

Pending Policies as of 1/16/2023

| <u>Policy Number</u> | <u>Agency</u> | <u>Policy Count</u> | <u>New Member Count</u> | <u>Average Days Pending</u> | <u>VOLUME</u> | <u>Premium</u> | <u>Cash With App</u> | <u>AFYC</u> | <u>Prod Credit</u> |
|----------------------|---------------|---------------------|-------------------------|-----------------------------|---------------|----------------|----------------------|-------------|--------------------|
| CAROLYN BAETEN       | INDEPENDENT   | 5                   | 3.00                    | 22.80                       | 975,000       | 3,640.75       | 39.11                | 2,621.34    | 3,640.75           |
| GEORGE BODUCH        | INDEPENDENT   | 1                   | 1.00                    | 6.00                        | 10,000        | 558.60         | 0.00                 | 575.36      | 558.60             |
| MICHAEL BROWN        | INDEPENDENT   | 3                   | 0.00                    | 34.00                       | 125,000       | 24,256.75      | 0.00                 | 5,494.81    | 5,037.93           |
| JOSEPH CORDOVA       | INDEPENDENT   | 1                   | 0.00                    | 11.00                       | 125,000       | 2,401.08       | 200.00               | 1,920.86    | 2,401.08           |
| SHANNON DAUGHERTY    | INDEPENDENT   | 1                   | 1.00                    | 12.00                       | 25,000        | 227.50         | 0.00                 | 113.75      | 227.50             |
| ROBERT FIRCHOW       | INDEPENDENT   | 1                   | 0.00                    | 138.00                      | 250,000       | 133,143.00     | 0.00                 | 13,314.30   | 13,314.30          |
| WILLIAM GARRETT      | INDEPENDENT   | 1                   | 0.00                    | 7.00                        | 50,000        | 706.50         | 60.22                | 727.70      | 706.50             |
| DAVID KONSELLA       | INDEPENDENT   | 1                   | 1.00                    | 13.00                       | 50,000        | 555.50         | 0.00                 | 544.39      | 555.50             |
| STEVEN MASKIL        | INDEPENDENT   | 1                   | 1.00                    | 35.00                       | 7,500         | 1,058.78       | 91.05                | 1,090.54    | 1,058.78           |
| CHARLENE MCCOY       | INDEPENDENT   | 1                   | 1.00                    | 10.00                       | 24,000        | 709.68         | 0.00                 | 801.94      | 709.68             |
| MATTHEW SCHERNIKAU   | INDEPENDENT   | 1                   | 1.00                    | 42.00                       | 500,000       | 776.25         | 0.00                 | 683.10      | 776.25             |

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|----------------------|--------------------|---------------------|-------------------------|-----------------------------|------------------|-------------------|----------------------|------------------|--------------------|
| ANDRZEJ SERTLER      | INDEPENDENT        | 2                   | 1.00                    | 18.00                       | 350,000          | 1,919.50          | 0.00                 | 1,458.09         | 1,919.50           |
| KYLE SITTLER         | INDEPENDENT        | 1                   | 1.00                    | 20.00                       | 25,000           | 1,090.00          | 0.00                 | 1,351.60         | 1,090.00           |
| CHRISTY SNIDER       | INDEPENDENT        | 4                   | 3.00                    | 13.50                       | 89,999           | 1,977.85          | 152.10               | 2,037.19         | 1,977.85           |
| DEAN WATERS          | INDEPENDENT        | 1                   | 0.50                    | 11.00                       | 5,000            | 157.25            | 0.00                 | 161.97           | 157.25             |
| <b>Totals for:</b>   | <b>INDEPENDENT</b> | <b>25</b>           | <b>14.50</b>            | <b>24.44</b>                | <b>2,611,499</b> | <b>209,158.09</b> | <b>542.48</b>        | <b>32,896.94</b> | <b>157.25</b>      |
| ZACHARY DUBY         | DIRECT             | 1                   | 1.00                    | 20.00                       | 100,000          | 262.00            | 0.00                 | 183.40           | 262.00             |
| RACHEL HUNTER        | DIRECT             | 3                   | 3.00                    | 12.00                       | 325,000          | 1,270.00          | 53.85                | 801.20           | 1,270.00           |
| DARREN PITZNER       | DIRECT             | 2                   | 2.00                    | 28.00                       | 30,000           | 2,314.80          | 0.00                 | 1,620.36         | 2,314.80           |
| HALEY SAMS           | DIRECT             | 7                   | 7.00                    | 16.86                       | 86,500           | 5,008.54          | 0.00                 | 3,581.12         | 5,008.54           |
| KRISTIAUNA THOMAS    | DIRECT             | 4                   | 4.00                    | 25.00                       | 300,000          | 1,881.96          | 0.00                 | 1,317.37         | 1,881.96           |
| <b>Totals for:</b>   | <b>DIRECT</b>      | <b>17</b>           | <b>31.50</b>            | <b>19.41</b>                | <b>841,500</b>   | <b>11,293.30</b>  | <b>53.85</b>         | <b>7,503.45</b>  | <b>1,881.96</b>    |

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|----------------------|--------------------------------|---------------------|-------------------------|-----------------------------|------------------|-------------------|----------------------|------------------|--------------------|
| SAMANTHA CLEMINS     | RUTTENAGENCY                   | 1                   | 0.00                    | 28.00                       | 150,000          | 202.50            | 17.21                | 141.75           | 202.50             |
| STEVEN ERNST         | RUTTENAGENCY                   | 1                   | 1.00                    | 33.00                       | 25,000           | 597.75            | 0.00                 | 490.16           | 597.75             |
| BETTERLIFE           | HOME OFFICE                    | 1                   | 0.00                    | 28.00                       | 10,000           | 158.10            | 0.00                 | 110.67           | 158.10             |
| DAVID LANGE          | RUTTENAGENCY                   | 2                   | 2.00                    | 89.00                       | 100,000          | 1,043.50          | 53.00                | 730.45           | 1,043.50           |
| RYAN RAEDER          | RUTTENAGENCY                   | 2                   | 1.00                    | 68.00                       | 345,771          | 35,680.45         | 97.47                | 2,897.68         | 4,600.12           |
| JOSHUA WILSON        | RUTTENAGENCY                   | 1                   | 1.00                    | 87.00                       | 0                | 0.00              | 0.00                 | 0.00             | 0.00               |
| AMBER WULTERKENS     | RUTTENAGENCY                   | 1                   | 0.00                    | 12.00                       | 71,985           | 50,000.55         | 0.00                 | 4,500.05         | 5,000.06           |
| CHIA YANG            | RUTTENAGENCY                   | 6                   | 2.00                    | 33.17                       | 1,600,000        | 3,817.00          | 105.23               | 2,671.90         | 3,817.00           |
| WHITNEY YANG         | RUTTENAGENCY                   | 1                   | 1.00                    | 11.00                       | 200,000          | 1,840.00          | 150.96               | 956.80           | 1,840.00           |
| <b>Totals for:</b>   | <b>RUTTENAGENCY</b>            | <b>16</b>           | <b>39.50</b>            | <b>44.50</b>                | <b>2,502,756</b> | <b>93,289.62</b>  | <b>423.87</b>        | <b>12,499.46</b> | <b>1,840.00</b>    |
| <b>Grand Totals</b>  | <b>All agents and agencies</b> | <b>58</b>           | <b>39.50</b>            | <b>28.50</b>                | <b>5,955,755</b> | <b>313,741.01</b> | <b>1,020.20</b>      | <b>52,899.85</b> | <b>62,127.79</b>   |