

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
SWT	Independent Agency	26.00	8.00	29,462.11	29,462.11	5,000.00	34,462.11
RYAN RAEDER	Independent Agency	8.00	2.00	12,202.58	17,520.51	3,473.15	20,993.66
CHIA YANG	Independent Agency	14.00	11.00	14,591.50	14,591.50	5,000.00	19,591.50
CARRIE BAETEN	Independent Agency	15.00	11.00	13,885.08	13,885.08	5,000.00	18,885.08
ROBERT FIRCHOW	Independent Agency	3.00	2.00	17,599.55	17,599.55	-	17,599.55
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
TIMOTHY DOWSEY	Independent Agency	6.00	5.00	5,620.83	5,620.83	5,000.00	10,620.83
AMBER WULTERKENS	Independent Agency	2.00	-	5,588.91	5,588.91	5,000.00	10,588.91
CHRISTY SNIDER	Independent Agency	9.00	7.00	5,737.76	5,737.76	4,379.25	10,117.01
CHARLENE MCCOY	Independent Agency	10.00	9.00	6,492.13	6,492.13	3,607.75	10,099.88
WHITNEY YANG	Independent Agency	6.00	3.00	8,864.50	8,864.50	862.50	9,727.00
TONG XIONG	Independent Agency	6.00	5.00	4,986.50	4,986.50	4,640.00	9,626.50
MICHAEL BROWN	Independent Agency	3.40	0.40	3,654.82	3,654.82	4,810.20	8,465.02
SAMANTHA CLEMINS	Independent Agency	7.00	1.00	3,376.98	3,376.98	4,970.43	8,347.41
WILLIAM GARRETT	Independent Agency	2.00	1.00	1,960.50	1,960.50	4,721.50	6,682.00
RANDALL KOLARIK	Independent Agency	6.00	1.00	3,777.31	3,777.31	2,855.25	6,632.56
DAVID LANGE	Independent Agency	3.00	1.00	1,931.50	1,931.50	4,330.93	6,262.43
ANDRZEJ SERTLER	Independent Agency	5.00	3.00	5,277.00	5,277.00	-	5,277.00
STEPHEN RUNDE	Independent Agency	-	-	-	-	5,000.00	5,000.00
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
STACY STEPHENS	Independent Agency	1.00	-	1,626.60	1,626.60	1,626.60	3,253.20
STEVE ERNST	Independent Agency	2.00	-	2,694.90	2,694.90	366.35	3,061.25
MARY KRUEGER	Independent Agency	5.00	2.00	701.07	2,903.81	-	2,903.81
DALBERT STEELE	Independent Agency	2.00	2.00	1,178.15	1,178.15	1,497.45	2,675.60
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
KYLE CRANK	Independent Agency	2.00	2.00	1,454.70	1,454.70	849.42	2,304.12
CODY HANKE	Independent Agency	2.00	2.00	2,124.90	2,124.90	-	2,124.90
NORBERTO CAPIELLO	Independent Agency	2.00	-	2,056.50	2,056.50	-	2,056.50
STEVEN MASKIL	Independent Agency	4.00	4.00	1,599.20	1,599.20	347.90	1,947.10
KAITLYNN REEDER	Independent Agency	2.00	2.00	1,107.00	1,107.00	800.16	1,907.16
LARRY RUFF	Independent Agency	-	-	-	-	1,872.75	1,872.75
DEAN WATERS	Independent Agency	0.60	0.60	1,842.35	1,842.35	-	1,842.35
JANA MCKINNEY	Independent Agency	1.00	1.00	900.10	900.10	900.10	1,800.20
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
JESSE SCHULTE	Independent Agency	-	-	-	-	1,472.19	1,472.19
AMANDA OLDENBURG	Independent Agency	2.00	3.00	861.32	861.32	528.90	1,390.22
ERVIN LONDAGIN	Independent Agency	1.00	-	662.30	662.30	662.30	1,324.60
SCOTT WILLIAMS	Independent Agency	3.00	3.00	1,242.68	1,242.68	-	1,242.68
LISA KOERNER	Independent Agency	1.00	-	608.50	608.50	586.55	1,195.05
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
JACQUELYNE SCHMIDT	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
DAVID KONSELLA	Independent Agency	-	-	-	-	1,056.00	1,056.00
MATTHEW SCHERNIKAU	Independent Agency	2.00	2.00	1,038.00	1,038.00	-	1,038.00
DOUGLAS WILKE	Independent Agency	1.00	-	-	56.83	883.08	939.91
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
ALEXANDRIA WIDDERSHEIM	Independent Agency	-	-	-	-	885.00	885.00
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
JAMES DINGELDEIN	Independent Agency	-	-	-	-	807.90	807.90
HARRY DORMAN	Independent Agency	1.00	1.00	784.25	784.25	-	784.25
DANIEL ZEIGER	Independent Agency	1.00	1.00	285.36	285.36	489.98	775.34
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
BETH KLISMITH	Independent Agency	-	-	-	-	670.00	670.00
GEORGE BODUCH	Independent Agency	1.00	1.00	558.60	558.60	-	558.60
CHAD WARE	Independent Agency	-	-	-	-	485.25	485.25
DIANE ROOK-JOHNSON	Independent Agency	-	-	-	-	451.70	451.70
JOSEPH MEDINGER JR	Independent Agency	1.00	-	374.30	374.30	-	374.30
LAURA DEBEVEC SCHULTZE	Independent Agency	1.00	1.00	170.80	170.80	-	170.80
LEVI HUNCOVSKY	Independent Agency	-	-	-	-	-	-
DAWN NELSON	Independent Agency	-	-	-	-	-	-

BRADLEY PUTNAM	Independent Agency	1.00	-	-	-	-	-
JACOB SCHMAHL	Independent Agency	2.00	2.00	-	-	-	-
DARREN TERRELL	Independent Agency	1.00	1.00	-	-	-	-
HOME OFFICE				10,226.09	10,226.09	-	10,226.09
Independent Agency	Independent Agency	224.00	139.00	225,766.16	235,843.67	95,208.62	331,052.29
HALEY PULLEN	Direct Distribution	7.00	7.00	4,213.26	4,213.26	-	4,213.26
RACHEL HUNTER	Direct Distribution	4.00	4.00	1,464.80	1,464.80	-	1,464.80
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
Direct Distribution	Direct Distribution	14.00	14.00	6,410.77	6,410.77	-	6,410.77