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|--------------------------------|---|-----------|----------|--------|--|---|-------|----------|
| <u>REBECCA LUREEN</u> | 0 | 1,018,500 | 3,832.34 | 0.00 | | 3 | 10.00 | 1,022.23 |
| <u>ALAINA PRESTWOOD</u> | 1 | 10,500 | 723.96 | 0.00 | | 1 | 17.00 | 701.52 |
| <u>CODY PRESTWOOD</u> | 3 | 100,000 | 1,724.28 | 143.69 | | 3 | 24.00 | 1,690.50 |
| Totals for: DAKOTAS | 4 | 1,129,000 | 6,280.58 | 143.69 | | 7 | 17.00 | 3,414.25 |
| <u>DAVID HORSTMANN</u> | 4 | 1,500,000 | 3,109.00 | 182.74 | | 4 | 44.50 | 3,109.00 |
| Totals for: DIRECT | 4 | 1,500,000 | 3,109.00 | 182.74 | | 4 | 44.50 | 3,109.00 |
| <u>BETTERLIFE</u> | 0 | 35,000 | 502.84 | 0.00 | | 3 | 12.00 | 483.50 |
| Totals for: HOME OFFICE | 0 | 35,000 | 502.84 | 0.00 | | 3 | 12.00 | 483.50 |
| <u>ISABEL AGUIRRE</u> | 1 | 250,000 | 577.50 | 49.09 | | 1 | 30.00 | 577.50 |
| <u>CAROLYN BAETEN</u> | 3 | 1,500,000 | 5,978.58 | 932.17 | | 5 | 21.60 | 5,978.58 |
| <u>STANLEY BLYTHE</u> | 1 | 25,000 | 231.40 | 0.00 | | 1 | 25.00 | 222.50 |
| <u>MICHAEL BROWN</u> | 0 | 90,000 | 3,847.20 | 0.00 | | 1 | 48.00 | 3,847.20 |
| <u>KENNETH CAFOUREK</u> | 1 | 250,000 | 374.88 | 30.16 | | 1 | 23.00 | 367.50 |
| <u>JOSEPH CORDOVA</u> | 1 | 50,000 | 1,016.00 | 86.36 | | 1 | 34.00 | 1,016.00 |
| <u>JAMES DINGELDEIN</u> | 0 | 45,000 | 1,914.00 | 162.69 | | 1 | 40.00 | 1,914.00 |

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| <u>HARRY DORMAN</u> | 1 | 30,000 | 1,063.50 | 0.00 | | 1 | 38.00 | 1,063.50 |
| <u>ROBERT FIRCHOW</u> | 0 | 25,000 | 674.28 | 0.00 | | 1 | 12.00 | 661.00 |
| <u>JAMES FOSS</u> | 1 | 25,000 | 1,147.56 | 95.63 | | 1 | 11.00 | 1,112.00 |
| <u>JOHN FOWLER</u> | 1 | 25,000 | 1,733.04 | 100.08 | | 1 | 88.00 | 1,699.00 |
| <u>TRENT HALDIMAN</u> | 1 | 225,000 | 591.00 | 591.00 | | 2 | 76.00 | 591.00 |
| <u>JEFFREY HILLEMANN</u> | 1 | 25,000 | 165.90 | 0.00 | | 1 | 47.00 | 165.90 |
| <u>RANDALL KOLARIK</u> | 0 | 50,000 | 238.72 | 0.00 | | 1 | 2.00 | 229.55 |
| <u>DAVID KONSELLA</u> | 1 | 80,000 | 981.00 | 0.00 | | 2 | 10.00 | 981.00 |
| <u>PETER MOLITOR</u> | 0 | 50,000 | 1,692.50 | 50.00 | | 1 | 75.00 | 1,692.50 |
| <u>CHRISTOPHER NEFF</u> | 1 | 100,000 | 1,688.04 | 0.00 | | 1 | 6.00 | 1,563.00 |
| <u>SHERRY NOBLE</u> | 1 | 50,000 | 3,457.44 | 569.84 | | 1 | 41.00 | 2,864.00 |
| <u>DONALD ROSENRETER</u> | 1 | 10,000 | 135.00 | 11.32 | | 1 | 18.00 | 125.00 |
| <u>DONALD SCHAEFER</u> | 1 | 500,000 | 6,428.04 | 400.00 | | 1 | 76.00 | 4,800.00 |
| <u>ANDRZEJ SERTLER</u> | 0 | 250,000 | 8,925.50 | 0.00 | | 2 | 3.00 | 8,925.50 |
| <u>JOANNA STOCH</u> | 2 | 500,000 | 3,769.00 | 0.00 | | 4 | 8.00 | 3,769.00 |
| <u>LYNN TANK</u> | 1 | 500,000 | 4,785.00 | 406.73 | | 1 | 25.00 | 4,785.00 |

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| <u>DEAN WATERS</u> | 1 | 7,500 | 5,810.70 | 1,698.70 | | 1 | 31.00 | 581.07 |
| Totals for: INDEPENDENT | 21 | 4,662,500 | 57,225.78 | 5,183.77 | | 34 | 29.06 | 49,531.30 |
| <u>SAMANTHA CLEMINS</u> | 0 | 18,302 | 15,051.11 | 0.00 | | 2 | 26.00 | 1,347.28 |
| <u>CHRISTOPHER DEEDON</u> | 5 | 1,442,056 | 50,765.64 | 42.29 | | 7 | 46.29 | 8,880.86 |
| <u>DEAN GARDNER</u> | 0 | 925,000 | 1,293.50 | 0.00 | | 2 | 3.00 | 1,293.50 |
| <u>CASSONDRA MEYER</u> | 1 | 60,000 | 532.45 | 0.00 | | 3 | 15.67 | 532.45 |
| <u>WILLIAM RUTTEN</u> | 0 | 42,618 | 1,999.97 | 0.00 | | 1 | 17.00 | 1,999.97 |
| <u>CHIA YANG</u> | 1 | 150,000 | 1,314.00 | 0.00 | | 1 | 44.00 | 1,314.00 |
| <u>WHITNEY YANG</u> | 2 | 1,100,000 | 3,053.00 | 90.53 | | 2 | 56.50 | 3,053.00 |
| Totals for: SHEBOYGAN | 9 | 3,737,976 | 74,009.67 | 132.82 | | 18 | 33.50 | 18,421.06 |
| <u>MATTHEW JACQUE</u> | 1 | 50,000 | 1,781.28 | 100.00 | | 1 | 18.00 | 1,200.00 |
| <u>LISA KOERNER</u> | 0 | 239,856 | 9,269.36 | 0.00 | | 3 | 5.67 | 1,450.74 |
| <u>ALEXANDRIA WIDDERSHEIM</u> | 0 | 25,000 | 1,936.68 | 0.00 | | 2 | 16.00 | 1,793.25 |
| <u>JANE ZELLER</u> | 5 | 816,000 | 8,457.14 | 562.98 | | 7 | 14.00 | 6,143.20 |
| Totals for: WAUSAU | 6 | 1,130,856 | 21,444.46 | 662.98 | | 13 | 12.69 | 10,587.19 |

Grand Totals for all
agents and agencies:

44

12,195,332

162,572.33

6,306.00

79

26.44

85,546.30