

Results Reported 12/31/21

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
REBECCA LUREEN	Dakotas Agency	76.20	33.50	50,249.10	74,950.36
RANDALL KOLARIK	Independent Agency	51.00	20.00	60,938.51	60,938.51
MARY KRUEGER	Wisconsin River Agency	39.00	23.00	18,734.53	55,067.40
SAMANTHA CLEMINS	Lakeshore Agency	58.50	26.00	50,452.91	52,183.44
WHITNEY YANG	Lakeshore Agency	38.50	35.00	30,510.46	48,751.01
JANE ZELLER	Wisconsin River Agency	65.00	26.00	41,200.02	48,561.63
STEVE ERNST	Lakeshore Agency	23.00	12.00	9,440.94	39,809.06
CARRIE BAETEN	Independent Agency	53.00	36.00	31,886.56	33,136.56
MICHAEL BROWN	Independent Agency	17.00	3.00	16,484.66	31,830.05
CASSONDR A MEYER	Lakeshore Agency	21.00	7.00	30,209.76	30,209.76
CHRIS DEEDON	Lakeshore Agency	24.00	16.00	25,153.25	25,153.25
LISA KOERNER	Wisconsin River Agency	51.00	25.00	22,868.03	24,996.18
JOANNA STOCH	Independent Agency	17.80	15.80	23,169.80	23,169.80
ANN KAISER	Independent Agency	7.00	3.00	0.00	22,206.89
JASON LAPORTE	Wisconsin River Agency	18.00	9.00	9,172.83	17,830.31
PHILIP WELTER	Wisconsin River Agency	8.00	3.00	5,731.58	17,341.40
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	18.00	5.00	13,795.81	17,224.63
CHARLENE MCCOY	Independent Agency	20.00	16.00	16,454.52	16,454.52
AUTUM JOHNSON	Dakotas Agency	17.50	9.00	14,932.10	15,936.70
JAY DOBBS	Lakeshore Agency	10.00	2.00	14,305.90	14,619.41
DAVID HORSTMANN	Direct Distribution	11.00	11.00	14,319.14	14,319.14
DONALD SCHAEFER	Independent Agency	4.00	2.00	13,424.04	13,424.04
ANDRZEJ SERTLER	Independent Agency	12.00	10.00	13,393.25	13,393.25
DARREL SCHMIDT	Lakeshore Agency	12.00	4.00	11,704.89	11,704.89
DEAN GARDNER	Lakeshore Agency	9.00	1.00	6,928.43	10,920.30
GREGG TALLIER	Independent Agency	4.00	2.00	0.00	10,780.79
JOHN FOWLER	Independent Agency	7.00	1.00	10,384.60	10,384.60
NICOLE SMILANICH	Lakeshore Agency	8.00	1.00	5,632.62	10,223.99
ROGER HARRIS	Independent Agency	10.00	4.00	9,755.10	9,755.10
ROBERT FIRCHOW	Independent Agency	12.00	7.00	9,398.29	9,398.29
JAMES DINGELDEIN	Independent Agency	7.00	6.00	9,219.13	9,219.13
CHIA YANG	Lakeshore Agency	9.00	2.00	8,903.68	8,903.68
JERRY HENRY	Lakeshore Agency	4.00	0.00	8,007.37	8,007.37
MATTHEW JACQUE	Wisconsin River Agency	11.00	5.00	7,986.47	7,986.47
BRADLEY PUTNAM	Independent Agency	5.00	2.00	7,956.70	7,956.70
DEAN WATERS	Independent Agency	14.00	13.00	7,776.86	7,776.86
JANA MCKINNEY	Independent Agency	12.00	12.00	7,236.64	7,236.64
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
BETH KLISMITH	Independent Agency	10.00	7.00	6,080.50	6,080.50
DAVID LAPETINA	Direct Distribution	12.00	11.00	6,028.04	6,028.04
SHERRY NOBLE	Independent Agency	3.00	2.00	5,562.48	5,562.48
DAVID KONSELLA	Independent Agency	5.00	5.00	5,463.02	5,463.02
STANLEY BLYTHE	Independent Agency	13.00	11.00	5,242.79	5,242.79
KANDANCE GIOSCIO-KEULER	Independent Agency	3.00	0.00	0.00	5,025.00
ROXANNE JOHNSON	Independent Agency	1.00	1.00	0.00	5,000.00
NORBERTO CAPIELLO	Independent Agency	2.00	1.00	3,842.72	3,842.72
WILLIAM PATZNER	Independent Agency	4.00	4.00	3,760.80	3,760.80
ALAINA PRESTWOOD	Dakotas Agency	8.50	8.50	3,755.53	3,755.53
KATE KINGSBURY	Dakotas Agency	6.20	1.50	3,411.95	3,746.82
DIANE ROOK-JOHNSON	Independent Agency	5.00	3.00	3,632.74	3,632.74
CHRISTY SNIDER	Independent Agency	5.00	5.00	3,541.45	3,541.45
HARRY DORMAN	Independent Agency	4.00	4.00	3,480.32	3,480.32
DALBERT STEELE	Independent Agency	13.00	10.00	3,319.95	3,319.95
DONALD ROOT	Independent Agency	3.00	3.00	3,264.20	3,264.20
DAVID LANGE	Lakeshore Agency	1.00	0.00	3,084.74	3,084.74

TRENT HALDIMAN	Independent Agency	4.00	1.00	3,009.17	3,009.17
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
JOANNA KOT	Independent Agency	2.00	2.00	2,772.00	2,772.00
KAREN VANDENBUSCH	Independent Agency	2.00	2.00	2,718.30	2,718.30
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
CODY PRESTWOOD	Dakotas Agency	5.50	5.50	2,592.33	2,592.33
KAITLYNN ARNOLD	Dakotas Agency	1.00	1.00	2,567.50	2,567.50
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
JUSTIN GIVENS	Independent Agency	3.00	1.00	2,179.71	2,179.71
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
SAMANTHA NAPARALA	Lakeshore Agency	3.00	2.00	1,979.15	1,979.15
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
DAVID HARTWIG	Independent Agency	2.00	2.00	1,651.65	1,651.65
LAURA DEGOLIER	Independent Agency	3.00	3.00	1,620.84	1,620.84
LEVI HUNCOVSKY	Independent Agency	2.00	2.00	1,567.43	1,567.43
RICHARD BALCH	Independent Agency	2.00	2.00	1,510.74	1,510.74
GEORGE BODUCH	Independent Agency	2.00	2.00	1,427.91	1,427.91
MAYNARD HOLUB	Independent Agency	1.00	1.00	1,422.05	1,422.05
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 POWELL	Independent Agency	2.00	2.00	1,346.50	1,346.50
JEREMY CORDOVA	Independent Agency	1.00	1.00	1,315.75	1,315.75
PAULA VESELY	Independent Agency	3.00	2.00	1,278.50	1,278.50
LYLE BODENSTEINER	Independent Agency	2.00	0.00	1,253.00	1,253.00
BRANDY CARMICHEAL	Dakotas Agency	4.00	4.00	1,242.60	1,242.60
RONALD PACHAN	Independent Agency	5.00	2.00	1,238.45	1,238.45
WAYNE FREUND	Independent Agency	2.00	1.00	1,217.04	1,217.04
SENICA OMERNIK	Independent Agency	3.00	3.00	1,211.50	1,211.50
WILLIAM GARRETT	Independent Agency	3.00	2.00	1,189.00	1,189.00
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
SCOTT OLIVA	Independent Agency	5.00	5.00	978.83	1,028.83
LAURA DEBEVEC SCHULTZE	Independent Agency	1.90	0.90	1,027.78	1,027.78
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
LARRY RUFF	Independent Agency	1.00	1.00	942.74	942.74
KENNETH CAFOUREK	Independent Agency	3.00	2.00	915.95	915.95
BONITA HAYES	Independent Agency	1.00	1.00	901.50	901.50
LUANNE GOTZ	Independent Agency	1.00	1.00	898.76	898.76
DANIEL VERBRICK	Independent Agency	1.00	1.00	845.85	845.85
JUDY HAWLEY	Independent Agency	4.00	3.00	815.63	815.63
HEATHER LINDSLEY	Independent Agency	1.00	1.00	813.90	813.90
BRIAN BAUTCH	Independent Agency	2.00	2.00	765.05	765.05
TODD GERBIG	Independent Agency	2.00	2.00	764.80	764.80
RUDOLPH KOLARIK	Independent Agency	1.00	0.00	733.70	733.70
BLANCA GONZALEZ	Independent Agency	1.00	1.00	700.20	700.20

NICOLE KOEHLER	Independent Agency	1.00	1.00	699.50	699.50
CHARLENE LARSEN	Independent Agency	1.00	1.00	630.80	630.80
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
MARIAH BAGGS	Independent Agency	1.00	1.00	500.04	500.04
HOME OFFICE	HOME OFFICE	3.00	2.00	483.50	483.50
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
JASON PETERS	Independent Agency	1.00	1.00	287.25	287.25
PHILLIP KEISER	Independent Agency	1.00	1.00	257.28	257.28
BRUCE DONLAN	Independent Agency	1.00	1.00	250.04	250.04
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
JEFFREY HILLEMANN	Independent Agency	1.00	1.00	165.90	165.90
DONALD ROSENTERER	Independent Agency	1.00	1.00	136.25	136.25
LUKASZ HANDZEL	Independent Agency	0.20	0.20	129.50	129.50
DIRK MILESTONE	Independent Agency	2.00	2.00	0.00	122.65
CONNIE GIBB	Independent Agency	2.00	2.00	113.57	113.57
VALERIE JOHNSON	Independent Agency	1.00	1.00	99.01	99.01
ANTHONY POLK	Independent Agency	1.00	0.00	99.01	99.01
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
HOWARD BLECHA	Independent Agency	1.00	1.00	0.00	50.00
CRISTY ARNDT	Independent Agency	1.00	1.00	35.70	35.70
PAUL HELGERSON	Independent Agency	0.10	0.10	16.18	16.18
ROBERT A ANDERSON	Independent Agency	0.00	0.00	0.00	0.00
SCOTT FAHRENTHOLD	Independent Agency	0.00	0.00	0.00	0.00
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