

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
CASSONDRA MEYER	Lakeshore Agency	7.00	1.00	13,866.43	13,866.43
STEVE ERNST	Lakeshore Agency	6.00	5.00	2,701.80	12,701.80
WHITNEY YANG	Lakeshore Agency	7.00	7.00	8,372.75	9,043.85
JAY DOBBS	Lakeshore Agency	5.00	1.00	7,496.11	7,814.32
SAMANTHA CLEMINS	Lakeshore Agency	7.00	2.00	6,486.75	6,486.75
CHIA YANG	Lakeshore Agency	2.00	0.00	3,212.00	3,212.00
ADAM MILLER	Lakeshore Agency	2.00	0.00	2,789.89	2,789.89
DARREL SCHMIDT	Lakeshore Agency	3.00	2.00	2,282.31	2,282.31
SAMANTHA NAPARALA	Lakeshore Agency	2.00	1.00	784.25	784.25
JEREMIAH WELCH	Lakeshore Agency	2.00	0.00	333.75	587.50
MARIAH BAGGS	Lakeshore Agency	2.00	1.00	196.91	196.91
LEE EVANS	Lakeshore Agency	2.00	2.00	75.30	75.30
TOTAL	Lakeshore Agency	47.00	22.00	48,598.26	59,841.32
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	11.00	3.00	8,441.90	11,362.70
JASON LAPORTE	Wisconsin River Agency	10.00	5.00	5,882.75	9,709.65
LISA KOERNER	Wisconsin River Agency	15.00	9.00	6,257.56	6,257.56
JANE ZELLER	Wisconsin River Agency	14.00	8.00	5,866.64	5,866.64
MARY KRUEGER	Wisconsin River Agency	9.00	2.00	4,722.30	4,745.14
PHILIP WELTER	Wisconsin River Agency	2.00	1.00	4,510.92	4,510.92
LINDSEY KERSTEN	Wisconsin River Agency	1.00	1.00	459.00	459.00
TOTAL	Wisconsin River Agency	62.00	29.00	36,141.08	42,911.62
REBECCA LUREEN	Dakotas Agency	14.20	6.50	9,538.12	9,878.00
AUTUM JOHNSON	Dakotas Agency	7.50	4.00	7,394.65	8,414.29
KATE KINGSBURY	Dakotas Agency	4.20	1.50	2,828.20	3,168.08
MICHAEL JOHNSON	Dakotas Agency	0.10	0.00	166.67	166.67
TOTAL	Dakotas Agency	26.00	12.00	19,927.65	21,627.05

JOANNA STOCH	Independent Agent	8.80	8.80	10,144.00	10,144.00
MICHAEL BROWN	Independent Agent	4.00	0.00	5,151.25	5,151.25
RANDALL KOLARIK	Independent Agent	6.00	3.00	5,108.25	5,108.25
ALVA PAINE	Independent Agent	2.00	1.00	5,073.60	5,073.60
JAMES DINGELDEIN	Independent Agent	4.00	4.00	4,964.23	4,964.23
CHARLENE MCCOY	Independent Agent	7.00	6.00	4,499.98	4,499.98

CARRIE BAETEN	Independent Agent	9.00	6.00	4,173.44	4,173.44
DEAN WATERS	Independent Agent	6.00	6.00	3,866.65	3,866.65
ROBERT FIRCHOW	Independent Agent	5.00	3.00	3,780.75	3,780.75
NORBERTO CAPIELLO	Independent Agent	1.00	1.00	3,602.20	3,602.20
DAVID KONSELLA	Independent Agent	1.00	1.00	3,488.42	3,488.42
CHAD WARE	Independent Agent	5.00	5.00	3,433.02	3,433.02
ANDRZEJ SERTLER	Independent Agent	2.00	2.00	2,630.00	2,630.00
YULIIA PONA	Independent Agent	2.00	2.00	2,607.02	2,607.02
ERVIN LONDAGIN	Independent Agent	3.00	3.00	2,606.20	2,606.20
JANA MCKINNEY	Independent Agent	2.00	2.00	2,573.75	2,573.75
JASON PETERS	Independent Agent	3.00	3.00	2,489.65	2,489.65
KAROLINA SOBCZYK	Independent Agent	2.00	2.00	2,030.00	2,030.00
JOHN FOWLER	Independent Agent	1.00	0.00	1,956.50	1,956.50
STANLEY BLYTHE	Independent Agent	4.00	4.00	1,954.49	1,954.49
DANIEL HERBRAND	Independent Agent	2.00	2.00	1,742.96	1,742.96
DALBERT STEELE	Independent Agent	5.00	3.00	1,622.75	1,622.75
WILLIAM PATZNER	Independent Agent	1.00	1.00	1,547.25	1,547.25
KURT SCHMITZ	Independent Agent	1.00	0.00	1,360.40	1,360.40
LARRY RUFF	Independent Agent	2.00	2.00	1,351.74	1,351.74
DONALD ROOT	Independent Agent	2.00	2.00	1,316.70	1,316.70
LYLE BODENSTEINER	Independent Agent	2.00	0.00	1,253.00	1,253.00
LARRY POWELL	Independent Agent	1.00	1.00	1,050.00	1,050.00
MATTHEW SCHERNIKAU	Independent Agent	1.00	0.00	1,019.00	1,019.00
RANDY AUGSBURGER	Independent Agent	2.00	1.00	982.60	982.60
SCOTT MOAN	Independent Agent	1.00	1.00	969.15	969.15
DAVID HARTWIG	Independent Agent	1.00	1.00	939.45	939.45
DANIEL ZEIGER	Independent Agent	1.00	0.00	931.25	931.25
BRADLEY PUTNAM	Independent Agent	1.00	0.00	924.75	924.75
JOSEPH MEDINGER JR	Independent Agent	2.00	2.00	860.30	860.30
DANIEL VERBRICK	Independent Agent	1.00	1.00	845.85	845.85
LAURA DEGOLIER	Independent Agent	1.00	1.00	845.80	845.80
JOANNA KOT	Independent Agent	1.00	1.00	835.00	835.00
HEATHER LINDSLEY	Independent Agent	1.00	1.00	813.90	813.90
WILLIAM GARRETT	Independent Agent	2.00	2.00	789.50	789.50
JUSTIN GIVENS	Independent Agent	1.00	1.00	762.00	762.00
RUDOLPH KOLARIK	Independent Agent	1.00	0.00	733.70	733.70

STACY STEPHENS	Independent Agent	2.00	2.00	612.25	612.25
BRENDA VANDER LOGT	Independent Agent	1.00	1.00	610.00	610.00
MICHAEL STECKLING	Independent Agent	1.00	0.00	558.75	558.75
CHRISTY SNIDER	Independent Agent	1.00	1.00	539.30	539.30
PAUL FRITCH	Independent Agent	1.00	0.00	529.50	529.50
RONALD PACHAN	Independent Agent	2.00	2.00	480.70	480.70
TRENT HALDIMAN	Independent Agent	1.00	0.00	478.50	478.50
NICOLE LEWIN	Independent Agent	1.00	1.00	472.50	472.50
BRIAN LEMIEUX	Independent Agent	1.00	1.00	403.30	403.30
JARED REUTER	Independent Agent	1.00	1.00	384.75	384.75
RANDALL PFEILER	Independent Agent	2.00	0.00	374.75	374.75
BRIAN BAUTCH	Independent Agent	1.00	1.00	334.77	334.77
KENNETH CAFOUREK	Independent Agent	1.00	0.00	326.00	326.00
BRUCE PAUTZ	Independent Agent	1.00	1.00	216.00	216.00
ERIC GARLAND	Independent Agent	4.00	1.00	168.48	168.48
JOSEPH GUILLORY	Independent Agent	1.00	1.00	146.40	146.40
LUKASZ HANDZEL	Independent Agent	0.20	0.20	129.50	129.50
JUDY HAWLEY	Independent Agent	1.00	1.00	58.68	58.68
CRISTY ARNDT	Independent Agent	1.00	1.00	35.70	35.70
DIRK MILESTONE	Independent Agent	0.00	0.00	0.00	24.39
TOTAL	Independent Agent	135.00	101.00	106,490.26	106,514.65

DAVID HORSTMANN	Direct Distribution	6.00	6.00	10,576.70	10,576.70
DAVID LAPETINA	Direct Distribution	3.00	3.00	1,997.41	1,997.41
TOTAL	Direct Distribution	9.00	9.00	12,574.11	12,574.11