

<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>
ELLEN ANDERSON	INDEPENDENT	1	1.00	21.00	10,000	1,467.50	0.00	1,511.53	1,467.50
CAROLYN BAETEN	INDEPENDENT	4	3.00	22.50	350,000	1,606.11	321.81	1,121.10	1,606.11
STANLEY BLYTHE	INDEPENDENT	1	0.00	7.00	25,000	495.75	0.00	614.73	495.75
JACK BRAUKER	INDEPENDENT	1	0.00	7.00	15,000	900.00	0.00	927.00	900.00
MICHAEL BROWN	INDEPENDENT	9	2.00	15.89	218,762	95,290.24	0.00	11,323.96	10,946.07
SWT	INDEPENDENT	4	4.00	15.00	270,000	3,857.30	0.00	4,315.10	3,857.30
LAURA DEGOLIER	INDEPENDENT	1	1.00	48.00	10,000	616.00	108.49	572.88	616.00
JONATHAN GARDOW	INDEPENDENT	1	1.00	6.00	100,000	1,643.00	0.00	1,610.14	1,643.00
JOHN HELMER	INDEPENDENT	2	2.00	13.00	14,000	939.85	0.00	885.76	939.85
DAVID HUTT	INDEPENDENT	1	1.00	4.00	25,000	727.25	0.00	639.98	727.25
COLTON KISSINGER	INDEPENDENT	2	2.00	46.00	200,000	538.00	45.74	527.24	538.00

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RANDALL KOLARIK	INDEPENDENT	2	0.00	22.00	75,000	1,960.50	261.60	1,607.61	1,960.50
DAVID KONSELLA	INDEPENDENT	2	2.00	17.50	50,000	1,464.00	124.45	1,815.36	1,464.00
REBECCA LUREEN	INDEPENDENT	2	0.00	6.00	0	0.00	0.00	0.00	0.00
CHARLENE MCCOY	INDEPENDENT	1	1.00	5.00	20,000	672.40	0.00	759.81	672.40
JESSE PENA	INDEPENDENT	2	1.00	36.50	200,000	2,436.00	0.00	2,213.78	2,436.00
THADDEUS PITTS	INDEPENDENT	1	1.00	13.00	10,000	226.24	0.00	210.40	226.24
JARED REUTER	INDEPENDENT	1	0.00	38.00	750,000	412.50	0.00	404.25	412.50
PAULA VESELY	INDEPENDENT	2	2.00	8.50	100,000	495.50	0.00	460.82	495.50
CHAD WARE	INDEPENDENT	1	1.00	6.00	15,000	1,373.55	0.00	1,277.40	1,373.55
ALEXANDRIA WIDDERSHEIM	INDEPENDENT	1	1.00	70.00	500,000	885.00	0.00	725.70	885.00
DANIEL ZEIGER	INDEPENDENT	2	0.00	6.50	49,000	1,252.64	0.00	1,246.20	1,252.64

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Totals for:	INDEPENDENT	44	26.00	18.86	3,006,762	121,090.65	862.09	34,770.75	1,252.64
RACHEL HUNTER	DIRECT	14	13.00	12.00	388,387	6,727.97	50.73	4,152.24	6,727.97
THOMAS TOTH	DIRECT	4	4.00	11.50	197,681	3,023.83	28.72	2,116.69	3,023.83
Totals for:	DIRECT	18	43.00	11.89	586,068	10,030.76	79.45	6,268.93	3,023.83
BETTERLIFE	HOME OFFICE	2	0.00	6.00	0	0.00	0.00	0.00	0.00
DAVID LANGE	RUTTENAGENCY	4	1.00	41.75	275,000	3,666.55	34.32	3,756.26	3,666.55
RYAN RAEDER	RUTTENAGENCY	6	2.00	13.67	400,000	2,387.25	20.27	1,569.87	2,387.25
WILLIAM RUTTEN	RUTTENAGENCY	2	0.00	60.00	369,931	27,889.30	71.40	3,173.64	3,544.93
DREW SMADING	INDEPENDENTS	1	1.00	14.00	10,000	261.60	0.00	162.19	261.60
TONG XIONG	RUTTENAGENCY	1	1.00	83.00	100,000	2,812.00	239.02	2,615.16	2,812.00
WHITNEY YANG	RUTTENAGENCY	4	3.00	19.25	349,999	6,001.93	178.76	4,921.59	6,001.93

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JANE ZELLER	RUTTENAGENCY	6	0.00	6.33	243,000	20,762.50	0.00	5,785.22	6,904.92
Totals for:	RUTTENAGENCY	26	51.00	22.81	1,747,930	62,946.27	543.77	21,983.93	6,904.92
Grand Totals	All agents and agencies	88	51.00	18.60	5,340,760	194,067.68	1,485.31	63,023.61	70,246.15