

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
SWT	Independent Agency	18.00	5.00	21,181.43	21,181.43		21,181.43
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
CHIA YANG	Independent Agency	3.00	2.00	3,797.00	3,797.00		3,797.00
REBECCA LUREEN	Independent Agency	3.00	0.00	3,689.66	3,689.66		3,689.66
JANE ZELLER	Independent Agency	3.00	2.00	3,076.51	3,076.51		3,076.51
JOSHUA WILSON	Independent Agency	1.00	1.00	0.00	2,500.00		2,500.00
STEVE ERNST	Independent Agency	1.00	0.00	2,487.00	2,487.00		2,487.00
ROGER HARRIS	Independent Agency	2.00	0.00	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	0.00	2,167.11		2,167.11
CODY HANKE	Independent Agency	2.00	2.00	2,124.90	2,124.90		2,124.90
NORBERTO CAPPIELLO	Independent Agency	2.00	0.00	2,056.50	2,056.50		2,056.50
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
KYLE CRANK	Independent Agency	2.00	2.00	1,454.70	1,454.70		1,454.70
LINDY NIEDERHAUSER	Independent Agency	1.00	1.00	1,131.90	1,131.90		1,131.90
HELEN HOBSON	Independent Agency	2.00	2.00	1,120.66	1,120.66		1,120.66
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
MATTHEW SCHERNIKAU	Independent Agency	2.00	2.00	1,038.00	1,038.00		1,038.00
RANDALL KOLARIK	Independent Agency	3.00	0.00	922.06	922.06		922.06
FRANK MOONEY	Independent Agency	1.00	1.00	912.00	912.00		912.00
WILLIAM RUTTEN	Independent Agency	2.00	1.00	834.33	834.33		834.33
SCOTT WILLIAMS	Independent Agency	2.00	2.00	772.68	772.68		772.68
WILLIAM GARRETT	Independent Agency	1.00	0.00	708.50	708.50		708.50
FRANK VARVARIS	Independent Agency	0.60	0.60	694.08	694.08		694.08
AMBER WULTERKENS	Independent Agency	1.00	0.00	588.86	588.86		588.86
GEORGE BODUCH	Independent Agency	1.00	1.00	558.60	558.60		558.60
STEVEN MASKIL	Independent Agency	1.00	1.00	458.25	458.25		458.25
SHANNON DAUGHERTY	Independent Agency	1.00	1.00	227.50	227.50		227.50
SAMANTHA CLEMINS	Independent Agency	1.00	0.00	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	0.00	0.00	0.00	0.00		-
DAWN NELSON	Independent Agency	0.00	0.00	0.00	0.00		-
AMANDA OLDENBURG	Independent Agency	(1.00)	0.00	-571.00	-571.00		(571.00)
TOTAL	Independent Agency	96.00	51.00	108,336.91	118,321.95		118,321.95
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HALEY PULLEN	Direct Distribution	3.00	3.00	2,382.10	2,382.10		2,382.10
KRISTIAUNA THOMAS	Direct Distribution	2.00	2.00	616.35	616.35		616.35
RACHEL HUNTER	Direct Distribution	1.00	1.00	450.30	450.30		450.30
TOTAL	Direct Distribution	6.00	6.00	3,448.75	3,448.75		3,448.75