

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
SWT	Independent Agency	101.00	37.00	105,879.89	105,879.89	5,000.00	110,879.89
MICHAEL BROWN	Independent Agency	11.40	2.40	11,182.06	28,816.46	5,000.00	33,816.46
RYAN RAEDER	Independent Agency	20.00	4.00	22,826.40	28,144.32	5,000.00	33,144.32
CARRIE BAETEN	Independent Agency	31.00	24.00	24,097.99	24,097.99	5,000.00	29,097.99
ROBERT FIRCHOW	Independent Agency	5.00	2.00	17,599.55	22,599.55	5,000.00	27,599.55
WHITNEY YANG	Independent Agency	18.00	13.00	20,735.92	20,735.92	5,000.00	25,735.92
CHIA YANG	Independent Agency	16.00	13.00	17,321.76	17,321.76	5,000.00	22,321.76
AMBER WULTERKENS	Independent Agency	6.90	2.00	16,068.42	16,068.42	5,000.00	21,068.42
JANE ZELLER	Independent Agency	20.00	8.00	16,186.31	17,323.78	3,597.75	20,921.53
SAMANTHA CLEMINS	Independent Agency	15.00	2.00	13,931.70	13,988.19	5,000.00	18,988.19
CHARLENE MCCOY	Independent Agency	18.00	16.00	12,594.73	12,594.73	4,084.25	16,678.98
DAVID LANGE	Independent Agency	13.00	3.00	10,185.97	11,392.84	5,000.00	16,392.84
SCOTT MOAN	Independent Agency	1.90	1.90	15,562.15	15,562.15	239.00	15,801.15
TIMOTHY DOWSEY	Independent Agency	10.00	9.00	9,520.78	9,520.78	5,000.00	14,520.78
ROGER HARRIS	Independent Agency	9.00	5.00	8,544.35	8,544.35	5,000.00	13,544.35
RANDALL KOLARIK	Independent Agency	14.00	7.00	7,911.00	7,911.00	5,000.00	12,911.00
PAYENG LEE	Independent Agency	4.00	4.00	8,133.50	8,133.50	4,170.25	12,303.75
TONG XIONG	Independent Agency	9.00	8.00	7,105.00	7,105.00	4,991.00	12,096.00
WILLIAM GARRETT	Independent Agency	8.00	7.00	6,428.50	6,428.50	4,721.50	11,150.00
CHRISTY SNIDER	Independent Agency	10.00	8.00	6,382.56	6,382.56	4,379.25	10,761.81
DEAN WATERS	Independent Agency	4.10	4.10	4,647.51	4,647.51	5,000.00	9,647.51
KAITLYNN REEDER	Independent Agency	5.13	2.80	4,700.54	4,700.54	4,807.19	9,507.73
STEPHEN RUNDE	Independent Agency	1.00	1.00	3,911.00	3,911.00	5,000.00	8,911.00
DEBRA LARKIN	Independent Agency	7.00	6.00	5,709.05	5,709.05	2,765.95	8,475.00
DALBERT STEELE	Independent Agency	5.00	4.00	5,058.90	5,058.90	2,632.45	7,691.35
MICHELLE YANG	Independent Agency	4.00	3.00	7,115.10	7,115.10	-	7,115.10
DOUA CHANG	Independent Agency	9.00	9.00	4,707.00	4,707.00	2,344.00	7,051.00
JESSE SCHULTE	Independent Agency	3.00	3.00	2,843.14	2,843.14	2,843.14	5,686.28
JANA MCKINNEY	Independent Agency	3.00	3.00	3,543.05	3,543.05	1,990.10	5,533.15
ANDRZEJ SERTLER	Independent Agency	5.00	3.00	5,277.00	5,277.00	-	5,277.00
STEVEN MASKIL	Independent Agency	7.00	6.00	4,120.65	4,120.65	347.90	4,468.55
PAUL FRITCH	Independent Agency	2.00	2.00	2,374.31	2,374.31	1,513.38	3,887.69
JOSEPH GUILLORY	Independent Agency	2.00	2.00	1,938.00	1,938.00	1,938.00	3,876.00
STEVE ERNST	Independent Agency	5.00	1.00	3,270.10	3,270.10	540.60	3,810.70
KYLE CRANK	Independent Agency	5.00	5.00	2,852.11	2,852.11	849.42	3,701.53
STACY STEPHENS	Independent Agency	1.00	-	1,626.60	1,626.60	1,626.60	3,253.20
JAMES DINGELDEIN	Independent Agency	3.00	3.00	1,994.00	1,994.00	1,233.50	3,227.50
ISABEL AGUIRRE	Independent Agency	1.00	-	925.58	925.58	2,258.83	3,184.41
AMANDA OLDENBURG	Independent Agency	4.00	3.00	2,509.02	2,509.02	528.90	3,037.92
MARY KRUEGER	Independent Agency	6.00	2.00	729.46	2,932.20	-	2,932.20
LAURA DEBEVEC SCHULTZE	Independent Agency	3.00	1.00	2,801.57	2,801.57	-	2,801.57
JOSHUA WILSON	Independent Agency	1.00	1.00	-	2,500.00	-	2,500.00
JESSE PENA	Independent Agency	-	-	-	-	2,436.00	2,436.00
JOSEPH CORDOVA	Independent Agency	2.00	-	2,401.08	2,401.08	-	2,401.08
DREW SMADING	Independent Agency	2.00	2.00	302.70	302.70	2,082.70	2,385.40
CARY JOHNSON	Independent Agency	2.00	2.00	2,264.39	2,264.39	-	2,264.39
DANIEL ZEIGER	Independent Agency	4.00	1.00	1,733.50	1,733.50	489.98	2,223.48
WILLIAM RUTTEN	Independent Agency	4.10	3.00	1,656.54	1,656.54	564.00	2,220.54
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
ELLEN ANDERSON	Independent Agency	1.00	1.00	1,467.50	1,467.50	561.10	2,028.60
DANIEL VERBRICK	Independent Agency	2.00	2.00	2,016.60	2,016.60	-	2,016.60
LISA KOERNER	Independent Agency	4.00	-	1,195.05	1,305.21	586.55	1,891.76
LARRY RUFF	Independent Agency	-	-	-	-	1,872.75	1,872.75
DONNA CRITZMAN	Independent Agency	1.00	1.00	931.70	931.70	931.70	1,863.40
DIANE ROOK-JOHNSON	Independent Agency	2.00	1.00	973.03	973.03	852.45	1,825.48
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
PATRICK MONGIN	Independent Agency	1.00	1.00	541.28	541.28	1,117.50	1,658.78
CHOUA HER	Independent Agency	1.00	1.00	1,610.25	1,610.25	-	1,610.25
EMILY MOLSTAD	Independent Agency	1.00	1.00	1,528.00	1,528.00	-	1,528.00
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
LYLE BODENSTEINER	Independent Agency	1.00	-	1,502.50	1,502.50	-	1,502.50
SOUA THAO	Independent Agency	1.00	1.00	1,488.00	1,488.00	-	1,488.00
ALEXANDRIA WIDDERSHEIM	Independent Agency	1.00	-	585.50	585.50	885.00	1,470.50
SCOTT TAJCHAMN	Independent Agency	1.00	1.00	700.80	700.80	700.80	1,401.60
PAULA VESELY	Independent Agency	3.00	3.00	911.55	911.55	423.05	1,334.60
ERVIN LONDAGIN	Independent Agency	1.00	-	662.30	662.30	662.30	1,324.60
JARED REUTER	Independent Agency	1.00	-	892.50	892.50	412.50	1,305.00
SCOTT WILLIAMS	Independent Agency	3.00	3.00	1,242.68	1,242.68	-	1,242.68
MITCHELL JACOBSON	Independent Agency	1.00	1.00	1,179.25	1,179.25	-	1,179.25
MARIA FRY	Independent Agency	1.00	-	584.06	584.06	584.06	1,168.12
HARRY DORMAN	Independent Agency	2.00	2.00	1,147.55	1,147.55	-	1,147.55
LINDY NIEDERHAUSER	Independent Agency	1.00	1.00	1,131.90	1,131.90	-	1,131.90
EZELL JACKSON	Independent Agency	1.00	1.00	234.75	234.75	888.00	1,122.75
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
BRADLEY PUTNAM	Independent Agency	1.00	-	-	1,000.00	-	1,000.00
JOHN HELMER	Independent Agency	2.00	2.00	940.85	940.85	-	940.85
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
JACK BRAUKER	Independent Agency	1.00	-	900.00	900.00	-	900.00
JESSICA DELLEMAN	Independent Agency	2.00	-	899.85	899.85	-	899.85
BRIAN LEMIEUX	Independent Agency	1.00	-	801.90	801.90	-	801.90
DAVID HUTT	Independent Agency	1.00	1.00	727.25	727.25	-	727.25
BRENDA VANDER LOGT	Independent Agency	0.50	0.50	724.80	724.80	-	724.80
CANDICE LIKELY	Independent Agency	1.00	1.00	719.40	719.40	-	719.40
THADDEUS PITTS	Independent Agency	2.00	2.00	699.20	699.20	-	699.20
FRANK VARVARIS	Independent Agency	0.60	0.60	694.08	694.08	-	694.08
STANLEY BLYTHE	Independent Agency	1.00	-	685.25	685.25	-	685.25
BETH KLISMITH	Independent Agency	-	-	-	-	670.00	670.00
RANDY AUGSBURGER	Independent Agency	4.00	3.00	656.95	656.95	-	656.95
SCOTT DANIELS	Independent Agency	1.00	1.00	624.00	624.00	-	624.00
LAURA DEGOLIER	Independent Agency	-	-	-	-	616.00	616.00
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
DREW WILSON	Independent Agency	1.00	1.00	227.50	227.50	-	227.50
CONNIE GIBB	Independent Agency	1.00	1.00	52.85	57.85	52.85	110.69
KANDANCE GIOSCIO-KEULER	Independent Agency	3.00	-	-	100.00	-	100.00
HOWARD BLECHA	Independent Agency	1.00	1.00	-	28.76	-	28.76
LEVI HUNCOVSKY	Independent Agency	-	-	-	-	-	-
KANSAS LIFE INSURANCE	Independent Agency	-	-	-	-	-	-
JOHN LIGHT	Independent Agency	-	-	-	-	-	-
DAWN NELSON	Independent Agency	-	-	-	-	-	-
JACOB SCHMAHL	Independent Agency	-	-	-	-	-	-
ROBERT SWANSON	Independent Agency	-	-	-	-	-	-
DARREN TERRELL	Independent Agency	1.00	1.00	-	-	-	-
HOME OFFICE	Home Office	14.54	3.20	22,000.98	22,000.98	-	22,000.98
<b>Independent Agency</b>	<b>Independent Agency</b>	<b>535.00</b>	<b>307.00</b>	<b>509,651.18</b>	<b>546,007.84</b>	<b>151,825.44</b>	<b>697,833.28</b>
RACHEL HUNTER	Direct Distribution	9.00	9.00	4,438.50	4,438.50	-	4,438.50
HALEY PULLEN	Direct Distribution	7.00	7.00	4,213.26	4,213.26	-	4,213.26
KRISTIAUNA THOMAS	Direct Distribution	2.00	2.00	616.35	616.35	-	616.35
THOMAS TOTH	Direct Distribution	2.00	2.00	483.64	483.64	-	483.64
TAYLOR LEFEVERE	Direct Distribution	1.00	1.00	116.36	116.36	-	116.36
<b>Direct Distribution</b>	<b>Direct Distribution</b>	<b>21.00</b>	<b>21.00</b>	<b>9,868.11</b>	<b>9,868.11</b>	<b>-</b>	<b>9,868.11</b>