

| Agent                  | Channel            | Policy Count | New Member Count | Life Production Credit | Production Credit | Production Credit Adj. | Total Production Credit |
|------------------------|--------------------|--------------|------------------|------------------------|-------------------|------------------------|-------------------------|
| SWT                    | Independent Agency | 34.00        | 9.00             | 39,153.91              | 39,153.91         | 5,000.00               | 44,153.91               |
| RYAN RAEDER            | Independent Agency | 13.00        | 2.00             | 18,547.85              | 23,865.77         | 4,943.79               | 28,809.56               |
| ROBERT FIRCHOW         | Independent Agency | 5.00         | 2.00             | 17,599.55              | 21,349.55         | 5,000.00               | 26,349.55               |
| CARRIE BAETEN          | Independent Agency | 18.00        | 13.00            | 16,231.79              | 16,231.79         | 5,000.00               | 21,231.79               |
| CHIA YANG              | Independent Agency | 14.00        | 11.00            | 14,591.50              | 14,591.50         | 5,000.00               | 19,591.50               |
| AMBER WULTERKENS       | Independent Agency | 3.00         | 1.00             | 11,084.08              | 11,084.08         | 5,000.00               | 16,084.08               |
| SCOTT MOAN             | Independent Agency | 1.90         | 1.90             | 15,562.15              | 15,562.15         | 239.00                 | 15,801.15               |
| WHITNEY YANG           | Independent Agency | 6.00         | 3.00             | 8,864.50               | 8,864.50          | 5,000.00               | 13,864.50               |
| ROGER HARRIS           | Independent Agency | 8.00         | 4.00             | 6,884.15               | 6,884.15          | 5,000.00               | 11,884.15               |
| TIMOTHY DOWSEY         | Independent Agency | 7.00         | 6.00             | 6,066.23               | 6,066.23          | 5,000.00               | 11,066.23               |
| CHARLENE MCCOY         | Independent Agency | 11.00        | 10.00            | 6,968.63               | 6,968.63          | 4,084.25               | 11,052.88               |
| TONG XIONG             | Independent Agency | 8.00         | 7.00             | 5,641.50               | 5,641.50          | 4,991.00               | 10,632.50               |
| CHRISTY SNIDER         | Independent Agency | 9.00         | 7.00             | 5,737.76               | 5,737.76          | 4,379.25               | 10,117.01               |
| STEPHEN RUNDE          | Independent Agency | 1.00         | 1.00             | 3,911.00               | 3,911.00          | 5,000.00               | 8,911.00                |
| RANDALL KOLARIK        | Independent Agency | 6.00         | 1.00             | 3,777.31               | 3,777.31          | 5,000.00               | 8,777.31                |
| 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          | 5,000.00               | 8,376.98                |
| DEAN WATERS            | Independent Agency | 2.10         | 2.10             | 3,273.55               | 3,273.55          | 5,000.00               | 8,273.55                |
| JANE ZELLER            | Independent Agency | 7.00         | 6.00             | 4,497.26               | 4,497.26          | 3,597.75               | 8,095.01                |
| WILLIAM GARRETT        | Independent Agency | 2.00         | 1.00             | 1,960.50               | 1,960.50          | 4,721.50               | 6,682.00                |
| DAVID LANGE            | Independent Agency | 3.00         | 1.00             | 1,931.50               | 1,931.50          | 4,330.93               | 6,262.43                |
| DOUA CHANG             | Independent Agency | 5.00         | 5.00             | 3,624.00               | 3,624.00          | 2,344.00               | 5,968.00                |
| JESSE SCHULTE          | Independent Agency | 3.00         | 3.00             | 2,843.14               | 2,843.14          | 2,843.14               | 5,686.28                |
| ANDRZEJ SERTLER        | Independent Agency | 5.00         | 3.00             | 5,277.00               | 5,277.00          | -                      | 5,277.00                |
| KAITLYNN REEDER        | Independent Agency | 2.33         | 2.00             | 1,863.42               | 1,863.42          | 1,853.83               | 3,717.25                |
| MARY KRUEGER           | Independent Agency | 6.00         | 2.00             | 1,418.07               | 3,620.81          | -                      | 3,620.81                |
| STEVE ERNST            | Independent Agency | 3.00         | 1.00             | 2,853.35               | 2,853.35          | 540.60                 | 3,393.95                |
| STACY STEPHENS         | Independent Agency | 1.00         | -                | 1,626.60               | 1,626.60          | 1,626.60               | 3,253.20                |
| JANA MCKINNEY          | Independent Agency | 1.00         | 1.00             | 900.10                 | 900.10            | 1,990.10               | 2,890.20                |
| KYLE CRANK             | Independent Agency | 3.00         | 3.00             | 1,836.26               | 1,836.26          | 849.42                 | 2,685.68                |
| 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                |
| JAMES DINGELDEIN       | Independent Agency | 2.00         | 2.00             | 1,233.50               | 1,233.50          | 1,233.50               | 2,467.00                |
| 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                |
| DEBRA LARKIN           | Independent Agency | 1.00         | 1.00             | 859.05                 | 859.05            | 1,245.15               | 2,104.20                |
| DREW SMADING           | Independent Agency | -            | -                | -                      | -                 | 2,082.70               | 2,082.70                |
| 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                |
| LARRY RUFF             | Independent Agency | -            | -                | -                      | -                 | 1,872.75               | 1,872.75                |
| RUDOLPH KOLARIK        | Independent Agency | 2.00         | 2.00             | 1,776.56               | 1,776.56          | -                      | 1,776.56                |
| DOUGLAS WILKE          | Independent Agency | 2.00         | 1.00             | 826.25                 | 883.08            | 883.08                 | 1,766.16                |
| 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                |
| BECKY HELMBERGER       | Independent Agency | 0.33         | -                | 756.42                 | 756.42            | 756.42                 | 1,512.84                |
| AMANDA OLDENBURG       | Independent Agency | 2.00         | 3.00             | 861.32                 | 861.32            | 528.90                 | 1,390.22                |
| ISABEL AGUIRRE         | Independent Agency | -            | -                | -                      | -                 | 1,333.25               | 1,333.25                |
| ERVIN LONDAGIN         | Independent Agency | 1.00         | -                | 662.30                 | 662.30            | 662.30                 | 1,324.60                |
| PAYENG LEE             | Independent Agency | -            | -                | -                      | -                 | 1,324.50               | 1,324.50                |
| 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                |
| 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                |
| PATRICK MONGIN         | Independent Agency | -            | -                | -                      | -                 | 1,117.50               | 1,117.50                |
| 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                |
| 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                  |
| JOSEPH GUILLORY        | Independent Agency | -            | -                | -                      | -                 | 855.25                 | 855.25                  |
| DIANE ROOK-JOHNSON     | Independent Agency | -            | -                | -                      | -                 | 852.45                 | 852.45                  |
| 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                  |
| 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                  |
| SCOTT TAJCHAMN         | Independent Agency | -            | -                | -                      | -                 | 700.80                 | 700.80                  |
| FRANK VARVARIS         | Independent Agency | 0.60         | 0.60             | 694.08                 | 694.08            | -                      | 694.08                  |
| BETH KLISMITH          | Independent Agency | -            | -                | -                      | -                 | 670.00                 | 670.00                  |
| LAURA DEGOLIER         | Independent Agency | -            | -                | -                      | -                 | 616.00                 | 616.00                  |
| ELLEN ANDERSON         | Independent Agency | -            | -                | -                      | -                 | 561.10                 | 561.10                  |
| GEORGE BODUCH          | Independent Agency | 1.00         | 1.00             | 558.60                 | 558.60            | -                      | 558.60                  |
| COLTON KISSINGER       | Independent Agency | -            | -                | -                      | -                 | 538.00                 | 538.00                  |
| CHAD WARE              | Independent Agency | -            | -                | -                      | -                 | 485.25                 | 485.25                  |
| 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         | -             | -             | -                 | -                 | -                 | -                 |
| KANSAS LIFE INSURANCE      | 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                | Home Office                | 9.34          | 3.00          | 16,953.31         | 16,953.31         | -                 | 16,953.31         |
| <b>Independent Agency</b>  | <b>Independent Agency</b>  | <b>262.00</b> | <b>158.00</b> | <b>271,203.16</b> | <b>285,030.67</b> | <b>132,641.58</b> | <b>417,672.25</b> |
| HALEY PULLEN               | Direct Distribution        | 7.00          | 7.00          | 4,213.26          | 4,213.26          | -                 | 4,213.26          |
| RACHEL HUNTER              | Direct Distribution        | 5.00          | 5.00          | 1,906.60          | 1,906.60          | -                 | 1,906.60          |
| 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            |
| <b>Direct Distribution</b> | <b>Direct Distribution</b> | <b>15.00</b>  | <b>15.00</b>  | <b>6,852.57</b>   | <b>6,852.57</b>   | <b>-</b>          | <b>6,852.57</b>   |