

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
REBECCA LUREEN	Dakotas Agency	53.90	24.00	45,015.96	92,232.27	5,000.00	97,232.27
JANE ZELLER	Wisconsin River Agency	51.00	19.00	54,338.37	56,725.20	5,000.00	61,725.20
CARRIE BAETEN	Independent Agency	56.00	28.00	46,320.35	46,320.35	2,329.22	48,649.56
SWT	Independent Agency	39.00	18.00	44,489.48	44,489.48	-	44,489.48
SAMANTHA CLEMINS	Lakeshore Agency	67.00	22.00	34,854.65	36,778.98	2,432.86	39,211.84
WHITNEY YANG	Lakeshore Agency	32.00	20.00	29,561.82	33,253.07	4,111.97	37,365.04
MICHAEL BROWN	Independent Agency	20.00	5.00	34,484.56	34,484.56	-	34,484.56
RANDALL KOLARIK	Independent Agency	42.00	21.00	32,976.76	32,976.76	1,347.83	34,324.58
ROBERT FIRCHOW	Independent Agency	15.00	7.00	14,439.29	28,107.81	-	28,107.81
KAITLYNN ARNOLD	Dakotas Agency	13.65	6.00	14,056.91	20,782.54	3,052.20	23,834.74
RYAN RAEDER	Lakeshore Agency	22.00	3.00	21,558.78	21,922.53	-	21,922.53
BRIAN LEMIEUX	Independent Agency	1.00	-	18,840.00	18,840.00	-	18,840.00
STEVE ERNST	Lakeshore Agency	16.00	3.00	13,714.98	17,362.86	975.76	18,338.62
CHIA YANG	Lakeshore Agency	17.00	9.00	15,553.47	15,553.47	1,934.30	17,487.77
LISA KOERNER	Wisconsin River Agency	19.00	8.00	8,887.27	15,645.09	863.36	16,508.46
ROGER HARRIS	Independent Agency	10.00	6.00	14,489.01	14,489.01	-	14,489.01
DEAN WATERS	Independent Agency	10.45	8.45	13,947.41	13,947.41	-	13,947.41
HAILEY SMITH	Wisconsin River Agency	10.00	4.00	13,738.07	13,738.07	-	13,738.07
SCOTT WILLIAMS	Independent Agency	5.00	4.00	13,453.62	13,453.62	-	13,453.62
DAVID LANGE	Lakeshore Agency	12.00	2.00	11,124.05	11,149.05	1,363.34	12,512.39
MARY KRUEGER	Wisconsin River Agency	24.00	4.00	8,182.52	11,287.72	245.16	11,532.89
SCOTT MOAN	Independent Agency	2.25	2.25	8,978.54	8,978.54	-	8,978.54
CHARLENE MCCOY	Independent Agency	15.00	10.00	8,334.09	8,334.09	-	8,334.09
WILLIAM GARRETT	Independent Agency	4.00	3.00	7,828.79	7,828.79	-	7,828.79
PHILIP WELTER	Independent Agency	3.00	-	7,298.57	7,298.57	10.00	7,308.57
SKYLER MATLOCK	Dakotas Agency	5.45	2.00	6,222.93	6,222.93	364.12	6,587.05
KRISTIAUNA THOMAS	Direct Distribution	14.00	14.00	6,516.26	6,516.26	-	6,516.26
ANDRZEJ SERTLER	Independent Agency	2.00	1.00	6,497.50	6,497.50	-	6,497.50
PABLO RUIZ VARGAS	Lakeshore Agency	8.00	8.00	5,690.92	5,690.92	635.21	6,326.13
BRADLEY PUTNAM	Independent Agency	3.00	2.00	6,075.50	6,075.50	-	6,075.50
BETH KLISMITH	Independent Agency	5.00	3.00	5,667.13	5,667.13	-	5,667.13
NORBERTO CAPIELLO	Independent Agency	2.00	-	5,322.04	5,322.04	-	5,322.04
KEVIN GLANVILLE	Independent Agency	2.00	1.00	5,224.80	5,224.80	-	5,224.80
AMANDA OLDENBURG	Lakeshore Agency	12.00	9.00	4,566.75	4,566.75	540.46	5,107.21
JAMES DINGELDEIN	Independent Agency	6.00	5.00	4,586.56	4,586.56	-	4,586.56
BRIANNA GRISSOM	Dakotas Agency	5.00	3.00	2,942.98	2,942.98	1,196.04	4,139.02
CHRIS DEEDON	Lakeshore Agency	6.00	3.00	3,556.25	3,606.26	502.25	4,108.50
JOSHUA WILSON	Lakeshore Agency	4.00	2.00	1,330.95	3,830.95	-	3,830.95
JERRY HENRY	Lakeshore Agency	3.00	-	2,441.01	2,441.01	1,297.40	3,738.41
JOSEPH GUILLORY	Independent Agency	4.00	3.00	3,411.51	3,411.51	-	3,411.51
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	7.00	3.00	3,311.70	3,373.14	30.72	3,403.86
DOUGLAS WILKE	Independent Agency	3.00	3.00	3,382.55	3,382.55	-	3,382.55
MATTHEW JACQUE	Wisconsin River Agency	5.00	4.00	3,132.48	3,132.48	224.52	3,357.00
JAY REDFERN	Independent Agency	3.00	3.00	3,262.22	3,262.22	-	3,262.22
JONATHAN GARDOW	Independent Agency	3.00	3.00	2,968.39	2,968.39	-	2,968.39
GEORGE BODUCH	Independent Agency	1.00	1.00	2,886.75	2,886.75	-	2,886.75
DIANE ROOK-JOHNSON	Independent Agency	4.00	2.00	2,873.83	2,873.83	-	2,873.83
HALEY PULLEN	Direct Distribution	4.00	4.00	2,802.15	2,802.15	-	2,802.15
FRANK MOONEY	Independent Agency	2.00	2.00	2,500.09	2,500.09	-	2,500.09
CODY HANKE	Independent Agency	3.00	3.00	2,456.94	2,456.94	-	2,456.94
ELAN CRAYTON	Direct Distribution	5.00	5.00	2,385.90	2,385.90	-	2,385.90
CASSONDRA MEYER	Lakeshore Agency	6.00	6.00	1,581.23	1,581.23	709.77	2,290.99
RUDOLPH KOLARIK	Independent Agency	4.00	2.00	2,288.14	2,288.14	-	2,288.14
CASSANDRA SHOOK	Wisconsin River Agency	5.00	3.00	1,893.16	1,893.16	-	1,893.16
KEITH SANDERS	Independent Agency	4.00	2.00	1,785.26	1,785.26	-	1,785.26
DEREK ROACH	Independent Agency	1.00	1.00	1,721.70	1,721.70	-	1,721.70
FRANK CESAREK	Independent Agency	1.00	-	1,691.00	1,691.00	-	1,691.00
HEATHER GONSKA	Independent Agency	1.20	1.20	1,679.51	1,679.51	-	1,679.51
GARY COCKERAM	Independent Agency	1.00	1.00	1,544.10	1,544.10	-	1,544.10
STACIE RUDY	Independent Agency	1.00	1.00	1,515.00	1,515.00	-	1,515.00
PAUL FRITCH	Independent Agency	1.00	1.00	1,467.94	1,467.94	-	1,467.94
LAURA DEGOLIER	Independent Agency	2.00	2.00	1,381.12	1,381.12	-	1,381.12
KEVIN SIMPSON	Independent Agency	6.00	4.00	1,219.32	1,219.32	-	1,219.32
GREGG TALLIER	Independent Agency	1.00	-	1,213.13	1,213.13	-	1,213.13
LYLE BODENSTEINER	Independent Agency	1.00	1.00	1,162.80	1,162.80	-	1,162.80
DANIEL ZEIGER	Independent Agency	4.00	3.00	1,110.34	1,160.34	-	1,160.34
DREW SMADING	Independent Agency	1.00	1.00	1,063.50	1,063.50	-	1,063.50
CHRISTY SNIDER	Independent Agency	2.00	2.00	1,040.65	1,040.65	-	1,040.65
JANA MCKINNEY	Independent Agency	1.00	1.00	1,037.75	1,037.75	-	1,037.75
EDWARD LANGFORD	Independent Agency	1.00	1.00	982.40	982.40	-	982.40
LYNN TANK	Independent Agency	1.00	1.00	933.60	933.60	-	933.60
TIMOTHY DOWSEY	Independent Agency	1.00	1.00	881.90	881.90	-	881.90
DEBRA LARKIN	Independent Agency	2.00	2.00	831.30	831.30	-	831.30

MARIAH BAGGS	Independent Agency	2.00	1.00	787.95	787.95	-	787.95
DAVID WISKIE	Independent Agency	1.00	1.00	768.33	768.33	-	768.33
LUANNE GOTZ	Independent Agency	1.00	1.00	739.52	739.52	-	739.52
JOSEPH MEDINGER JR	Independent Agency	1.00	1.00	721.40	721.40	-	721.40
JESSICA DELLEMAN	Independent Agency	1.00	-	691.50	691.50	-	691.50
DONALD ROOT	Independent Agency	2.00	2.00	678.85	678.85	-	678.85
KURT SCHMITZ	Independent Agency	2.00	2.00	647.30	647.30	-	647.30
JEREMIAH FOSTER	Independent Agency	1.00	1.00	637.00	637.00	-	637.00
DALBERT STEELE	Independent Agency	1.00	-	623.00	623.00	-	623.00
PATRICK TURAY	Independent Agency	1.00	1.00	555.20	555.20	-	555.20
SCOTT OLIVA	Independent Agency	3.00	3.00	549.20	549.20	-	549.20
ROBERT WACHHOLZ	Independent Agency	1.00	1.00	525.80	525.80	-	525.80
DANIEL VERBRICK	Independent Agency	1.00	1.00	513.82	513.82	-	513.82
JUSTIN GIVENS	Independent Agency	1.00	1.00	502.86	502.86	-	502.86
SCOTT TAJCHAMN	Independent Agency	1.00	1.00	500.50	500.50	-	500.50
CONNIE GIBB	Independent Agency	3.00	3.00	475.15	475.15	-	475.15
DONALD MCNALLY	Independent Agency	1.00	-	465.05	465.05	-	465.05
JOSEPH CORDOVA	Independent Agency	1.00	1.00	461.55	461.55	-	461.55
ELLEN ANDERSON	Independent Agency	1.00	1.00	455.40	455.40	-	455.40
CASSANDRA SHOOK	Independent Agency	1.00	1.00	454.50	454.50	-	454.50
MATTHEW SCHERNIKAU	Independent Agency	2.00	2.00	454.30	454.30	-	454.30
VALERIE JOHNSON	Independent Agency	2.00	2.00	425.53	425.53	-	425.53
SHAWN JUSTMAN	Independent Agency	1.00	1.00	422.70	422.70	-	422.70
AMBER WULTERKENS	Lakeshore Agency	1.00	1.00	397.75	397.75	-	397.75
LUANNE GOTZ	Independent Agency	1.00	-	397.00	397.00	-	397.00
JACK BRAUKER	Independent Agency	1.00	1.00	389.00	389.00	-	389.00
HOME OFFICE	HOME OFFICE	1.00	-	305.25	305.25	-	305.25
DEBRA STRUTHERS	Independent Agency	1.00	1.00	280.25	280.25	-	280.25
HELEN HOBSON	Independent Agency	1.00	1.00	267.75	267.75	-	267.75
SCOTT ANDERSON	Independent Agency	1.00	1.00	196.90	196.90	-	196.90
CLYDE WHYTE	Direct Distribution	1.00	1.00	179.00	179.00	-	179.00
BARRY HAMPTON	Direct Distribution	1.00	1.00	176.86	176.86	-	176.86
KAREN VANDENBUSCH	Independent Agency	1.00	1.00	144.93	144.93	-	144.93
MAYNARD HOLUB	Independent Agency	1.00	1.00	137.65	137.65	-	137.65
PHILIP WELTER	Wisconsin River Agency	1.00	1.00	-	100.00	10.00	110.00
SHERYL BELLIN	Independent Agency	1.00	1.00	100.89	100.89	-	100.89
DIRK MILESTONE	Independent Agency	1.00	1.00	-	79.14	-	79.14
ALEXANDRIA WIDDERSHEIM	Independent Agency	1.00	1.00	-	35.72	30.72	66.44
MELISSA WESTBROOK	Independent Agency	1.00	1.00	57.83	57.83	-	57.83
HOWARD BLECHA	Independent Agency	2.00	2.00	-	50.00	-	50.00
KARISSA MITCHEK	Dakotas Agency	-	-	-	-	24.05	24.05
BECKY HELMBERGER	Dakotas Agency	1.00	-	-	-	-	-
AUTUM JOHNSON	Dakotas Agency	1.00	-	-	-	-	-
LEVI HUNCOVSKY	Independent Agency	-	-	-	-	-	-
KANSAS LIFE INSURANCE	Independent Agency	-	-	-	-	-	-
ERVIN LONDAGIN	Independent Agency	-	-	-	-	-	-
JAROD POWELL	Independent Agency	-	-	-	-	-	-
RONALD PACHAN	Independent Agency	(1.00)	-	(195.50)	(195.50)	-	(195.50)