

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
SWT	Independent Agency	115.00	44.00	120,391.20	120,391.20	5,000.00	125,391.20
MICHAEL BROWN	Independent Agency	14.40	2.40	14,721.27	32,355.68	5,000.00	37,355.68
SAMANTHA CLEMINS	Independent Agency	23.00	3.00	28,532.38	28,588.87	5,000.00	33,588.87
RYAN BAEDER	Independent Agency	20.00	4.00	22,826.40	28,144.32	5,000.00	33,144.32
CARRIE BAETEN	Independent Agency	36.00	29.00	25,118.09	25,118.09	5,000.00	30,118.09
ROBERT FIRCHOW	Independent Agency	5.00	2.00	17,599.55	22,599.55	5,000.00	27,599.55
WHITNEY YANG	Independent Agency	20.00	14.00	21,744.17	21,744.17	5,000.00	26,744.17
AMBER WULTERKENS	Independent Agency	8.90	2.00	18,068.41	18,068.41	5,000.00	23,068.41
CHIA YANG	Independent Agency	16.00	13.00	16,439.38	16,439.38	5,000.00	21,439.38
PAYENG LEE	Independent Agency	13.00	13.00	16,434.25	16,434.25	4,170.25	20,604.50
JANE ZELLER	Independent Agency	20.00	8.00	16,186.31	16,186.31	3,597.75	19,784.06
DAVID LANGE	Independent Agency	16.00	4.00	12,567.57	13,774.44	5,000.00	18,774.44
KAITLYNN REEDER	Independent Agency	9.13	2.80	13,065.90	13,065.90	4,807.19	17,873.09
CHARLENE MCCOY	Independent Agency	18.00	16.00	12,594.73	12,594.73	4,084.25	16,678.98
SCOTT MOAN	Independent Agency	1.90	1.90	15,562.15	15,562.15	239.00	15,801.15
DEAN WATERS	Independent Agency	6.10	6.10	10,208.88	10,208.88	5,000.00	15,208.88
TIMOTHY DOWSEY	Independent Agency	10.00	9.00	9,520.78	9,520.78	5,000.00	14,520.78
RANDALL KOLARIK	Independent Agency	16.00	8.00	8,893.80	8,893.80	5,000.00	13,893.80
ROGER HARRIS	Independent Agency	9.00	5.00	8,544.35	8,544.35	5,000.00	13,544.35
WILLIAM GARRETT	Independent Agency	10.00	8.00	8,116.25	8,116.25	4,721.50	12,837.75
TONG XIONG	Independent Agency	9.00	8.00	7,105.00	7,105.00	4,991.00	12,096.00
DEBRA LARKIN	Independent Agency	9.00	8.00	7,593.25	7,593.25	2,765.95	10,359.20
CHRISTY SNIDER	Independent Agency	10.00	8.00	5,873.87	5,873.87	4,379.25	10,253.12
STEPHEN RUNDE	Independent Agency	1.00	1.00	3,911.00	3,911.00	5,000.00	8,911.00
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
DALBERT STEELE	Independent Agency	5.00	5.00	4,160.15	4,160.15	2,632.45	6,792.60
LARRY RUFF	Independent Agency	4.00	3.00	4,441.61	4,441.61	1,872.75	6,314.36
JESSE SCHULTE	Independent Agency	3.00	3.00	2,843.14	2,843.14	2,843.14	5,686.28
STEVE ERNST	Independent Agency	6.00	2.00	5,032.10	5,032.10	540.60	5,572.70
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
ISABEL AGUIRRE	Independent Agency	2.00	-	2,846.98	2,846.98	2,258.83	5,105.81
LIZA CABALLERO	Independent Agency	4.00	3.00	5,018.11	5,018.11	-	5,018.11
STEVEN MASKIL	Independent Agency	8.00	7.00	4,665.40	4,665.40	347.90	5,013.30
DANIEL ZEIGER	Independent Agency	6.00	2.00	4,324.65	4,324.65	489.98	4,814.63
MARY KRUEGER	Independent Agency	7.00	2.00	2,085.46	4,288.20	-	4,288.20
KYLE CRANK	Independent Agency	6.00	6.00	3,226.51	3,226.51	849.42	4,075.93
ERIC BROWN	Independent Agency	3.00	3.00	3,924.80	3,924.80	-	3,924.80
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
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
SOUA THAO	Independent Agency	2.00	2.00	3,164.75	3,164.75	-	3,164.75
AMANDA OLDENBURG	Independent Agency	5.00	4.00	2,610.72	2,610.72	528.90	3,139.62
EMILY MOLSTAD	Independent Agency	2.00	2.00	3,136.00	3,136.00	-	3,136.00
ELLEN ANDERSON	Independent Agency	3.00	3.00	2,550.90	2,550.90	561.10	3,112.00
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
JOHN HELMER	Independent Agency	3.00	3.00	2,239.70	2,239.70	-	2,239.70
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
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
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
MATTHEW SCHERNIKAU	Independent Agency	3.00	2.00	1,802.88	1,802.88	-	1,802.88
RUDOLPH KOLARIK	Independent Agency	2.00	2.00	1,776.56	1,776.56	-	1,776.56
CHAD WARE	Independent Agency	2.00	2.00	1,284.05	1,284.05	485.25	1,769.30
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
DAVID KONSELLA	Independent Agency	1.00	1.00	647.00	647.00	1,056.00	1,703.00
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
HARRY DORMAN	Independent Agency	3.00	3.00	1,542.47	1,542.47	-	1,542.47
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
ALEXANDRIA WIDDERSHEIM	Independent Agency	1.00	-	585.50	585.50	885.00	1,470.50
NAWAB PICKETT	Independent Agency	1.00	1.00	1,431.50	1,431.50	-	1,431.50
SCOTT TAJCHAMN	Independent Agency	1.00	1.00	700.80	700.80	700.80	1,401.60
KYLE SITTNER	Independent Agency	2.00	2.00	1,348.82	1,348.82	-	1,348.82
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
TOMMY LEE	Independent Agency	1.00	1.00	1,324.50	1,324.50	-	1,324.50
SCOTT DANIELS	Independent Agency	2.00	2.00	1,309.50	1,309.50	-	1,309.50
JARED REUTER	Independent Agency	1.00	-	892.50	892.50	412.50	1,305.00
BETH KLISMITH	Independent Agency	1.00	1.00	588.30	588.30	670.00	1,258.30

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
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
RANDY AUGSBURGER	Independent Agency	6.00	3.00	1,059.10	1,059.10	-	1,059.10
BRADLEY PUTNAM	Independent Agency	1.00	-	-	1,000.00	-	1,000.00
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
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
DEAN RHODES JR	Independent Agency	1.00	1.00	799.32	799.32	-	799.32
STACIE RUDY	Independent Agency	1.00	1.00	795.52	795.52	-	795.52
JEFFREY STANLEY	Independent Agency	1.00	1.00	775.25	775.25	-	775.25
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
RYAN WARDEN	Independent Agency	1.00	1.00	682.70	682.70	-	682.70
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
JORDAN WINTERS	Independent Agency	1.00	1.00	536.63	536.63	-	536.63
JOSEPH MEDINGER JR	Independent Agency	1.00	-	374.30	374.30	-	374.30
IVAN LIES	Independent Agency	1.00	1.00	360.45	360.45	-	360.45
DREW WILSON	Independent Agency	1.00	1.00	227.50	227.50	-	227.50
CONNIE GIBB	Independent Agency	2.00	2.00	105.69	110.69	52.85	163.54
KANDANCE GIOSCIO-KEULER	Independent Agency	3.00	-	-	100.00	-	100.00
HOWARD BLECHA	Independent Agency	1.00	1.00	-	28.76	-	28.76
DON BOOZER	Independent Agency	-	-	-	-	-	-
LEVI HUNCOVSKY	Independent Agency	-	-	-	-	-	-
GREATER INSURANCE SERVI	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	21.54	6.20	22,207.45	22,507.46	-	22,507.46
Independent Agency	Independent Agency	643.00	376.00	612,898.48	648,417.67	151,825.44	800,243.11
RACHEL HUNTER	Direct Distribution	10.00	10.00	5,664.00	5,664.00	-	5,664.00
HALEY PULLEN	Direct Distribution	7.00	7.00	4,213.26	4,213.26	-	4,213.26
THOMAS TOTH	Direct Distribution	6.00	6.00	2,510.49	2,510.49	-	2,510.49
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	26.00	26.00	13,120.46	13,120.46	-	13,120.46