

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
REBECCA LUREEN	Dakotas Agency	24.20	11.50	18,577.15	20,045.67
CASSONDRA MEYER	Lakeshore Agency	12.00	3.00	17,912.66	17,912.66
JOANNA STOCH	Independent Agent	13.80	12.80	17,742.50	17,742.50
STEVE ERNST	Lakeshore Agency	10.00	7.00	5,198.95	15,198.95
JANE ZELLER	Wisconsin River Agency	18.00	10.00	13,343.04	14,741.19
WHITNEY YANG	Lakeshore Agency	12.00	11.00	12,680.22	13,351.32
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	12.00	4.00	8,441.90	11,865.43
JASON LAPORTE	Wisconsin River Agency	12.00	6.00	6,898.55	10,725.45
GREGG TALLIER	Independent Agent	4.00	2.00	0.00	9,780.98
SAMANTHA CLEMINS	Lakeshore Agency	12.00	4.00	9,740.72	9,740.72
LISA KOERNER	Wisconsin River Agency	18.00	11.00	9,632.28	9,632.28
DAVID HORSTMANN	Direct Distribution	6.00	6.00	9,568.42	9,568.42
RANDALL KOLARIK	Independent Agent	10.00	6.00	8,682.01	8,682.01
AUTUM JOHNSON	Dakotas Agency	7.50	4.00	7,394.65	8,414.29
CARRIE BAETEN	Independent Agent	18.00	11.00	8,220.80	8,220.80
JAY DOBBS	Lakeshore Agency	6.00	1.00	7,902.05	8,220.26
ANDRZEJ SERTLER	Independent Agent	5.00	5.00	8,163.25	8,163.25
JAMES DINGELDEIN	Independent Agent	6.00	6.00	7,305.13	7,305.13
BRADLEY PUTNAM	Independent Agent	2.00	0.00	7,272.45	7,272.45
MARY KRUEGER	Wisconsin River Agency	18.00	11.00	6,233.38	6,641.91
MICHAEL BROWN	Independent Agent	6.00	1.00	6,157.73	6,157.73
ALVA PAINE	Independent Agent	3.00	2.00	6,005.30	6,005.30
ROBERT FIRCHOW	Independent Agent	8.00	6.00	5,628.25	5,628.25
CHARLENE MCCOY	Independent Agent	8.00	7.00	5,089.70	5,089.70
CHAD WARE	Independent Agent	9.00	9.00	4,709.09	4,709.09
PHILIP WELTER	Wisconsin River Agency	3.00	1.00	4,510.92	4,510.92
JANA MCKINNEY	Independent Agent	4.00	4.00	4,484.25	4,484.25
DEAN WATERS	Independent Agent	8.00	8.00	4,448.65	4,448.65
CHIA YANG	Lakeshore Agency	4.00	2.00	4,158.00	4,158.00
KATE KINGSBURY	Dakotas Agency	6.20	1.50	3,411.95	3,751.83
NORBERTO CAPIELLO	Independent Agent	1.00	1.00	3,602.20	3,602.20
DAVID KONSELLA	Independent Agent	1.00	1.00	3,488.42	3,488.42
JOHN FOWLER	Independent Agent	2.00	0.00	3,069.50	3,069.50

BETH KLISMITH	Independent Agent	2.00	0.00	2,858.00	2,858.00
ADAM MILLER	Lakeshore Agency	2.00	0.00	2,789.89	2,789.89
DANIEL WIEGMAN	Independent Agent	2.00	1.00	2,609.64	2,609.64
YULIIA PONA	Independent Agent	2.00	2.00	2,607.02	2,607.02
ERVIN LONDAGIN	Independent Agent	3.00	3.00	2,606.20	2,606.20
JASON PETERS	Independent Agent	3.00	3.00	2,489.65	2,489.65
STANLEY BLYTHE	Independent Agent	5.00	4.00	2,215.24	2,215.24
DARREL SCHMIDT	Lakeshore Agency	3.00	2.00	2,030.97	2,030.97
KAROLINA SOBCZYK	Independent Agent	2.00	2.00	2,030.00	2,030.00
ANN KAISER	Independent Agent	1.00	0.00	0.00	2,000.04
GREGORY CARTER	Independent Agent	3.00	3.00	1,952.72	1,952.72
DANIEL ZEIGER	Independent Agent	4.00	1.00	1,739.50	1,790.25
DANIEL HERBRAND	Independent Agent	2.00	2.00	1,742.96	1,742.96
EZELL JACKSON	Independent Agent	1.00	1.00	1,688.75	1,688.75
DALBERT STEELE	Independent Agent	5.00	3.00	1,622.75	1,622.75
KAREN VANDENBUSCH	Independent Agent	1.00	1.00	1,593.20	1,593.20
WILLIAM PATZNER	Independent Agent	1.00	1.00	1,547.25	1,547.25
ROGER HARRIS	Independent Agent	1.00	0.00	1,533.69	1,533.69
KURT SCHMITZ	Independent Agent	1.00	0.00	1,360.40	1,360.40
LARRY RUFF	Independent Agent	2.00	2.00	1,351.74	1,351.74
DONALD ROOT	Independent Agent	2.00	2.00	1,316.70	1,316.70
LYLE BODENSTEINER	Independent Agent	2.00	0.00	1,253.00	1,253.00
LEVI HUNCOVSKY	Independent Agent	1.00	1.00	1,252.18	1,252.18
MATTHEW SCHERNIKAU	Independent Agent	2.00	1.00	1,181.50	1,181.50
LARRY POWELL	Independent Agent	1.00	1.00	1,050.00	1,050.00
DAVID LAPETINA	Direct Distribution	4.00	4.00	1,034.59	1,034.59
RANDY AUGSBURGER	Independent Agent	2.00	1.00	982.60	982.60
SCOTT MOAN	Independent Agent	1.00	1.00	969.15	969.15
DAVID HARTWIG	Independent Agent	1.00	1.00	939.45	939.45
CHRISTY SNIDER	Independent Agent	2.00	2.00	923.40	923.40
JOSEPH MEDINGER JR	Independent Agent	2.00	2.00	860.30	860.30
DANIEL VERBRICK	Independent Agent	1.00	1.00	845.85	845.85
LAURA DEGOLIER	Independent Agent	1.00	1.00	845.80	845.80
JOANNA KOT	Independent Agent	1.00	1.00	835.00	835.00
HEATHER LINDSLEY	Independent Agent	1.00	1.00	813.90	813.90
WILLIAM GARRETT	Independent Agent	2.00	2.00	789.50	789.50
SAMANTHA NAPARALA	Lakeshore Agency	2.00	1.00	784.25	784.25

BRIAN BAUTCH	Independent Agent	2.00	2.00	765.05	765.05
JUSTIN GIVENS	Independent Agent	1.00	1.00	762.00	762.00
RUDOLPH KOLARIK	Independent Agent	1.00	0.00	733.70	733.70
NICOLE KOEHLER	Independent Agent	1.00	1.00	699.50	699.50
STACY STEPHENS	Independent Agent	2.00	2.00	612.25	612.25
BRENDA VANDER LOGT	Independent Agent	1.00	1.00	610.00	610.00
JEREMIAH WELCH	Lakeshore Agency	2.00	0.00	333.75	587.50
MICHAEL STECKLING	Independent Agent	1.00	0.00	558.75	558.75
PAUL FRITCH	Independent Agent	1.00	0.00	529.50	529.50
MARIAH BAGGS	Independent Agent	1.00	1.00	500.04	500.04
WAYNE FREUND	Independent Agent	1.00	0.00	500.04	500.04
RONALD PACHAN	Independent Agent	2.00	2.00	480.70	480.70
TRENT HALDIMAN	Independent Agent	1.00	0.00	478.50	478.50
NICOLE LEWIN	Independent Agent	1.00	1.00	472.50	472.50
JUDY HAWLEY	Independent Agent	3.00	3.00	439.13	439.13
BRIAN LEMIEUX	Independent Agent	1.00	1.00	403.30	403.30
JARED REUTER	Independent Agent	1.00	1.00	384.75	384.75
RANDALL PFEILER	Independent Agent	2.00	0.00	374.75	374.75
LINDSEY KERSTEN	Wisconsin River Agency	1.00	1.00	345.00	345.00
KENNETH CAFOUREK	Independent Agent	1.00	0.00	326.00	326.00
LORI VAN WINKLE	Independent Agent	1.00	1.00	0.00	304.50
SENICA OMERNIK	Independent Agent	1.00	1.00	266.50	266.50
BRUCE PAUTZ	Independent Agent	1.00	1.00	216.00	216.00
MARIAH BAGGS	Lakeshore Agency	2.00	1.00	196.91	196.91
ERIC GARLAND	Independent Agent	4.00	1.00	168.48	168.48
MICHAEL JOHNSON	Dakotas Agency	0.10	0.00	166.67	166.67
JOSEPH GUILLORY	Independent Agent	1.00	1.00	146.40	146.40
LUKASZ HANDZEL	Independent Agent	0.20	0.20	129.50	129.50
PAUL DODGE	Independent Agent	0.50	0.50	0.00	76.13
KENNETH SZWEDA	Independent Agent	0.50	0.50	0.00	76.13
BRADLEY PRATT	Independent Agent	2.00	2.00	0.00	72.50
CONNIE GIBB	Independent Agent	1.00	1.00	56.79	56.79
DIRK MILESTONE	Independent Agent	1.00	1.00	0.00	56.58
SCOTT OLIVA	Independent Agent	1.00	1.00	55.03	55.03
CRISTY ARNDT	Independent Agent	1.00	1.00	35.70	35.70
JAROD POWELL	Independent Agent	0.00	0.00	0.00	0.00
IWONA ZAWICKI	Independent Agent	0.00	0.00	0.00	0.00

LEE EVANS	Lakeshore Agency	3.00	3.00	-144.76	-144.76
RANDY SCHMITZ	Independent Agent	0.00	0.00	-184.12	-184.12