

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	21,034.01	21,034.01		21,034.01
ROBERT FIRCHOW	Independent Agency	3.00	2.00	17,599.55	17,599.55		17,599.55
RYAN RAEDER	Independent Agency	8.00	2.00	12,202.58	17,520.51		17,520.51
SCOTT MOAN	Independent Agency	1.40	1.40	15,323.15	15,323.15		15,323.15
CARRIE BAETEN	Independent Agency	11.00	8.00	11,501.94	11,501.94		11,501.94
WHITNEY YANG	Independent Agency	5.00	3.00	7,811.50	7,811.50		7,811.50
ROGER HARRIS	Independent Agency	6.00	2.00	5,812.55	5,812.55		5,812.55
AMBER WULTERKENS	Independent Agency	2.00	0.00	5,588.91	5,588.91		5,588.91
CHIA YANG	Independent Agency	6.00	3.00	4,864.50	4,864.50		4,864.50
JANE ZELLER	Independent Agency	7.00	6.00	4,497.26	4,497.26		4,497.26
REBECCA LUREEN	Independent Agency	3.00	0.00	3,689.66	3,689.66		3,689.66
RANDALL KOLARIK	Independent Agency	5.00	0.00	3,409.56	3,409.56		3,409.56
ANDRZEJ SERTLER	Independent Agency	3.00	2.00	3,288.00	3,288.00		3,288.00
CHRISTY SNIDER	Independent Agency	5.00	3.00	3,165.41	3,165.41		3,165.41
MARY KRUEGER	Independent Agency	3.00	1.00	340.07	2,542.81		2,542.81
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
DOUA CHANG	Independent Agency	4.00	4.00	2,350.00	2,350.00		2,350.00
MICHAEL BROWN	Independent Agency	2.40	0.40	2,235.22	2,235.22		2,235.22
CODY HANKE	Independent Agency	2.00	2.00	2,124.90	2,124.90		2,124.90
NORBERTO CAPIELLO	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
WILLIAM GARRETT	Independent Agency	2.00	1.00	1,960.50	1,960.50		1,960.50
DAVID LANGE	Independent Agency	3.00	1.00	1,931.50	1,931.50		1,931.50
DEAN WATERS	Independent Agency	0.60	0.60	1,842.35	1,842.35		1,842.35
RUDOLPH KOLARIK	Independent Agency	2.00	2.00	1,776.56	1,776.56		1,776.56
TIMOTHY DOWSEY	Independent Agency	2.00	2.00	1,631.55	1,631.55		1,631.55
SCOTT OLIVA	Independent Agency	4.00	4.00	1,515.83	1,515.83		1,515.83
KYLE CRANK	Independent Agency	2.00	2.00	1,454.70	1,454.70		1,454.70
SCOTT WILLIAMS	Independent Agency	3.00	3.00	1,242.68	1,242.68		1,242.68
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
JACOB SCHMAHL	Independent Agency	1.00	1.00	1,094.70	1,094.70		1,094.70
KYLE SITTLER	Independent Agency	1.00	1.00	1,090.00	1,090.00		1,090.00
TONG XIONG	Independent Agency	4.00	3.00	1,086.00	1,086.00		1,086.00
MATTHEW SCHERNIKAU	Independent Agency	2.00	2.00	1,038.00	1,038.00		1,038.00
FRANK MOONEY	Independent Agency	1.00	1.00	912.00	912.00		912.00
PAUL FRITCH	Independent Agency	1.00	1.00	860.93	860.93		860.93
DEBRA LARKIN	Independent Agency	1.00	1.00	859.05	859.05		859.05
SHARI STEELE	Independent Agency	1.00	1.00	858.45	858.45		858.45
WILLIAM RUTTEN	Independent Agency	2.00	1.00	834.33	834.33		834.33
BRENDA VANDER LOGT	Independent Agency	0.50	0.50	724.80	724.80		724.80
FRANK VARVARIS	Independent Agency	0.60	0.60	694.08	694.08		694.08
AMANDA OLDENBURG	Independent Agency	0.00	1.00	662.42	662.42		662.42
LISA KOERNER	Independent Agency	1.00	0.00	608.50	608.50		608.50
GEORGE BODUCH	Independent Agency	1.00	1.00	558.60	558.60		558.60
SAMANTHA CLEMINS	Independent Agency	2.00	0.00	486.50	486.50		486.50
STEVEN MASKIL	Independent Agency	1.00	1.00	458.25	458.25		458.25
KAREN VANDENBUSCH	Independent Agency	0.50	0.50	456.00	456.00		456.00
KAITLYNN REEDER	Independent Agency	1.00	1.00	306.84	306.84		306.84
SHANNON DAUGHERTY	Independent Agency	1.00	1.00	227.50	227.50		227.50
LAURA DEBEVEC SCHULTZE	Independent Agency	1.00	1.00	170.80	170.80		170.80
KANSAS LIFE INSURANCE	Independent Agency	0.00	0.00	0.00	0.00		0.00
DAWN NELSON	Independent Agency	0.00	0.00	0.00	0.00		0.00
DREW SMADING	Independent Agency	0.00	0.00	0.00	0.00		0.00
DARREN TERRELL	Independent Agency	1.00	1.00	0.00	0.00		0.00
HALEY PULLEN	Direct Distribution	5.00	5.00	3,418.15	3,418.15		3,418.15
RACHEL HUNTER	Direct Distribution	3.00	3.00	1,701.50	1,701.50		1,701.50
KRISTIAUNA THOMAS	Direct Distribution	2.00	2.00	616.35	616.35		616.35
TAYLOR LEFEVERE	Direct Distribution	1.00	1.00	116.36	116.36		116.36