

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
SWT	Independent Agency	123.00	50.00	127,389.44	127,389.44	5,000.00	132,389.44
MICHAEL BROWN	Independent Agency	21.40	3.40	26,634.22	64,920.17	5,000.00	69,920.17
SAMANTHA LEWIN	Independent Agency	38.90	5.90	44,276.25	63,095.09	5,000.00	68,095.09
JANE ZELLER	Independent Agency	35.00	10.00	30,310.07	48,849.60	3,597.75	52,447.35
CARRIE BAETEN	Independent Agency	64.00	48.00	47,496.57	47,496.57	5,000.00	52,496.57
WHITNEY YANG	Independent Agency	29.00	22.00	33,941.67	33,941.67	5,000.00	38,941.67
KAITLYNN REEDER	Independent Agency	15.13	4.80	20,722.51	29,695.33	4,807.19	34,502.52
RYAN RAEDER	Independent Agency	22.00	4.00	24,169.40	29,491.85	5,000.00	34,491.85
CHIA YANG	Independent Agency	23.00	19.00	24,477.74	24,477.74	5,000.00	29,477.74
RANDALL KOLARIK	Independent Agency	32.00	16.00	23,342.99	23,342.99	5,000.00	28,342.99
ROBERT FIRCHOW	Independent Agency	6.00	2.00	18,175.55	23,175.55	5,000.00	28,175.55
PAYENG LEE	Independent Agency	18.00	18.00	19,380.25	19,380.25	4,170.25	23,550.50
AMBER WULTERKENS	Independent Agency	9.90	3.00	18,315.36	18,315.36	5,000.00	23,315.36
ROGER HARRIS	Independent Agency	12.00	8.00	16,837.25	16,837.25	5,000.00	21,837.25
SCOTT MOAN	Independent Agency	1.90	1.90	15,562.15	15,562.15	239.00	15,801.15
CHARLENE MCCOY	Independent Agency	23.00	21.00	15,366.03	15,366.03	4,084.25	19,450.28
DAVID LANGE	Independent Agency	17.00	4.00	13,140.57	14,347.44	5,000.00	19,347.44
BRADLEY PUTNAM	Independent Agency	3.00	1.00	6,874.10	12,865.54	-	12,865.54
DEAN WATERS	Independent Agency	10.10	9.10	12,645.93	12,645.93	5,000.00	17,645.93
DEBRA LARKIN	Independent Agency	16.00	14.00	12,208.80	12,208.80	2,765.95	14,974.75
TIMOTHY DOWSEY	Independent Agency	11.00	10.00	10,704.28	10,704.28	5,000.00	15,704.28
MICHELLE YANG	Independent Agency	6.00	5.00	9,375.10	9,375.10	-	9,375.10
WILLIAM GARRETT	Independent Agency	10.00	8.00	8,116.25	8,116.25	4,721.50	12,837.75
STEVE ERNST	Independent Agency	13.00	5.00	6,694.28	8,052.72	540.60	8,593.32
LIZA CABALLERO	Independent Agency	6.00	4.00	8,045.51	8,045.51	-	8,045.51
DALBERT STEELE	Independent Agency	8.00	8.00	7,617.85	7,617.85	2,632.45	10,250.30
CHRISTY SNIDER	Independent Agency	13.00	11.00	7,164.62	7,164.62	4,379.25	11,543.87
BECKY HELMBERGER	Independent Agency	2.83	1.00	7,127.99	7,127.99	756.42	7,884.41
TONG XIONG	Independent Agency	9.00	8.00	7,105.00	7,105.00	4,991.00	12,096.00
MATTHEW SCHERNIKAU	Independent Agency	7.00	5.00	6,838.07	6,838.07	-	6,838.07
CHAD WARE	Independent Agency	9.00	8.00	6,716.10	6,716.10	485.25	7,201.35
WILLIAM RUTTEN	Independent Agency	13.20	7.10	4,649.23	5,996.94	564.00	6,560.94
JOSEPH CORDOVA	Independent Agency	4.00	2.00	5,695.83	5,695.83	-	5,695.83
MARY KRUEGER	Independent Agency	10.00	5.00	3,278.45	5,641.20	-	5,641.20
JACK BRAUKER	Independent Agency	4.00	1.00	5,474.70	5,474.70	-	5,474.70
RUSSELL CHAISSON	Independent Agency	3.00	3.00	5,344.70	5,344.70	-	5,344.70
ANDRZEJ SERTLER	Independent Agency	5.00	3.00	5,277.00	5,277.00	-	5,277.00
PERRY BANKS	Independent Agency	3.00	3.00	5,271.31	5,271.31	-	5,271.31
DOUA CHANG	Independent Agency	9.00	9.00	4,707.00	4,707.00	2,344.00	7,051.00
STEVEN MASKIL	Independent Agency	8.00	7.00	4,665.40	4,665.40	347.90	5,013.30
LARRY RUFF	Independent Agency	4.00	3.00	4,441.61	4,441.61	1,872.75	6,314.36
JANA MCKINNEY	Independent Agency	4.00	4.00	4,421.15	4,421.15	1,990.10	6,411.25
DANIEL ZEIGER	Independent Agency	6.00	2.00	4,324.65	4,324.65	489.98	4,814.63
MICHAEL LOWE	Independent Agency	2.00	2.00	4,316.84	4,316.84	-	4,316.84
STEPHEN RUNDE	Independent Agency	3.00	3.00	4,210.99	4,210.99	5,000.00	9,210.99
LAURA DEBEVEC SCHULTZE	Independent Agency	4.00	2.00	4,179.32	4,179.32	-	4,179.32
DAVID HUTT	Independent Agency	3.00	3.00	4,144.65	4,144.65	-	4,144.65
AMANDA CARRILLO	Independent Agency	4.00	4.00	4,143.08	4,143.08	-	4,143.08
JAMES DINGELDEIN	Independent Agency	5.00	5.00	4,005.00	4,005.00	1,233.50	5,238.50
ERIC BROWN	Independent Agency	3.00	3.00	3,924.80	3,924.80	-	3,924.80
TIMOTHY BOTHE	Independent Agency	2.00	2.00	3,703.00	3,703.00	-	3,703.00
AMANDA OLDENBURG	Independent Agency	7.00	4.00	3,146.62	3,646.62	528.90	4,175.52
COLTON KISSINGER	Independent Agency	9.00	9.00	3,560.95	3,560.95	538.00	4,098.95
CHUEYA HER	Independent Agency	2.00	2.00	3,484.55	3,484.55	-	3,484.55
RENEE JENKINS	Independent Agency	2.00	-	3,271.50	3,271.50	-	3,271.50
KYLE CRANK	Independent Agency	6.00	6.00	3,226.51	3,226.51	849.42	4,075.93
SOUA THAO	Independent Agency	2.00	2.00	3,164.75	3,164.75	-	3,164.75
EMILY MOLSTAD	Independent Agency	2.00	2.00	3,136.00	3,136.00	-	3,136.00
GERALD GERSCHMAN	Independent Agency	2.00	2.00	2,912.76	2,912.76	-	2,912.76
MARCIA MARTINELLE	Independent Agency	3.00	2.00	2,894.20	2,894.20	-	2,894.20
ISABEL AGUIRRE	Independent Agency	2.00	-	2,846.98	2,846.98	2,258.83	5,105.81
JESSE SCHULTE	Independent Agency	3.00	3.00	2,843.14	2,843.14	2,843.14	5,686.28
STACIE RUDY	Independent Agency	3.00	3.00	2,729.52	2,729.52	-	2,729.52
ELLEN ANDERSON	Independent Agency	3.00	3.00	2,550.90	2,550.90	561.10	3,112.00
DAVID KONSELLA	Independent Agency	3.00	3.00	2,503.35	2,503.35	1,056.00	3,559.35
JOSHUA WILSON	Independent Agency	1.00	1.00	-	2,500.00	-	2,500.00
MAIYING THAO	Independent Agency	2.00	2.00	2,447.75	2,447.75	-	2,447.75
DIANE ROOK-JOHNSON	Independent Agency	4.00	3.00	2,413.83	2,413.83	852.45	3,266.28
ERVIN LONDAGIN	Independent Agency	3.00	2.00	2,406.43	2,406.43	662.30	3,068.73
PAUL FRITCH	Independent Agency	2.00	2.00	2,374.31	2,374.31	1,513.38	3,887.69
CAROLYN JOHNSON	Independent Agency	1.00	1.00	2,365.80	2,365.80	-	2,365.80
IVAN LIES	Independent Agency	4.00	4.00	2,351.23	2,351.23	-	2,351.23
GARY LINCOLN	Independent Agency	1.00	1.00	2,339.51	2,339.51	-	2,339.51
RYAN WARDEN	Independent Agency	4.00	4.00	2,301.83	2,301.83	-	2,301.83
CARY JOHNSON	Independent Agency	2.00	2.00	2,264.39	2,264.39	-	2,264.39
SHARI STEELE	Independent Agency	3.00	3.00	2,258.32	2,258.32	858.45	3,116.77
JOSEPH GUILLORY	Independent Agency	4.00	4.00	2,243.40	2,243.40	1,938.00	4,181.40
HELEN HOBSON	Independent Agency	3.00	3.00	2,196.56	2,196.56	-	2,196.56
CODY HANKE	Independent Agency	2.00	2.00	2,124.90	2,124.90	-	2,124.90
CANDICE LIKELY	Independent Agency	3.00	3.00	2,073.90	2,073.90	-	2,073.90

NORBERTO CAPIELLO	Independent Agency	2.00	-	2,056.50	2,056.50	-	2,056.50
GARY COCKERAM	Independent Agency	1.00	1.00	2,044.98	2,044.98	-	2,044.98
DANIEL VERBRICK	Independent Agency	2.00	2.00	2,016.60	2,016.60	-	2,016.60
WILLIAM CONNER	Independent Agency	1.00	1.00	2,011.50	2,011.50	-	2,011.50
ANDREW DAVIS	Independent Agency	4.00	4.00	2,009.82	2,009.82	-	2,009.82
ERIC HOWELL	Independent Agency	2.00	2.00	1,991.00	1,991.00	-	1,991.00
ROGER WATERHOUSE	Independent Agency	3.00	3.00	1,953.15	1,953.15	-	1,953.15
YOUA VANG	Independent Agency	1.00	1.00	1,932.75	1,932.75	-	1,932.75
MITCHELL JACOBSON	Independent Agency	2.00	2.00	1,906.00	1,906.00	-	1,906.00
RICK ROSS	Independent Agency	1.00	1.00	1,884.30	1,884.30	-	1,884.30
ALICIA RODRIGUEZ	Independent Agency	2.00	2.00	1,818.20	1,818.20	-	1,818.20
HARRY DORMAN	Independent Agency	4.00	4.00	1,807.33	1,807.33	-	1,807.33
LEVI HUNCOVSKY	Independent Agency	1.00	1.00	1,796.21	1,796.21	-	1,796.21
RUDOLPH KOLARIK	Independent Agency	2.00	2.00	1,776.56	1,776.56	-	1,776.56
SCOTT OLIVA	Independent Agency	5.00	5.00	1,742.63	1,742.63	-	1,742.63
TYLER RASMUSON	Independent Agency	1.90	1.90	1,729.43	1,729.43	-	1,729.43
CHUE YANG	Independent Agency	2.00	2.00	1,719.50	1,719.50	-	1,719.50
FRANK VARVARIS	Independent Agency	1.60	1.60	1,705.79	1,705.79	-	1,705.79
JASON WOYTAL	Independent Agency	3.00	3.00	1,700.20	1,700.20	-	1,700.20
THADDEUS PITTS	Independent Agency	3.00	3.00	1,683.90	1,683.90	-	1,683.90
AUSTIN JOHNSON	Independent Agency	1.00	1.00	1,676.75	1,676.75	-	1,676.75
JORDAN WINTERS	Independent Agency	2.00	2.00	1,638.73	1,638.73	-	1,638.73
STACY STEPHENS	Independent Agency	1.00	-	1,626.60	1,626.60	1,626.60	3,253.20
CHOUA HER	Independent Agency	1.00	1.00	1,610.25	1,610.25	-	1,610.25
JAMES WILLIAMS	Independent Agency	3.00	3.00	1,581.25	1,581.25	-	1,581.25
BRIAN LEMIEUX	Independent Agency	2.00	1.00	1,518.90	1,518.90	-	1,518.90
LYLE BODENSTEINER	Independent Agency	1.00	-	1,502.50	1,502.50	-	1,502.50
ROBERT YBARRA	Independent Agency	1.00	1.00	1,446.88	1,446.88	-	1,446.88
JOHN HELMER	Independent Agency	3.00	3.00	1,443.38	1,443.38	-	1,443.38
JOHN JOHNSON	Independent Agency	1.00	1.00	1,431.50	1,431.50	-	1,431.50
NAWAB PICKETT	Independent Agency	1.00	1.00	1,431.50	1,431.50	-	1,431.50
MARK SMITH	Independent Agency	2.00	2.00	1,410.25	1,410.25	-	1,410.25
DREW SMADING	Independent Agency	3.00	3.00	1,399.66	1,399.66	2,082.70	3,482.36
PAUL FULLENKAMP	Independent Agency	2.00	2.00	1,369.60	1,369.60	-	1,369.60
RONALD NELSON	Independent Agency	0.60	0.60	1,354.35	1,354.35	-	1,354.35
KYLE SITTLER	Independent Agency	2.00	2.00	1,348.82	1,348.82	-	1,348.82
TOMMY LEE	Independent Agency	1.00	1.00	1,324.50	1,324.50	-	1,324.50
PAUL LOWE	Independent Agency	0.75	0.75	1,320.17	1,320.17	-	1,320.17
SCOTT DANIELS	Independent Agency	2.00	2.00	1,309.50	1,309.50	-	1,309.50
LISA KOERNER	Independent Agency	4.00	-	1,195.05	1,305.21	586.55	1,891.76
PAULA VESELY	Independent Agency	5.00	5.00	1,249.05	1,249.05	423.05	1,672.10
JOHN ENNIS	Independent Agency	1.00	1.00	1,247.60	1,247.60	-	1,247.60
SCOTT WILLIAMS	Independent Agency	3.00	3.00	1,242.68	1,242.68	-	1,242.68
PATRICK MONGIN	Independent Agency	2.00	2.00	1,161.11	1,161.11	1,117.50	2,278.61
JESSICA DELLEMAN	Independent Agency	3.00	1.00	1,152.05	1,152.05	-	1,152.05
LINDY NIEDERHAUSER	Independent Agency	1.00	1.00	1,131.90	1,131.90	-	1,131.90
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
ALAYA LEE	Independent Agency	1.00	1.00	1,053.75	1,053.75	-	1,053.75
TEENA FOSTER	Independent Agency	2.00	2.00	1,033.45	1,033.45	-	1,033.45
DANE BRANFORT	Independent Agency	1.00	1.00	1,003.07	1,003.07	-	1,003.07
ANNETTE TREVINO	Independent Agency	1.00	1.00	977.75	977.75	-	977.75
DEAN GARDNER	Independent Agency	4.00	-	961.04	961.04	-	961.04
DONNA CRITZMAN	Independent Agency	1.00	1.00	931.70	931.70	931.70	1,863.40
FRANK MOONEY	Independent Agency	1.00	1.00	912.00	912.00	-	912.00
BETH KLISMITH	Independent Agency	2.00	1.00	905.05	905.05	670.00	1,575.05
KAREN VANDENBUSCH	Independent Agency	1.50	1.50	904.08	904.08	456.00	1,360.08
JARED REUTER	Independent Agency	1.00	-	892.50	892.50	412.50	1,305.00
DOUGLAS WILKE	Independent Agency	2.00	1.00	826.25	883.08	883.08	1,766.16
BRIAN BAUTCH	Independent Agency	1.00	1.00	851.36	851.36	-	851.36
DEAN RHODES JR	Independent Agency	1.00	1.00	799.32	799.32	-	799.32
JEFFREY STANLEY	Independent Agency	1.00	1.00	775.25	775.25	-	775.25
RODRIGO MARIN	Independent Agency	0.65	0.65	774.93	774.93	-	774.93
BRENDA VANDER LOGT	Independent Agency	0.50	0.50	724.80	724.80	-	724.80
GILBERT LOVELY	Independent Agency	1.00	1.00	704.50	704.50	-	704.50
SCOTT TAJCHAMN	Independent Agency	1.00	1.00	700.80	700.80	700.80	1,401.60
KYLIE ELMORE	Independent Agency	1.00	1.00	699.50	699.50	-	699.50
STANLEY BLYTHE	Independent Agency	1.00	-	685.25	685.25	-	685.25
BENJAMIN LAPINSKI	Independent Agency	1.00	1.00	647.80	647.80	-	647.80
ALEXANDRIA WIDDERSHEIM	Independent Agency	1.00	-	585.50	585.50	885.00	1,470.50
MARIA FRY	Independent Agency	1.00	-	584.06	584.06	584.06	1,168.12
JAMES DIGHTON	Independent Agency	1.00	1.00	581.38	581.38	-	581.38
GEORGE BODUCH	Independent Agency	1.00	1.00	558.60	558.60	-	558.60
RONALD SINGLETON	Independent Agency	1.00	-	467.63	467.63	-	467.63
FRANK SMITH	Independent Agency	1.00	1.00	466.50	466.50	-	466.50
DANIEL GINTHER	Independent Agency	1.00	1.00	441.90	441.90	-	441.90
DARREN TERRELL	Independent Agency	2.00	2.00	432.90	432.90	-	432.90
JAMES SKELTON	Independent Agency	1.00	1.00	400.00	400.00	-	400.00
NOAH TAJCHMAN	Independent Agency	1.00	1.00	393.60	393.60	-	393.60
JOSEPH MEDINGER JR	Independent Agency	1.00	-	374.30	374.30	-	374.30
SOPHIA TOLBERT	Independent Agency	1.00	1.00	297.96	297.96	-	297.96
DEREK PIERCE	Independent Agency	1.00	1.00	235.35	235.35	-	235.35
EZELL JACKSON	Independent Agency	1.00	1.00	234.75	234.75	888.00	1,122.75
TERIN SMITH BANGERT	Independent Agency	1.00	1.00	234.00	234.00	-	234.00
DREW WILSON	Independent Agency	1.00	1.00	227.50	227.50	-	227.50
JOHN FOWLER	Independent Agency	1.00	1.00	199.99	199.99	-	199.99
HOLLY PECHOTA	Independent Agency	1.00	1.00	164.00	164.00	-	164.00

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
OSNUEL COLON	Independent Agency	0.10	0.10	75.07	75.07	-	75.07
HOWARD BLECHA	Independent Agency	1.00	1.00	-	25.00	-	25.00
DON BOOZER	Independent Agency	-	-	-	-	-	-
DAVID FRITZ	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	-	-	-	-	-	-
KAYING VACE	Independent Agency	-	-	-	-	-	-
LAURA DEGOLIER	Independent Agency	-	-	-	-	616.00	616.00
JESSE PENA	Independent Agency	-	-	-	-	2,436.00	2,436.00
HOME OFFICE	HOME OFFICE	39.04	12.20	42,882.50	74,110.95	-	74,110.95
TOTAL	Independent Agency	994.00	625.00	944,656.49	1,086,388.70	151,825.44	1,238,214.14
RACHEL HUNTER	Direct Distribution	19.00	17.00	9,255.24	9,255.24	-	9,255.24
BRITTANY BRADSHAW	Direct Distribution	16.00	12.00	9,035.71	9,035.71	-	9,035.71
NICOLE HENRY	Direct Distribution	11.00	10.00	4,832.09	4,832.09	-	4,832.09
MARIO MEJIA	Direct Distribution	7.00	1.00	4,680.73	4,680.73	-	4,680.73
HALEY PULLEN	Direct Distribution	7.00	7.00	4,213.26	4,213.26	-	4,213.26
DARRLY YOUNG	Direct Distribution	5.00	4.00	3,311.98	3,311.98	-	3,311.98
TAYLOR LEFEVERE	Direct Distribution	3.00	3.00	3,152.86	3,152.86	-	3,152.86
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
CURONDA DAVIS	Direct Distribution	1.00	1.00	456.60	456.60	-	456.60
TOTAL	Direct Distribution	77.00	63.00	42,065.31	42,065.31	-	42,065.31