

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	33.00	3.00	2,524.59	77,313.68
JANE ZELLER	Independent Agents	21.00	3.00	16,592.87	55,361.86
MICHAEL BROWN	Independent Agents	11.00	2.00	27,212.28	33,205.40
WHITNEY YANG	Independent Agents	20.00	17.00	17,928.07	32,402.17
RANDALL KOLARIK	Kolarik	20.00	9.00	29,360.76	29,360.76
CARRIE BAETEN	BAETEN	33.50	25.50	27,696.71	27,696.71
STEVE ERNST	Independent Agents	13.00	5.00	6,939.34	23,623.25
KAITLYNN REEDER	Independent Agents	5.00	1.00	-	21,375.01
CHIA YANG	Independent Agents	21.00	16.00	18,802.79	18,802.79
MITCHELL JACOBSON	Final Expense Brokerage	28.00	28.00	16,890.44	16,890.44
RUSSELL CHAISSON	Final Expense Brokerage	14.00	14.00	16,246.82	16,246.82
ROBERT FIRCHOW	Firchow	11.00	4.00	6,337.02	15,008.56
AMANDA OLDENBURG	Independent Agents	13.00	5.00	1,953.97	12,073.14
MICHELLE YANG	Prosperity Financial Services Ir	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
DALBERT STEELE	Steele Agency	9.00	7.00	8,958.84	8,958.84
ONG VANG	Rohrer and Associates Marketin	5.00	5.00	8,854.10	8,854.10
PAUL FRITCH	Harris	7.00	7.00	8,513.42	8,513.42
MARY KRUEGER	WI Medical Society Insurance S	4.00	-	525.80	8,395.79
ANDRZEJ SERTLER	Sertler Agency	8.00	7.00	8,339.20	8,339.20
SCOTT MOAN	Moan Agency - Elder Life Grou	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
TERI SONSALLA	H & S Financial Services	15.00	15.00	7,635.49	7,635.49
DEBRA LARKIN	TIC Inc.	10.00	9.00	7,343.98	7,343.98
PAYENG LEE	Prosperity Financial Services Ir	6.00	6.00	7,289.25	7,289.25
JACK BRAUKER	Independent Agents	4.00	4.00	6,746.61	6,746.61
BENJAMIN LAPINSKI	Rohrer and Associates Marketin	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
STEVEN MASKIL	Kansas Life Insurance Agency	8.00	8.00	6,073.81	6,073.81
LISA KOERNER	WI Medical Society Insurance S	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
JAMES DINGELDEIN	TIC Inc.	5.00	5.00	5,749.20	5,749.20
ELIZABETH MISCHKE	Kolarik	10.00	6.00	5,743.20	5,743.20
CHOUA HER	Prosperity Financial Services Ir	3.00	3.00	5,651.15	5,651.15
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
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 Ir	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
BRIAN LEMIEUX	Independent Agents	4.00	1.00	3,824.00	3,824.00
CHUEYA HER	Prosperity Financial Services Ir	2.00	2.00	3,781.00	3,781.00
HELEN HOBSON	Kansas Life Insurance Agency	3.00	3.00	3,764.81	3,764.81
JESSE SCHULTE	Kansas Life Insurance Agency	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

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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 In	2.00	2.00	3,015.00	3,015.00
DANIEL ZEIGER	Zeiger Agency	5.00	5.00	2,936.21	3,011.21
TERRY HALL	The Producers Network	2.00	2.00	2,988.90	2,988.90
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 Marketi	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 Serv	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	5.00	5.00	2,429.04	2,429.04
MAI YANG	Prosperity Financial Services In	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 In	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
ANDREW DAVIS	The Producers Network	4.00	3.00	2,104.78	2,104.78
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
MARIA FRY	Kansas Life Insurance Agency	2.00	2.00	1,878.35	1,878.35
JAMES FOSS	TIC Inc.	2.00	2.00	1,876.65	1,876.65
KYLE CRANK	Kansas Life Insurance Agency	3.00	3.00	1,871.72	1,871.72
ALAYA LEE	Rohrer and Associates Marketi	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	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
JOSE GUERRERO	The Producers Network	2.00	2.00	1,737.15	1,737.15
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 Serv	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	3.00	3.00	1,622.15	1,622.15
AMANDA CARRILLO	Kansas Life Insurance Agency	3.00	2.00	1,575.73	1,575.73
ROGER HARRIS	HARRIS	2.00	2.00	1,561.43	1,561.43
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
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
JARED BAITY	Visionary Inc.	2.00	2.00	1,400.95	1,400.95
MATTHEW SCHERNIKAU	FIRCHOW	1.00	1.00	1,386.00	1,386.00
JESSICA LOPEZ	Visionary Inc.	2.00	2.00	1,379.55	1,379.55
JEFFREY STANLEY	The Producers Network	1.00	1.00	1,377.75	1,377.75
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

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CHAD WARE	Augsburger & Associates, LLC	2.00	2.00	1,255.85	1,255.85
ALICIA CHANG	Life Financial Partners Brokera	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
DOROTHY DECKERT	Kansas Life Insurance Agency	1.00	1.00	984.70	984.70
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
TERIN SMITH BANGERT	Cafourek	1.00	1.00	930.30	930.30
PETER MOLITOR	Independent Agents	1.00	1.00	847.20	847.20
MAIYING THAO	Rohrer and Associates Marketi	3.00	3.00	831.90	831.90
SCOTT WILLIAMS	Frank Mooney - Insurance Serv	2.00	2.00	809.04	809.04
TERRA CARNELL	Kansas Life Insurance Agency	1.00	1.00	795.52	795.52
BRIAN BAUTCH	TIC Inc.	2.00	1.00	794.00	794.00
JU VANG	Life Financial Partners Brokera	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
MICHAEL ARNOLD	Msa Insurance Advisors LLC	1.00	1.00	614.16	614.16
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
TIMOTHY MURPHY	TIC Inc.	1.00	1.00	406.11	406.11
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
MICHAEL STACEY	Kansas Life Insurance Agency	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	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 Marketi	-	-	-	-
LEVI HUNCOVSKY	HUNCOVSKY	-	-	-	-
RANDY KOLARIK	Kolarik	-	-	-	-
KANSAS LIFE INSURANCE	KANSAS LIFE INSURANCE	-	-	-	-
JOHN LIGHT	The Producers Network	-	-	-	-

Production Credits by Agent

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	28.10	13.00	15,252.23	52,963.97
<b>TOTAL</b>	<b>Independent Agency</b>	<b>692.00</b>	<b>488.00</b>	<b>578,193.69</b>	<b>896,140.08</b>
MARIO MEJIA	Direct Distribution	26.00	6.00	36,927.45	36,927.45
RACHEL HUNTER	Direct Distribution	18.00	12.00	16,660.09	16,660.09
<b>TOTAL</b>	<b>Direct Distribution</b>	<b>44.00</b>	<b>18.00</b>	<b>53,587.54</b>	<b>53,587.54</b>

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