00	1,568.00	1,568.00
GLENDON WOLFE	Don Boozer & Associates	1.00	1.00	1,547.50	1,547.50
CHRIS LIGHT	The Producers Network	1.00	1.00	1,528.00	1,528.00
ANDREW DAVIS	The Producers Network	3.00	2.00	1,471.42	1,471.42
JOSEPH CORDOVA	Cordova Agency Inc.	2.00	1.00	1,424.88	1,424.88
TERRY HALL	The Producers Network	1.00	1.00	1,395.70	1,395.70
MATTHEW SCHERNIKAU	FIRCHOW	1.00	1.00	1,386.00	1,386.00
STEPHEN RUNDE	TIC Inc.	3.00	3.00	1,333.46	1,333.46
GARY COCKERAM	Independent Agents	1.00	1.00	1,328.88	1,328.88
ALVA PAINE	HUNCOVSKY	1.00	1.00	1,326.15	1,326.15
CHAD WARE	Augsburger & Associates, LLC	2.00	2.00	1,255.85	1,255.85
ALICIA CHANG	Life Financial Partners Brokerage	1.00	1.00	1,255.50	1,255.50
RICHARD KURIGER	Final Expense Brokerage	1.00	1.00	1,152.75	1,152.75
DANNY CLARKSON	Clarkson Insurance Agency	1.00	1.00	1,102.10	1,102.10
SCOTT LUNSFORD	Final Expense Brokerage	1.00	1.00	1,102.10	1,102.10
FRANK SMITH	The Producers Network	1.00	1.00	1,095.25	1,095.25
KEITH SANDERS	Sanders Insurance	1.00	1.00	1,075.90	1,075.90
TRACEY LUMPKIN	Don Boozer & Associates	1.00	1.00	1,057.25	1,057.25
JONATHAN GARDOW	TIC Inc.	2.00	2.00	1,055.75	1,055.75
LOIS ROOD	FIRCHOW	1.00	-	1,026.50	1,026.50
BERT GOLDBERG	The Producers Network	1.00	1.00	989.40	989.40
RICK BONINE	Final Expense Brokerage	2.00	1.00	956.79	956.79
GARY LINCOLN	Final Expense Brokerage	1.00	1.00	953.00	953.00
CODY HANKE	Independent Agents	1.00	1.00	938.92	938.92
JOSE GUERRERO	The Producers Network	1.00	1.00	930.30	930.30
TERIN SMITH BANGERT	Cafourek	1.00	1.00	930.30	930.30
RICK ROSS	Final Expense Brokerage	1.00	1.00	848.94	848.94
PETER MOLITOR	Independent Agents	1.00	1.00	847.20	847.20
MAIYING THAO	Rohrer and Associates Marketing Group LLC	3.00	3.00	831.90	831.90
THADDEUS PITTS	The Producers Network	1.00	1.00	813.99	813.99
SCOTT WILLIAMS	Frank Mooney - Insurance Services	2.00	2.00	809.04	809.04
TERRA CARNELL	Kansas Life Insurance Agency LLC	1.00	1.00	795.52	795.52
JU VANG	Life Financial Partners Brokerage	1.00	1.00	750.75	750.75
KENNETH POSTON	The Producers Network	1.00	1.00	705.25	705.25
SCOTT DANIELS	Independent Agents	1.00	1.00	685.50	685.50
GALEN ORR	The Producers Network	1.00	1.00	683.00	683.00
ROBERT STURGIS	RJS Insurance Services, LLC	2.00	2.00	665.00	665.00
DEREK PIERCE	The Producers Network	1.00	1.00	652.80	652.80
GERALD GERSCHMAN	The Producers Network	1.00	1.00	639.49	639.49
DONALD ROOT	Independent Agents	2.00	2.00	638.10	638.10
NANCY KEEN	TRICOR Inc.	1.00	-	561.95	561.95
OWEN ROSEN	Final Expense Brokerage	1.00	1.00	558.60	558.60
HARRY DORMAN	Medicare Masters LLC	2.00	2.00	548.12	548.12
SCOTT OLIVA	FIRCHOW	2.00	2.00	537.60	537.60
MARK JOHNSON	Final Expense Brokerage	1.00	1.00	482.80	482.80
KAREN VANDENBUSCH	BAETEN	0.50	0.50	457.50	457.50
ANNETTE TREVINO	Don Boozer & Associates	1.00	1.00	444.35	444.35
ROGER HARRIS	HARRIS	1.00	1.00	433.50	433.50
BETH KLISMITH	Klismith Insurance Agency	1.00	-	376.50	376.50
RENEE JENKINS	Independent Agents	1.00	-	-	375.41
WAYNE FREUND	Independent Agents	1.00	1.00	374.99	374.99
STANLEY BLYTHE	Independent Agents	1.00	1.00	370.50	370.50
MARIA FRY	Kansas Life Insurance Agency LLC	1.00	1.00	348.89	348.89

MICHAEL STACEY	Kansas Life Insurance Agency LLC	1.00	1.00	340.68	340.68
SCOTT RICHARDSON	MOAN - Ederlife Group	1.00	1.00	290.00	290.00
BRADLEY PRATT	PRATT	1.00	-	253.40	253.40
JOHN HELMER	Kansas Life Insurance Agency LLC	1.00	1.00	209.48	209.48
HEATHER HEIDTKE	Greater Insurance Service	1.00	1.00	120.00	120.00
DARREN TERRELL	Independent Agents	1.00	-	-	25.00
RANDY AUGSBURGER	Augsburger & Associates, LLC	-	-	-	-
DON BOOZER	Don Boozer & Associates	-	-	-	-
RAUL BRAVO	Independent Agents	-	-	-	-
WALT BUCKHANAN	Visionary Inc.	-	-	-	-
DAVID FRITZ	Rohrer and Associates Marketing Group LLC	-	-	-	-
LEVI HUNCOVSKY	HUNCOVSKY	-	-	-	-
RANDY KOLARIK	Kolarik	-	-	-	-
KANSAS LIFE INSURANCE	KANSAS LIFE INSURANCE	-	-	-	-
JOHN LIGHT	The Producers Network	-	-	-	-
JESSICA LOPEZ	Visionary Inc.	-	-	-	-
GUSTAVO LOZANO	The Producers Network	-	-	-	-
DAWN NELSON	MVP Financial Services, Inc.	-	-	-	-
JAROD POWELL	POWELL	-	-	-	-
ROBERT SWANSON	Final Expense Brokerage	-	-	-	-
KAYING VACE	Nexvision Financial Group	-	-	-	-
COLTON KISSINGER	TIC Inc.	(1.00)	(1.00)	(573.00)	(573.00)
HOME OFFICE	Home Office	24.00	11.00	13,325.81	491.00
TOTAL	Independent Agency	593.00	413.00	500,104.38	741,969.21
MARIO MEJIA	Direct Distribution	21.00	6.00	29,885.17	29,885.17
RACHEL HUNTER	Direct Distribution	19.00	12.00	16,819.58	16,819.58
TOTAL	Direct Distribution	40.00	18.00	46,704.75	46,704.75

*Totals do not include all agents, only producing agents