

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
SWT	Independent Agency	19.00	5.00	22,580.13	22,580.13		22,580.13
ROBERT FIRCHOW	Independent Agency	3.00	2.00	17,599.55	17,599.55		17,599.55
RYAN RAEDER	Independent Agency	5.00	1.00	9,293.89	14,611.81		14,611.81
CARRIE BAETEN	Independent Agency	6.00	3.00	8,001.95	8,001.95		8,001.95
WHITNEY YANG	Independent Agency	5.00	3.00	7,811.50	7,811.50		7,811.50
JANE ZELLER	Independent Agency	3.00	2.00	3,076.51	3,076.51		3,076.51
REBECCA LUREEN	Independent Agency	1.00	-	2,647.09	2,647.09		2,647.09
STEVE ERNST	Independent Agency	1.00	-	2,487.00	2,487.00		2,487.00
HALEY PULLEN	Direct Distribution	3.00	3.00	2,382.10	2,382.10		2,382.10
ROGER HARRIS	Independent Agency	2.00	-	2,325.07	2,325.07		2,325.07
ANDRZEJ SERTLER	Independent Agency	2.00	1.00	2,313.00	2,313.00		2,313.00
MICHAEL BROWN	Independent Agency	2.40	0.40	2,235.22	2,235.22		2,235.22
MARY KRUEGER	Independent Agency	1.00	1.00	-	2,165.03		2,165.03
CODY HANKE	Independent Agency	2.00	2.00	2,124.90	2,124.90		2,124.90
CHIA YANG	Independent Agency	1.00	1.00	2,032.00	2,032.00		2,032.00
CHARLENE MCCOY	Independent Agency	4.00	4.00	1,990.56	1,990.56		1,990.56
DAVID LANGE	Independent Agency	3.00	1.00	1,931.50	1,931.50		1,931.50
RUDOLPH KOLARIK	Independent Agency	2.00	2.00	1,776.56	1,776.56		1,776.56
LINDY NIEDERHAUSER	Independent Agency	1.00	1.00	1,131.90	1,131.90		1,131.90
CHRISTY SNIDER	Independent Agency	2.00	1.00	1,115.26	1,115.26		1,115.26
JACOB SCHMAHL	Independent Agency	1.00	1.00	1,094.70	1,094.70		1,094.70
SCOTT OLIVA	Independent Agency	3.00	3.00	1,067.03	1,067.03		1,067.03
RANDALL KOLARIK	Independent Agency	3.00	-	922.06	922.06		922.06
FRANK MOONEY	Independent Agency	1.00	1.00	912.00	912.00		912.00
WILLIAM RUTTEN	Lakeshore Agency	2.00	1.00	834.33	834.33		834.33
KYLE CRANK	Independent Agency	1.00	1.00	754.50	754.50		754.50
WILLIAM GARRETT	Independent Agency	1.00	-	708.50	708.50		708.50
FRANK VARVARIS	Independent Agency	0.60	0.60	694.08	694.08		694.08
NORBERTO CAPIELLO	Independent Agency	1.00	-	657.80	657.80		657.80
HELEN HOBSON	Independent Agency	1.00	1.00	652.80	652.80		652.80
STEVEN MASKIL	Independent Agency	1.00	1.00	458.25	458.25		458.25
SCOTT WILLIAMS	Independent Agency	1.00	1.00	405.60	405.60		405.60
MATTHEW SCHERNIKAU	Independent Agency	1.00	1.00	261.75	261.75		261.75
SHANNON DAUGHERTY	Independent Agency	1.00	1.00	227.50	227.50		227.50
SAMANTHA CLEMINS	Independent Agency	1.00	-	202.50	202.50		202.50
SCOTT MOAN	Independent Agency	0.50	0.50	157.25	157.25		157.25
DEAN WATERS	Independent Agency	0.50	0.50	157.25	157.25		157.25
KANSAS LIFE INSURANCE	Independent Agency	-	-	-	-		-
DAWN NELSON	Independent Agency	-	-	-	-		-
JOSHUA WILSON	Independent Agency	1.00	1.00	-	-		-
RACHEL HUNTER	Direct Distribution	-	-	-	-		-
AMANDA OLDENBURG	Independent Agency	(1.00)	-	(571.00)	(571.00)		(571.00)
KRISTIAUNA THOMAS	Direct Distribution	2	2	616.35	616.35		