

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	22,078.81	22,078.81	3,541.39	25,620.20
CHIA YANG	Independent Agency	9.00	6.00	11,667.50	11,667.50	5,000.00	16,667.50
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
CARRIE BAETEN	Independent Agency	13.00	9.00	12,682.79	12,682.79	2,972.40	15,655.19
SCOTT MOAN	Independent Agency	1.40	1.40	15,323.15	15,323.15	-	15,323.15
ROGER HARRIS	Independent Agency	8.00	4.00	6,884.15	6,884.15	4,559.08	11,443.23
AMBER WULTERKENS	Independent Agency	2.00	-	5,588.91	5,588.91	5,000.00	10,588.91
TONG XIONG	Independent Agency	6.00	5.00	4,986.50	4,986.50	4,336.00	9,322.50
WHITNEY YANG	Independent Agency	5.00	3.00	7,811.50	7,811.50	862.50	8,674.00
CHARLENE MCCOY	Independent Agency	9.00	8.00	5,544.43	5,544.43	1,814.05	7,358.48
MICHAEL BROWN	Independent Agency	2.40	0.40	2,235.22	2,235.22	4,810.20	7,045.42
RANDALL KOLARIK	Independent Agency	5.00	-	3,409.56	3,409.56	2,855.25	6,264.81
SAMANTHA CLEMINS	Independent Agency	2.00	-	486.50	486.50	4,970.43	5,456.93
ANDRZEJ SERTLER	Independent Agency	5.00	3.00	5,277.00	5,277.00	-	5,277.00
DOUA CHANG	Independent Agency	5.00	5.00	3,624.00	3,624.00	1,274.00	4,898.00
JANE ZELLER	Independent Agency	7.00	6.00	4,497.26	4,497.26	160.75	4,658.01
TIMOTHY DOWSEY	Independent Agency	3.00	3.00	2,113.20	2,113.20	2,432.19	4,545.39
CHRISTY SNIDER	Independent Agency	5.00	3.00	3,165.41	3,165.41	1,150.50	4,315.91
REBECCA LUREEN	Independent Agency	3.00	-	3,689.66	3,689.66	-	3,689.66
DEAN WATERS	Independent Agency	0.60	0.60	1,842.35	1,842.35	-	1,842.35
STEVE ERNST	Independent Agency	2.00	-	2,694.90	2,694.90	366.35	3,061.25
MARY KRUEGER	Independent Agency	4.00	1.00	514.07	2,716.81	-	2,716.81
JOSHUA WILSON	Independent Agency	1.00	1.00	-	2,500.00	-	2,500.00
JOSEPH CORDOVA	Independent Agency	2.00	-	2,401.08	2,401.08	-	2,401.08
CODY HANKE	Independent Agency	2.00	2.00	2,124.90	2,124.90	-	2,124.90
NORBERTO CAPPIELLO	Independent Agency	2.00	-	2,056.50	2,056.50	-	2,056.50
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
KYLE CRANK	Independent Agency	2.00	2.00	1,454.70	1,454.70	467.86	1,922.56
RUDOLPH KOLARIK	Independent Agency	2.00	2.00	1,776.56	1,776.56	-	1,776.56
DEBRA LARKIN	Independent Agency	1.00	1.00	859.05	859.05	859.05	1,718.10
SHARI STEELE	Independent Agency	1.00	1.00	858.45	858.45	858.45	1,716.90
SCOTT OLIVA	Independent Agency	4.00	4.00	1,515.83	1,515.83	-	1,515.83
SCOTT WILLIAMS	Independent Agency	3.00	3.00	1,242.68	1,242.68	-	1,242.68
STEVEN MASKIL	Independent Agency	2.00	2.00	887.07	887.07	347.90	1,234.97
DREW SMADING	Independent Agency	-	-	-	-	1,150.75	1,150.75
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
KAITLYNN REEDER	Independent Agency	1.00	1.00	306.84	306.84	800.16	1,107.00
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
MATTHEW SCHERNIKAU	Independent Agency	2.00	2.00	1,038.00	1,038.00	-	1,038.00
AMANDA OLDENBURG	Independent Agency	-	1.00	662.42	662.42	330.00	992.42
FRANK MOONEY	Independent Agency	1.00	1.00	912.00	912.00	-	912.00
KAREN VANDENBUSCH	Independent Agency	0.50	0.50	456.00	456.00	456.00	912.00
PAUL FRITCH	Independent Agency	1.00	1.00	860.93	860.93	-	860.93
WILLIAM RUTTEN	Independent Agency	2.00	1.00	834.33	834.33	-	834.33
HARRY DORMAN	Independent Agency	1.00	1.00	784.25	784.25	-	784.25
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
LISA KOERNER	Independent Agency	1.00	-	608.50	608.50	-	608.50
GEORGE BODUCH	Independent Agency	1.00	1.00	558.60	558.60	-	558.60
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
DARREN TERRELL	Independent Agency	1.00	1.00	-	-	-	-
DAWN NELSON	Independent Agency	-	-	-	-	-	-
BETH KLISMITH	Independent Agency	-	-	-	-	670.00	670.00
DAVID KONSELLA	Independent Agency	-	-	-	-	1,056.00	1,056.00
JANA MCKINNEY	Independent Agency	-	-	-	-	900.10	900.10
DIANE ROOK-JOHNSON	Independent Agency	-	-	-	-	451.70	451.70
CHAD WARE	Independent Agency	-	-	-	-	485.25	485.25
ALEXANDRIA WIDDERSHEIM	Independent Agency	-	-	-	-	885.00	885.00
Independent Agency	Independent Agency	112.60	76.60	89,825.60	198,284.81	55,823.31	249,660.07
RACHEL HUNTER	Direct Distribution	3.00	3.00	1,154.20	1,154.20	-	25,620.20
TAYLOR LEFEVERE	Direct Distribution	1.00	1.00	116.36	116.36	-	16,667.50
HALEY PULLEN	Direct Distribution	5.00	5.00	3,418.15	3,418.15	-	17,599.55
KRISTIAUNA THOMAS	Direct Distribution	2.00	2.00	616.35	616.35	-	17,520.51
Direct Distribution	Direct Distribution	11.00	11.00	5,305.06	5,305.06	-	77,407.76