Results as of 9/13/2021

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
RANDALL KOLARIK	Independent Agency	38.00	14.00	55,592.00	55,592.00
MARY KRUEGER	Wisconsin River Agency	34.00	19.00	15,093.33	51,006.19
REBECCA LUREEN	Dakotas Agency	55.20	23.50	38,067.65	49,190.76
WHITNEY YANG	Lakeshore Agency	22.00	21.00	21,577.76	38,837.78
SAMANTHA CLEMINS	Lakeshore Agency	32.00	14.00	36,628.88	37,378.88
JANE ZELLER	Wisconsin River Agency	44.00	17.00	25,966.32	30,491.88
CASSONDRA MEYER	Lakeshore Agency	20.00	7.00	30,418.81	30,418.81
CARRIE BAETEN	Independent Agency	43.00	28.00	25,013.29	25,013.29
STEVE ERNST	Lakeshore Agency	15.00	8.00	8,413.69	24,230.06
JOANNA STOCH	Independent Agency	18.80	16.80	23,599.80	23,599.80
ANN KAISER	Independent Agency	6.00	3.00	0.00	18,040.22
JASON LAPORTE	Wisconsin River Agency	18.00	9.00	9,172.83	17,815.31
PHILIP WELTER	Wisconsin River Agency	7.00	2.00	5,509.13	17,118.95
MICHAEL BROWN	Independent Agency	10.00	2.00	9,698.93	16,423.28
LISA KOERNER	Wisconsin River Agency	33.00	19.00	14,399.97	15,962.47
JAY DOBBS	Lakeshore Agency	10.00	2.00	14,305.90	14,619.41
CHRIS DEEDON	Lakeshore Agency	13.00	9.00	14,548.20	14,548.20
AUTUM JOHNSON	Dakotas Agency	16.50	9.00	12,516.85	13,521.45
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	14.00	5.00	9,002.70	12,428.84
DARREL SCHMIDT	Lakeshore Agency	12.00	4.00	11,704.89	11,704.89
ANDRZEJ SERTLER	Independent Agency	9.00	7.00	11,474.25	11,474.25
GREGG TALLIER	Independent Agency	4.00	2.00	0.00	10,780.79
NICOLE SMILANICH	Lakeshore Agency	8.00	1.00	5,632.62	10,223.99
DAVID HORSTMANN	Direct Distribution	8.00	8.00	10,207.39	10,207.39
CHARLENE MCCOY	Independent Agency	14.00	12.00	9,475.12	9,475.12
ROGER HARRIS	Independent Agency	9.00	3.00	9,219.20	9,219.20
DEAN GARDNER	Lakeshore Agency	6.00	0.00	4,810.18	8,802.05
BRADLEY PUTNAM	Independent Agency	5.00	2.00	7,956.70	7,956.70
CHIA YANG	Lakeshore Agency	8.00	2.00	7,501.04	7,501.04
JAMES DINGELDEIN	Independent Agency	6.00	6.00	7,305.13	7,305.13
DONALD SCHAEFER	Independent Agency	2.00	1.00	7,304.04	7,304.04
ALVA PAINE	Independent Agency	5.00	4.00	7,154.70	7,154.70
CHAD WARE	Independent Agency	14.00	14.00	6,800.02	6,800.02
JANA MCKINNEY	Independent Agency	6.00	6.00	6,397.85	6,397.85
DAVID LAPETINA	Direct Distribution	12.00	11.00	6,028.04	6,028.04
ROBERT FIRCHOW	Independent Agency	9.00	6.00	5,732.29	5,732.29
BETH KLISMITH	Independent Agency	7.00	5.00	5,374.00	5,374.00
STANLEY BLYTHE	Independent Agency	12.00	10.00	5,020.29	5,020.29
ROXANNE JOHNSON	Independent Agency	1.00	1.00	0.00	5,000.00
KANDANCE GIOSCIO-KEULER	Independent Agency	2.00	0.00	0.00	5,000.00
DEAN WATERS	Independent Agency	9.00	9.00	4,866.05	4,866.05
ALAINA PRESTWOOD	Dakotas Agency	9.00	9.00	4,517.65	4,517.65
DAVID KONSELLA	Independent Agency	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 Agency	1.00	1.00	3,602.20	3,602.20
JOHN FOWLER	Independent Agency	3.00	0.00	3,539.75	3,539.75
MATTHEW JACQUE	Wisconsin River Agency	7.00	4.00	3,476.55	3,476.55
STEPHEN RUNDE	Independent Agency	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 Agency	2.00	1.00	2,609.64	2,609.64
YULIIA PONA	Independent Agency	2.00	2.00	2,607.02	2,607.02
ERVIN LONDAGIN	Independent Agency	4.00	4.00	2,606.20	2,606.20
CHRISTY SNIDER	Independent Agency	3.00	3.00	2,520.20	2,520.20
JASON PETERS	Independent Agency	3.00	3.00	2,489.65	2,489.65
DALBERT STEELE	Independent Agency	11.00	9.00	2,419.45	2,419.45

TRENT HALDIMAN	Independent Agency	2.00	0.00	2,418.17	2,418.17
HARRY DORMAN	Independent Agency	3.00	3.00	2,416.82	2,416.82
JOSEPH GUILLORY	Independent Agency	3.00	2.00	2,380.75	2,380.75
JOSEPH MEDINGER JR	Independent Agency	3.00	2.00	2,311.05	2,311.05
EDYTA KIELTYKA	Independent Agency	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 Agency	1.00	1.00	2,105.04	2,105.04
BRIAN LEMIEUX	Independent Agency	3.00	3.00	2,074.43	2,074.43
KAROLINA SOBCZYK	Independent Agency	2.00	2.00	2,030.00	2,030.00
GREGORY CARTER	Independent Agency	3.00	3.00	1,952.72	1,952.72
KYLE MCLAUGHLIN	Independent Agency	1.00	1.00	1,939.25	1,939.25
DANIEL ZEIGER	Independent Agency	4.00	1.00	1,739.50	1,789.50
NICOLE LEWIN	Independent Agency	3.00	3.00	1,750.10	1,750.10
DANIEL HERBRAND	Independent Agency	2.00	2.00	1,742.96	1,742.96
BOB ANDREWS INS	Independent Agency	1.00	1.00	1,740.00	1,740.00
EZELL JACKSON	Independent Agency	1.00	1.00	1,688.75	1,688.75
LAURA DEGOLIER	Independent Agency	3.00	3.00	1,620.84	1,620.84
KAREN VANDENBUSCH	Independent Agency	1.00	1.00	1,593.20	1,593.20
JUSTIN GIVENS	Independent Agency	2.00	1.00	1,570.32	1,570.32
WILLIAM PATZNER	Independent Agency	1.00	1.00	1,547.25	1,547.25
RICHARD BALCH	Independent Agency	2.00	2.00	1,510.74	1,510.74
GREGORY KONERZA	Independent Agency	2.00	2.00	1,364.39	1,364.39
KURT SCHMITZ	Independent Agency	1.00	0.00	1,360.40	1,360.40
LARRY RUFF	Independent Agency	2.00	2.00	1,351.74	1,351.74
DONALD ROOT	Independent Agency	2.00	2.00	1,316.70	1,316.70
JEREMY CORDOVA	Independent Agency	1.00	1.00	1,315.75	1,315.75
LYLE BODENSTEINER	Independent Agency	2.00	0.00	1,253.00	1,253.00
LEVI HUNCOVSKY	Independent Agency	1.00	1.00	1,252.18	1,252.18
SCOTT FAHRENTHOLD	Independent Agency	1.00	1.00	1,251.20	1,251.20
BRANDY CARMICHEAL	Dakotas Agency	4.00	4.00	1,242.60	1,242.60
SENICA OMERNIK	Independent Agency	3.00	3.00	1,211.50	1,211.50
MATTHEW SCHERNIKAU	Independent Agency	2.00	1.00	1,181.50	1,181.50
JARED REUTER	Independent Agency	3.00	3.00	1,139.75	1,139.75
SHARI STEELE	Independent Agency	1.00	1.00	1,138.25	1,138.25
LARRY POWELL	Independent Agency	1.00	1.00	1,050.00	1,050.00
SCOTT OLIVA	Independent Agency	5.00	5.00	978.83	1,028.83
PAUL FRITCH	Independent Agency	2.00	1.00	1,020.30	1,020.30
JAY REDFERN	Independent Agency	1.00	1.00	1,002.00	1,002.00
RANDY AUGSBURGER	Independent Agency	2.00	1.00	982.60	982.60
SCOTT MOAN	Independent Agency	1.00	1.00	969.15	969.15
DAVID HARTWIG	Independent Agency	1.00	1.00	939.45	939.45
BONITA HAYES	Independent Agency	1.00	1.00	901.50	901.50
DIANE ROOK-JOHNSON	Independent Agency	3.00	2.00	861.90	861.90
DANIEL VERBRICK	Independent Agency	1.00	1.00	845.85	845.85
JOANNA KOT	Independent Agency	1.00	1.00	835.00	835.00
JUDY HAWLEY	Independent Agency	4.00	3.00	815.63	815.63
HEATHER LINDSLEY	Independent Agency	1.00	1.00	813.90	813.90
WILLIAM GARRETT	Independent Agency	2.00	2.00	789.50	789.50
SAMANTHA NAPARALA	Lakeshore Agency	2.00	1.00	784.25	784.25
BRIAN BAUTCH	Independent Agency	2.00	2.00	765.05	765.05
CODY PRESTWOOD	Dakotas Agency	2.00	2.00	756.87	756.87
RUDOLPH KOLARIK	Independent Agency	1.00	0.00	733.70	733.70
NICOLE KOEHLER	Independent Agency	1.00	1.00	699.50	699.50
RONALD PACHAN	Independent Agency	3.00	2.00	697.95	697.95
STACY STEPHENS	Independent Agency	2.00	2.00	612.25	612.25
BRENDA VANDER LOGT	Independent Agency	1.00	1.00	610.00	610.00
KEITH SANDERS	Independent Agency	1.00	1.00	588.70	588.70
JEREMIAH WELCH	Lakeshore Agency	2.00	0.00	333.75	583.76
MICHAEL STECKLING	Independent Agency	1.00	0.00	558.75	558.75
CAROL JANDERA	Dakotas Agency	1.00	1.00	558.60	558.60
KYLIE ELMORE	Independent Agency	1.00	1.00	553.90	553.90
KENNETH CAFOUREK	Independent Agency	2.00	1.00	548.45	548.45

PAULA VESELY	Independent Agency	2.00	2.00	524.00	524.00
MARIAH BAGGS	Independent Agency	1.00	1.00	500.04	500.04
WAYNE FREUND	Independent Agency	1.00	0.00	500.04	500.04
TERIN SMITH BANGERT	Independent Agency	1.00	1.00	466.00	466.00
BRUCE PAUTZ	Independent Agency	2.00	2.00	378.00	378.00
RANDALL PFEILER	Independent Agency	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 Agency	1.00	1.00	0.00	300.01
PHILLIP KEISER	Independent Agency	1.00	1.00	257.28	257.28
BRADLEY PRATT	Independent Agency	2.00	2.00	0.00	250.01
SHANNON DAUGHERTY	Independent Agency	1.00	1.00	239.00	239.00
STEVEN POWELL	Independent Agency	1.00	1.00	222.50	222.50
MARIAH BAGGS	Lakeshore Agency	2.00	1.00	196.91	196.91
ERIC GARLAND	Independent Agency	4.00	1.00	168.48	168.48
MICHAEL JOHNSON	Dakotas Agency	0.10	0.00	166.67	166.67
LUKASZ HANDZEL	Independent Agency	0.20	0.20	129.50	129.50
DIRK MILESTONE	Independent Agency	2.00	2.00	0.00	122.65
LEE EVANS	Lakeshore Agency	2.00	2.00	75.30	75.30
PAUL DODGE	Independent Agency	0.50	0.50	0.00	75.00
KENNETH SZWEDA	Independent Agency	0.50	0.50	0.00	75.00
CONNIE GIBB	Independent Agency	1.00	1.00	56.79	56.79
HOWARD BLECHA	Independent Agency	1.00	1.00	0.00	50.00
CRISTY ARNDT	Independent Agency	1.00	1.00	35.70	35.70
FRANK MOONEY	Independent Agency	0.00	0.00	0.00	0.00
JAROD POWELL	Independent Agency	0.00	0.00	0.00	0.00
IWONA ZAWICKI	Independent Agency	0.00	0.00	0.00	0.00
RANDY SCHMITZ	Independent Agency	0.00	0.00	-184.12	-184.12