

Production Credits by Agent

Agent	Channel	Iss Policy Count	New Member Count	Life Production Credit	Production Credit
SAMANTHA LEWIN	Independent Agents	36.00	9.00	12,707.91	80,147.55
BRADLEY PUTNAM	Independent Agents	31.00	3.00	2,524.59	70,963.69
JANE ZELLER	Independent Agents	20.00	3.00	15,238.38	54,007.37
MICHAEL BROWN	Independent Agents	10.00	1.00	26,012.28	32,005.40
WHITNEY YANG	Independent Agents	18.00	16.00	16,454.07	30,928.17
RANDALL KOLARIK	Kolarik	18.00	7.00	25,686.66	25,686.66
STEVE ERNST	Independent Agents	13.00	5.00	6,939.34	23,623.25
CARRIE BAETEN	BAETEN	26.50	22.50	21,011.45	21,011.45
KAITLYNN REEDER	Independent Agents	4.00	1.00	-	20,750.01
CHIA YANG	Independent Agents	19.00	15.00	16,030.29	16,030.29
RUSSELL CHAISSON	Final Expense Brokerage	12.00	12.00	15,115.97	15,115.97
ROBERT FIRCHOW	Firchow	11.00	4.00	6,337.02	15,008.56
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
MICHELLE YANG	Prosperity Financial Services Inc	8.00	8.00	11,210.75	11,210.75
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
ANDRZEJ SERTLER	Sertler Agency	8.00	7.00	8,339.20	8,339.20
SCOTT MOAN	Moan Agency - Elder Life Group	0.50	0.50	8,249.96	8,249.96
MARY KRUEGER	WI Medical Society Insurance Services, Inc.	3.00	-	-	7,869.99
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
TERI SONSALLA	H & S Financial Services	14.00	14.00	6,951.86	6,951.86
JACK BRAUKER	Independent Agents	4.00	4.00	6,746.61	6,746.61
BENJAMIN LAPINSKI	Rohrer and Associates Marketing Group LLC	4.00	4.00	6,489.48	6,489.48
PERRY BANKS	Final Expense Brokerage	6.00	6.00	6,445.20	6,445.20
ROGER WATERHOUSE	Final Expense Brokerage	6.00	5.00	6,109.41	6,109.41
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
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
MARIAH BAGGS	Independent Agents	2.00	2.00	-	5,554.39
DEBRA LARKIN	TIC Inc.	7.00	6.00	5,516.88	5,516.88
CHARLENE MCCOY	Independent Agents	10.00	7.00	5,450.25	5,450.25
LIZA CABALLERO	Caballero Agency	3.00	3.00	5,184.46	5,184.46
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
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
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
JERRY MURPHY	Final Expense Brokerage	4.00	4.00	3,218.03	3,218.03
JANA MCKINNEY	HUNCOVSKY	5.00	5.00	3,201.65	3,201.65
DIANE ROOK-JOHNSON	Independent Agents	8.00	3.00	3,102.25	3,102.25
YONG THAO	Prosperity Financial Services Inc	2.00	2.00	3,015.00	3,015.00
DANIEL ZEIGER	Zeiger Agency	5.00	5.00	2,936.21	3,011.21
THADDEUS PITTS	The Producers Network	2.00	2.00	2,892.69	2,892.69
WILLIAM GARRETT	Independent Agents	5.00	4.00	2,886.00	2,886.00
PHILLIP INGRAM	Rohrer and Associates Marketing Group LLC	3.00	2.00	2,874.15	2,874.15

Production Credits by Agent

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
KRYSTIAN DROZDZ	Sertler Agency	3.00	3.00	2,436.50	2,436.50
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
DANNY CLARKSON	Clarkson Insurance Agency	2.00	2.00	2,339.15	2,339.15
NHIATENG HERR	SmartFinancial Solutions LLC	2.00	2.00	2,319.00	2,319.00
MAISEE VANG	Prosperity Financial Services Inc	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
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
ALAYA LEE	Rohrer and Associates Marketing Group LLC	1.00	1.00	1,835.75	1,835.75
BRADY DONLEY	HUNCOVSKY	1.00	1.00	1,835.68	1,835.68
RICK ROSS	Final Expense Brokerage	2.00	2.00	1,780.64	1,780.64
JOSHUA EDIGER	Kansas Life Insurance Agency LLC	2.00	2.00	1,769.00	1,769.00
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
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
CODY HANKE	Independent Agents	2.00	2.00	1,655.92	1,655.92
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
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
AMBER WULTERKENS	Independent Agents	1.90	-	1,447.93	1,447.93
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
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
BLANCA GONZALEZ	Independent Agents	2.00	2.00	1,089.17	1,089.17
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
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
GUSTAVO LOZANO	The Producers Network	1.00	1.00	909.12	909.12
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
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

Production Credits by Agent

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
JESSICA LOPEZ	Visionary Inc.	1.00	1.00	389.55	389.55
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	-	-	-	-
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	25.00	12.00	15,252.23	52,938.97
<b>TOTAL</b>	<b>Independent Agency</b>	<b>640.90</b>	<b>451.00</b>	<b>539,508.31</b>	<b>850,454.69</b>
MARIO MEJIA	Direct Distribution	24.00	6.00	33,955.95	33,955.95
RACHEL HUNTER	Direct Distribution	18.00	12.00	16,660.09	16,660.09
<b>TOTAL</b>	<b>Direct Distribution</b>	<b>42.00</b>	<b>18.00</b>	<b>50,616.04</b>	<b>50,616.04</b>

\*Totals do not include all agents, only producing agents