Results Reported 5/24/21

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
WHITNEY YANG	Lakeshore Agency	15.00	14.00	13,814.72	20,885.29
CASSONDRA MEYER	Lakeshore Agency	15.00	5.00	19,306.16	19,306.16
STEVE ERNST	Lakeshore Agency	11.00	7.00	5,198.95	16,800.03
SAMANTHA CLEMINS	Lakeshore Agency	13.00	4.00	10,087.51	10,087.51
JAY DOBBS	Lakeshore Agency	6.00	1.00	7,902.05	8,215.56
CHIA YANG	Lakeshore Agency	6.00	2.00	6,506.00	6,506.00
ADAM MILLER	Lakeshore Agency	2.00	0.00	2,789.89	2,789.89
DARREL SCHMIDT	Lakeshore Agency	5.00	3.00	2,718.72	2,718.72
CHRIS DEEDON	Lakeshore Agency	2.00	1.00	1,044.19	1,044.19
SAMANTHA NAPARALA	Lakeshore Agency	2.00	1.00	784.25	784.25
JEREMIAH WELCH	Lakeshore Agency	2.00	0.00	333.75	583.76
MARIAH BAGGS	Lakeshore Agency	2.00	1.00	196.91	196.91
LEE EVANS	Lakeshore Agency	3.00	3.00	-144.76	-144.76
TOTAL	**Lakeshore Agency**	**84.00**	**42.00**	**70,538.35**	**89,773.51**
JANE ZELLER	Wisconsin River Agency	18.00	10.00	13,343.04	14,741.19
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	12.00	4.00	8,441.90	11,865.35
JASON LAPORTE	Wisconsin River Agency	13.00	6.00	6,898.55	10,725.45
LISA KOERNER	Wisconsin River Agency	19.00	12.00	10,037.38	10,037.38
PHILIP WELTER	Wisconsin River Agency	5.00	1.00	5,509.13	7,743.95
MARY KRUEGER	Wisconsin River Agency	22.00	12.00	6,233.38	6,635.89
LINDSEY KERSTEN	Wisconsin River Agency	1.00	1.00	345.00	345.00
TOTAL	**Wisconsin River Agency**	**90.00**	**46.00**	**50,808.37**	**62,094.20**
REBECCA LUREEN	Dakotas Agency	28.20	11.50	22,354.60	23,801.45
AUTUM JOHNSON	Dakotas Agency	7.50	4.00	7,394.65	8,399.25
KATE KINGSBURY	Dakotas Agency	6.20	1.50	3,411.95	3,746.82
MICHAEL JOHNSON	Dakotas Agency	0.10	0.00	166.67	166.67
TOTAL	**Dakotas Agency**	**42.00**	**17.00**	**33,327.88**	**36,114.18**
JOANNA STOCH	Independent Agent	15.80	14.80	20,958.55	20,958.55
ANN KAISER	Independent Agent	2.00	1.00	0.00	12,000.00
GREGG TALLIER	Independent Agent	4.00	2.00	0.00	9,780.79
RANDALL KOLARIK	Independent Agent	10.00	6.00	8,682.01	8,682.01
CARRIE BAETEN	Independent Agent	18.00	11.00	8,220.80	8,220.80
ANDRZEJ SERTLER	Independent Agent	5.00	5.00	8,163.25	8,163.25

JAMES DINGELDEIN	Independent Agent	6.00	6.00	7,305.13	7,305.13
DONALD SCHAEFER	Independent Agent	2.00	1.00	7,304.04	7,304.04
BRADLEY PUTNAM	Independent Agent	2.00	0.00	7,272.45	7,272.45
MICHAEL BROWN	Independent Agent	6.00	1.00	6,157.73	6,157.73
ALVA PAINE	Independent Agent	3.00	2.00	6,005.30	6,005.30
ROBERT FIRCHOW	Independent Agent	8.00	6.00	5,628.25	5,628.25
CHARLENE MCCOY	Independent Agent	8.00	7.00	5,089.70	5,089.70
ROXANNE JOHNSON	Independent Agent	1.00	1.00	0.00	5,000.00
KANDANCE GIOSCIO-KEULER	Independent Agent	2.00	0.00	0.00	5,000.00
CHAD WARE	Independent Agent	10.00	10.00	4,981.08	4,981.08
JANA MCKINNEY	Independent Agent	4.00	4.00	4,484.25	4,484.25
DEAN WATERS	Independent Agent	8.00	8.00	4,448.65	4,448.65
NORBERTO CAPPIELLO	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
JOHN FOWLER	Independent Agent	2.00	0.00	3,069.50	3,069.50
BETH KLISMITH	Independent Agent	2.00	0.00	2,858.00	2,858.00
DANIEL WIEGMAN	Independent Agent	2.00	1.00	2,609.64	2,609.64
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
JASON PETERS	Independent Agent	3.00	3.00	2,489.65	2,489.65
TRENT HALDIMAN	Independent Agent	2.00	0.00	2,418.17	2,418.17
JOSEPH MEDINGER JR	Independent Agent	3.00	2.00	2,311.05	2,311.05
STANLEY BLYTHE	Independent Agent	5.00	4.00	2,215.24	2,215.24
KAROLINA SOBCZYK	Independent Agent	2.00	2.00	2,030.00	2,030.00
GREGORY CARTER	Independent Agent	3.00	3.00	1,952.72	1,952.72
DANIEL ZEIGER	Independent Agent	4.00	1.00	1,739.50	1,789.50
DANIEL HERBRAND	Independent Agent	2.00	2.00	1,742.96	1,742.96
EZELL JACKSON	Independent Agent	1.00	1.00	1,688.75	1,688.75
DALBERT STEELE	Independent Agent	5.00	3.00	1,622.75	1,622.75
KAREN VANDENBUSCH	Independent Agent	1.00	1.00	1,593.20	1,593.20
WILLIAM PATZNER	Independent Agent	1.00	1.00	1,547.25	1,547.25
ROGER HARRIS	Independent Agent	1.00	0.00	1,533.69	1,533.69
JOSEPH GUILLORY	Independent Agent	2.00	2.00	1,525.50	1,525.50
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

LEVI HUNCOVSKY	Independent Agent	1.00	1.00	1,252.18	1,252.18
MATTHEW SCHERNIKAU	Independent Agent	2.00	1.00	1,181.50	1,181.50
LARRY POWELL	Independent Agent	1.00	1.00	1,050.00	1,050.00
PAUL FRITCH	Independent Agent	2.00	1.00	1,020.30	1,020.30
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
CHRISTY SNIDER	Independent Agent	2.00	2.00	923.40	923.40
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
BRIAN BAUTCH	Independent Agent	2.00	2.00	765.05	765.05
JUSTIN GIVENS	Independent Agent	1.00	1.00	762.00	762.00
RUDOLPH KOLARIK	Independent Agent	1.00	0.00	733.70	733.70
NICOLE KOEHLER	Independent Agent	1.00	1.00	699.50	699.50
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
MARIAH BAGGS	Independent Agent	1.00	1.00	500.04	500.04
WAYNE FREUND	Independent Agent	1.00	0.00	500.04	500.04
RONALD PACHAN	Independent Agent	2.00	2.00	480.70	480.70
NICOLE LEWIN	Independent Agent	1.00	1.00	472.50	472.50
JUDY HAWLEY	Independent Agent	3.00	3.00	439.13	439.13
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
KENNETH CAFOUREK	Independent Agent	1.00	0.00	326.00	326.00
LORI VAN WINKLE	Independent Agent	1.00	1.00	0.00	300.01
SENICA OMERNIK	Independent Agent	1.00	1.00	266.50	266.50
BRUCE PAUTZ	Independent Agent	1.00	1.00	216.00	216.00
ERIC GARLAND	Independent Agent	4.00	1.00	168.48	168.48
LUKASZ HANDZEL	Independent Agent	0.20	0.20	129.50	129.50
PAUL DODGE	Independent Agent	0.50	0.50	0.00	75.00
KENNETH SZWEDA	Independent Agent	0.50	0.50	0.00	75.00
BRADLEY PRATT	Independent Agent	2.00	2.00	0.00	71.43

CONNIE GIBB	Independent Agent	1.00	1.00	56.79	56.79
DIRK MILESTONE	Independent Agent	1.00	1.00	0.00	55.74
SCOTT OLIVA	Independent Agent	2.00	2.00	55.03	55.03
CRISTY ARNDT	Independent Agent	1.00	1.00	35.70	35.70
JAROD POWELL	Independent Agent	0.00	0.00	0.00	0.00
IWONA ZAWICKI	Independent Agent	0.00	0.00	0.00	0.00
RANDY SCHMITZ	Independent Agent	0.00	0.00	-184.12	-184.12
TOTAL	**Independent Agent**	**225.00**	**166.00**	**179,049.37**	**211,457.34**
DAVID HORSTMANN	Direct Distribution	6.00	6.00	9,568.42	9,568.42
DAVID LAPETINA	Direct Distribution	4.00	4.00	1,034.59	1,034.59
TOTAL	**Direct Distribution**	**10.00**	**10.00**	**10,603.01**	**10,603.01**