

Pending Policies as of 1/31/2023

| <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 | 7 | 5.00 | 8.71 | 1,600,000 | 13,763.19 | 124.02 | 9,936.75 | 13,763.19 |
| LYLE BODENSTEINER | INDEPENDENT | 1 | 0.00 | 5.00 | 25,000 | 1,198.00 | 0.00 | 1,233.94 | 1,198.00 |
| GEORGE BODUCH | INDEPENDENT | 1 | 1.00 | 21.00 | 10,000 | 558.60 | 0.00 | 575.36 | 558.60 |
| MICHAEL BROWN | INDEPENDENT | 3 | 0.00 | 49.00 | 125,000 | 24,256.75 | 0.00 | 5,494.81 | 5,037.93 |
| JOSEPH CORDOVA | INDEPENDENT | 1 | 0.00 | 26.00 | 125,000 | 2,401.08 | 200.00 | 1,920.86 | 2,401.08 |
| LAURA DEBEVEC SCHULTZE | INDEPENDENT | 1 | 1.00 | 4.00 | 25,000 | 170.80 | 0.00 | 158.84 | 170.80 |
| HARRY DORMAN | INDEPENDENT | 1 | 1.00 | 15.00 | 25,000 | 659.25 | 0.00 | 679.03 | 659.25 |
| HELEN HOBSON | INDEPENDENT | 1 | 1.00 | 15.00 | 7,000 | 467.86 | 0.00 | 481.90 | 467.86 |
| DAVID KONSELLA | INDEPENDENT | 1 | 1.00 | 28.00 | 50,000 | 555.50 | 0.00 | 544.39 | 555.50 |
| REBECCA LUREEN | INDEPENDENT | 1 | 1.00 | 4.00 | 25,000 | 633.00 | 0.00 | 784.92 | 633.00 |
| SCOTT MOAN | INDEPENDENT | 1 | 1.00 | 8.00 | 300,000 | 16,851.00 | 0.00 | 20,895.24 | 16,851.00 |

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|----------------------|--------------------|---------------------|-------------------------|-----------------------------|------------------|------------------|----------------------|------------------|--------------------|
| ANDRZEJ SERTLER | INDEPENDENT | 3 | 2.00 | 24.33 | 450,000 | 2,894.50 | 82.88 | 2,160.09 | 2,894.50 |
| KYLE SITTLER | INDEPENDENT | 1 | 1.00 | 35.00 | 25,000 | 1,090.00 | 0.00 | 1,351.60 | 1,090.00 |
| CHRISTY SNIDER | INDEPENDENT | 2 | 2.00 | 30.00 | 50,000 | 862.50 | 56.18 | 888.38 | 862.50 |
| MICHAEL STECKLING | INDEPENDENT | 1 | 0.00 | 14.00 | 25,000 | 985.50 | 82.94 | 916.52 | 985.50 |
| DARREN TERRELL | INDEPENDENT | 1 | 1.00 | 8.00 | 0 | 0.00 | 500.00 | 0.00 | 0.00 |
| SCOTT WILLIAMS | INDEPENDENT | 2 | 2.00 | 15.00 | 600,000 | 837.08 | 871.00 | 780.68 | 837.08 |
| Totals for: | INDEPENDENT | 29 | 20.00 | 19.10 | 3,467,000 | 68,659.45 | 1,917.02 | 48,803.31 | 837.08 |
| RACHEL HUNTER | DIRECT | 12 | 11.10 | 14.67 | 411,000 | 7,485.28 | 278.16 | 4,754.69 | 7,485.28 |
| TAYLOR LEFEVERE | DIRECT | 1 | 1.00 | 14.00 | 2,350 | 116.36 | 0.00 | 81.45 | 116.36 |
| HALEY SAMS | DIRECT | 5 | 5.00 | 13.20 | 45,000 | 2,596.39 | 0.00 | 1,892.61 | 2,596.39 |
| Totals for: | DIRECT | 18 | 37.10 | 14.22 | 458,350 | 10,261.88 | 278.16 | 6,728.75 | 2,596.39 |

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|----------------------|--------------------------------|---------------------|-------------------------|-----------------------------|------------------|-------------------|----------------------|------------------|--------------------|
| SAMANTHA CLEMINS | RUTTENAGENCY | 4 | 2.00 | 25.00 | 250,000 | 1,643.25 | 139.67 | 944.89 | 1,643.25 |
| TIMOTHY DOWSEY | INDENDEPENT | 1 | 1.00 | 6.00 | 15,000 | 676.35 | 0.00 | 696.64 | 676.35 |
| DAVID LANGE | RUTTENAGENCY | 2 | 2.00 | 19.00 | 150,000 | 1,057.30 | 0.00 | 930.42 | 1,057.30 |
| RYAN RAEDER | RUTTENAGENCY | 2 | 0.00 | 20.00 | 141,717 | 12,159.20 | 17.09 | 1,220.96 | 1,396.82 |
| AMBER WULTERKENS | RUTTENAGENCY | 1 | 0.00 | 27.00 | 71,985 | 50,000.55 | 0.00 | 4,500.05 | 5,000.06 |
| CHIA YANG | RUTTENAGENCY | 3 | 1.00 | 54.00 | 650,000 | 886.57 | 23.80 | 620.60 | 886.57 |
| JANE ZELLER | RUTTENAGENCY | 1 | 1.00 | 8.00 | 250,000 | 730.00 | 62.05 | 525.60 | 730.00 |
| Totals for: | RUTTENAGENCY | 14 | 44.10 | 27.21 | 1,528,702 | 67,673.05 | 242.61 | 9,439.16 | 730.00 |
| Grand Totals | All agents and agencies | 61 | 44.10 | 19.52 | 5,454,052 | 146,594.38 | 2,437.79 | 64,971.22 | 70,554.16 |