

Results Reported 8/2/21

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
RANDALL KOLARIK	Independent Agent	32.00	11.00	52,066.20	52,066.20
MARY KRUEGER	Wisconsin River Agency	31.00	18.00	14,312.63	47,081.26
REBECCA LUREEN	Dakotas Agency	45.20	20.50	33,540.04	39,986.89
SAMANTHA CLEMINS	Lakeshore Agency	32.00	15.00	35,923.17	35,923.17
WHITNEY YANG	Lakeshore Agency	19.00	18.00	16,763.76	34,023.78
CASSONDRA MEYER	Lakeshore Agency	18.00	5.00	28,446.89	28,446.89
JANE ZELLER	Wisconsin River Agency	37.00	15.00	22,404.10	26,929.66
STEVE ERNST	Lakeshore Agency	15.00	8.00	8,413.69	24,230.06
JOANNA STOCH	Independent Agent	18.80	16.80	23,599.80	23,599.80
JASON LAPORTE	Wisconsin River Agency	17.00	8.00	9,064.06	17,651.54
CARRIE BAETEN	Independent Agent	32.00	20.00	16,781.97	16,781.97
MICHAEL BROWN	Independent Agent	10.00	2.00	9,698.93	16,423.28
JAY DOBBS	Lakeshore Agency	9.00	1.00	13,849.40	14,162.91
ANN KAISER	Independent Agent	3.00	1.00	0.00	12,500.00
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	14.00	5.00	9,002.70	12,428.84
LISA KOERNER	Wisconsin River Agency	24.00	15.00	12,380.27	12,380.27
ANDRZEJ SERTLER	Independent Agent	9.00	7.00	11,474.25	11,474.25
AUTUM JOHNSON	Dakotas Agency	9.50	5.00	9,827.45	10,832.05
GREGG TALLIER	Independent Agent	4.00	2.00	0.00	10,780.79
PHILIP WELTER	Wisconsin River Agency	6.00	2.00	5,509.13	10,743.95
DAVID HORSTMANN	Direct Distribution	8.00	8.00	10,207.39	10,207.39
CHRIS DEEDON	Lakeshore Agency	10.00	7.00	10,192.15	10,192.15
DARREL SCHMIDT	Lakeshore Agency	11.00	4.00	9,204.70	9,204.70
CHARLENE MCCOY	Independent Agent	13.00	11.00	8,705.20	8,705.20
NICOLE SMILANICH	Lakeshore Agency	5.00	1.00	3,005.10	7,596.48
CHIA YANG	Lakeshore Agency	8.00	2.00	7,501.04	7,501.04
ROGER HARRIS	Independent Agent	8.00	2.00	7,352.96	7,352.96
JAMES DINGELDEIN	Independent Agent	6.00	6.00	7,305.13	7,305.13
DONALD SCHAEFER	Independent Agent	2.00	1.00	7,304.04	7,304.04
BRADLEY PUTNAM	Independent Agent	2.00	0.00	7,272.45	7,272.45

ALVA PAINE	Independent Agent	4.00	3.00	6,566.40	6,566.40
DEAN GARDNER	Lakeshore Agency	2.00	0.00	2,531.36	6,523.24
JANA MCKINNEY	Independent Agent	6.00	6.00	6,397.85	6,397.85
ROBERT FIRCHOW	Independent Agent	8.00	6.00	5,628.25	5,628.25
CHAD WARE	Independent Agent	12.00	12.00	5,558.81	5,558.81
BETH KLISMITH	Independent Agent	7.00	5.00	5,374.00	5,374.00
ROXANNE JOHNSON	Independent Agent	1.00	1.00	0.00	5,000.00
KANDANCE GIOSCIO-KEULER	Independent Agent	2.00	0.00	0.00	5,000.00
DAVID LAPETINA	Direct Distribution	11.00	11.00	4,948.04	4,948.04
DEAN WATERS	Independent Agent	8.00	8.00	4,448.65	4,448.65
ALAINA PRESTWOOD	Dakotas Agency	8.50	8.50	4,342.38	4,342.38
DAVID KONSELLA	Independent Agent	2.00	2.00	4,088.42	4,088.42
KATE KINGSBURY	Dakotas Agency	6.20	1.50	3,411.95	3,746.82
NORBERTO CAPPIELLO	Independent Agent	1.00	1.00	3,602.20	3,602.20
JOHN FOWLER	Independent Agent	3.00	0.00	3,539.75	3,539.75
STANLEY BLYTHE	Independent Agent	9.00	8.00	3,292.04	3,292.04
STEPHEN RUNDE	Independent Agent	2.00	2.00	2,903.99	2,903.99
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
YULIJA PONA	Independent Agent	2.00	2.00	2,607.02	2,607.02
ERVIN LONDAGIN	Independent Agent	4.00	4.00	2,606.20	2,606.20
CHRISTY SNIDER	Independent Agent	3.00	3.00	2,520.20	2,520.20
JASON PETERS	Independent Agent	3.00	3.00	2,489.65	2,489.65
DALBERT STEELE	Independent Agent	11.00	9.00	2,419.45	2,419.45
TRENT HALDIMAN	Independent Agent	2.00	0.00	2,418.17	2,418.17
JOSEPH GUILLORY	Independent Agent	3.00	2.00	2,380.75	2,380.75
JOSEPH MEDINGER JR	Independent Agent	3.00	2.00	2,311.05	2,311.05
EDYTA KIELTYKA	Independent Agent	1.00	1.00	2,255.00	2,255.00
JEREMY BREIDEL	Wisconsin River Agency	2.00	0.00	2,222.78	2,222.78
SHERRY NOBLE	Independent Agent	1.00	1.00	2,105.04	2,105.04
BRIAN LEMIEUX	Independent Agent	3.00	3.00	2,074.43	2,074.43
KAROLINA SOBCZYK	Independent Agent	2.00	2.00	2,030.00	2,030.00
GREGORY CARTER	Independent Agent	3.00	3.00	1,952.72	1,952.72
KYLE MCLAUGHLIN	Independent Agent	1.00	1.00	1,939.25	1,939.25
DANIEL ZEIGER	Independent Agent	4.00	1.00	1,739.50	1,789.50

DANIEL HERBRAND	Independent Agent	2.00	2.00	1,742.96	1,742.96
BOB ANDREWS INS	Independent Agent	1.00	1.00	1,740.00	1,740.00
EZELL JACKSON	Independent Agent	1.00	1.00	1,688.75	1,688.75
LAURA DEGOLIER	Independent Agent	3.00	3.00	1,620.84	1,620.84
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
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
JEREMY CORDOVA	Independent Agent	1.00	1.00	1,315.75	1,315.75
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
BRANDY CARMICHEAL	Dakotas Agency	4.00	4.00	1,242.60	1,242.60
SENICA OMERNIK	Independent Agent	3.00	3.00	1,211.50	1,211.50
MATTHEW SCHERNIKAU	Independent Agent	2.00	1.00	1,181.50	1,181.50
SHARI STEELE	Independent Agent	1.00	1.00	1,138.25	1,138.25
GREGORY KONERZA	Independent Agent	1.00	1.00	1,124.39	1,124.39
LARRY POWELL	Independent Agent	1.00	1.00	1,050.00	1,050.00
PAUL FRITCH	Independent Agent	2.00	1.00	1,020.30	1,020.30
JAY REDFERN	Independent Agent	1.00	1.00	1,002.00	1,002.00
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
BONITA HAYES	Independent Agent	1.00	1.00	901.50	901.50
DANIEL VERBRICK	Independent Agent	1.00	1.00	845.85	845.85
JOANNA KOT	Independent Agent	1.00	1.00	835.00	835.00
HEATHER LINDSLEY	Independent Agent	1.00	1.00	813.90	813.90
SCOTT OLIVA	Independent Agent	4.00	4.00	756.38	806.38
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
RONALD PACHAN	Independent Agent	3.00	2.00	697.95	697.95

DIANE ROOK-JOHNSON	Independent Agent	2.00	1.00	681.00	681.00
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	583.76
MICHAEL STECKLING	Independent Agent	1.00	0.00	558.75	558.75
KENNETH CAFOUREK	Independent Agent	2.00	1.00	548.45	548.45
HARRY DORMAN	Independent Agent	1.00	1.00	544.32	544.32
PAULA VESELY	Independent Agent	2.00	2.00	524.00	524.00
MARIAH BAGGS	Independent Agent	1.00	1.00	500.04	500.04
WAYNE FREUND	Independent Agent	1.00	0.00	500.04	500.04
NICOLE LEWIN	Independent Agent	1.00	1.00	472.50	472.50
TERIN SMITH BANGERT	Independent Agent	1.00	1.00	466.00	466.00
JUDY HAWLEY	Independent Agent	3.00	3.00	439.13	439.13
MATTHEW JACQUE	Wisconsin River Agency	1.00	0.00	408.50	408.50
JARED REUTER	Independent Agent	1.00	1.00	384.75	384.75
BRUCE PAUTZ	Independent Agent	2.00	2.00	378.00	378.00
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
LORI VAN WINKLE	Independent Agent	1.00	1.00	0.00	300.01
PHILLIP KEISER	Independent Agent	1.00	1.00	257.28	257.28
CODY PRESTWOOD	Dakotas Agency	1.00	1.00	243.60	243.60
SHANNON DAUGHERTY	Independent Agent	1.00	1.00	239.00	239.00
STEVEN POWELL	Independent Agent	1.00	1.00	222.50	222.50
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
LUKASZ HANDZEL	Independent Agent	0.20	0.20	129.50	129.50
DIRK MILESTONE	Independent Agent	2.00	2.00	0.00	110.79
PAUL DODGE	Independent Agent	0.50	0.50	0.00	75.00
KENNETH SZWEDA	Independent Agent	0.50	0.50	0.00	75.00
BRADLEY PRATT	Independent Agent	2.00	2.00	0.00	71.43
CONNIE GIBB	Independent Agent	1.00	1.00	56.79	56.79
HOWARD BLECHA	Independent Agent	1.00	1.00	0.00	50.00
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