

Production Credits by Agent

Agent	Channel	Iss Policy Count	New Member Count	Life Production Credit	Production Credit
SAMANTHA LEWIN	Independent Agents	39.00	9.00	12,707.91	96,747.55
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	12.00	3.00	27,881.28	33,874.40
WHITNEY YANG	Independent Agents	20.00	17.00	17,928.07	32,402.17
CARRIE BAETEN	BAETEN	35.50	25.50	30,991.21	30,991.21
RANDALL KOLARIK	Kolarik	20.00	9.00	29,360.76	29,360.76
STEVE ERNST	Independent Agents	14.00	5.00	7,656.34	24,340.25
CHIA YANG	Independent Agents	22.00	16.00	22,531.79	22,531.79
KAITLYNN REEDER	Independent Agents	5.00	1.00	-	21,375.01
ROBERT FIRCHOW	Firchow	13.00	6.00	6,337.02	18,138.56
RUSSELL CHAISSON	Final Expense Brokerage	15.00	15.00	17,381.82	17,381.82
MITCHELL JACOBSON	Final Expense Brokerage	28.00	28.00	16,890.44	16,890.44
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
MARY KRUEGER	WI Medical Society Insurance S	5.00	-	525.80	9,855.77
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
DANNY CLARKSON	Clarkson Insurance Agency	3.00	3.00	8,675.15	8,675.15
PAUL FRITCH	Harris	7.00	7.00	8,513.42	8,513.42
GILBERT LOVELY	Don Boozer & Associates	6.00	6.00	8,371.75	8,371.75
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
TERI SONSALLA	H & S Financial Services	16.00	16.00	8,032.27	8,032.27
TIMOTHY BOTHE	The Producers Network	5.00	5.00	7,848.92	7,848.92
DEBRA LARKIN	TIC Inc.	10.00	9.00	7,343.98	7,343.98
STEVEN MASKIL	Kansas Life Insurance Agency	11.00	11.00	7,317.98	7,317.98
PAYENG LEE	Prosperity Financial Services Ir	6.00	6.00	7,289.25	7,289.25
CHARLENE MCCOY	Independent Agents	12.00	9.00	7,157.85	7,157.85
JAMES DINGELDEIN	TIC Inc.	6.00	6.00	6,920.60	6,920.60
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
ROGER WATERHOUSE	Final Expense Brokerage	6.00	5.00	6,425.96	6,425.96
LISA KOERNER	WI Medical Society Insurance S	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
ANDREW DAVIS	The Producers Network	8.00	7.00	5,701.58	5,701.58
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
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
JANA MCKINNEY	HUNCOVSKY	6.00	6.00	4,368.75	4,368.75
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
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

Production Credits by Agent

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
JAMES FOSS	TIC Inc.	3.00	3.00	3,640.95	3,640.95
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
DIANE ROOK-JOHNSON	Independent Agents	8.00	3.00	3,102.25	3,102.25
YONG THAO	Prosperity Financial Services Ir	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 Ir	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
MAISEE VANG	Prosperity Financial Services Ir	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
JOSHUA EDIGER	Kansas Life Insurance Agency	3.00	3.00	1,996.00	1,996.00
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
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
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
BLANCA GONZALEZ	Independent Agents	3.00	3.00	1,348.57	1,348.57
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

Production Credits by Agent

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
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 Marketing	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	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 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
STANLEY BLYTHE	Independent Agents	2.00	2.00	621.50	621.50
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
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 Marketing	-	-	-	-
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	28.20	13.00	15,252.23	52,971.47
TOTAL	Independent Agency	725.10	513.00	610,730.78	949,874.65
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
TOTAL	Direct Distribution	44.00	18.00	53,587.54	53,587.54

*Totals do not include all agents, only producing agents