

Results Reported 7/12/21

| Agent | Channel | Policy Count | New Member Count | Life Production Credit | Production Credit |
|------------------------|-------------------------------|---------------|------------------|------------------------|-------------------|
| SAMANTHA CLEMINS | Lakeshore Agency | 32.00 | 15.00 | 35,923.17 | 35,923.17 |
| WHITNEY YANG | Lakeshore Agency | 18.00 | 17.00 | 15,092.76 | 32,352.78 |
| STEVE ERNST | Lakeshore Agency | 15.00 | 8.00 | 8,413.69 | 23,480.06 |
| CASSONDRA MEYER | Lakeshore Agency | 17.00 | 6.00 | 22,733.10 | 22,733.10 |
| DARREL SCHMIDT | Lakeshore Agency | 11.00 | 4.00 | 9,204.70 | 9,204.70 |
| JAY DOBBS | Lakeshore Agency | 7.00 | 1.00 | 8,784.86 | 9,098.37 |
| NICOLE SMILANICH | Lakeshore Agency | 5.00 | 1.00 | 3,005.10 | 7,596.48 |
| CHIA YANG | Lakeshore Agency | 8.00 | 2.00 | 7,501.04 | 7,501.04 |
| DEAN GARDNER | Lakeshore Agency | 2.00 | 0.00 | 2,531.36 | 6,523.24 |
| ADAM MILLER | Lakeshore Agency | 2.00 | 0.00 | 2,789.89 | 2,789.89 |
| CHRIS DEEDON | Lakeshore Agency | 3.00 | 1.00 | 1,761.19 | 1,761.19 |
| 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 | 129.00 | 60.00 | 118,911.01 | 160,384.17 |
| MARY KRUEGER | Wisconsin River Agency | 24.00 | 13.00 | 6,316.53 | 39,085.16 |
| JANE ZELLER | Wisconsin River Agency | 34.00 | 15.00 | 20,846.01 | 25,371.57 |
| JASON LAPORTE | Wisconsin River Agency | 17.00 | 8.00 | 9,064.06 | 17,401.54 |
| LISA KOERNER | Wisconsin River Agency | 24.00 | 15.00 | 12,380.27 | 12,380.27 |
| ALEXANDRIA WIDDERSHEIM | Wisconsin River Agency | 12.00 | 4.00 | 8,441.90 | 11,865.35 |
| PHILIP WELTER | Wisconsin River Agency | 6.00 | 2.00 | 5,509.13 | 10,743.95 |
| JEREMY BREIDEL | Wisconsin River Agency | 2.00 | 0.00 | 2,222.78 | 2,222.78 |
| LINDSEY KERSTEN | Wisconsin River Agency | 1.00 | 1.00 | 345.00 | 345.00 |
| TOTAL | Wisconsin River Agency | 120.00 | 58.00 | 65,125.68 | 119,415.62 |
| REBECCA LUREEN | Dakotas Agency | 41.20 | 18.50 | 31,188.04 | 37,634.89 |
| AUTUM JOHNSON | Dakotas Agency | 8.50 | 4.00 | 9,296.95 | 10,301.55 |
| KATE KINGSBURY | Dakotas Agency | 6.20 | 1.50 | 3,411.95 | 3,746.82 |
| BRANDY CARMICHEAL | Dakotas Agency | 3.00 | 3.00 | 1,024.20 | 1,024.20 |
| ALAINA PRESTWOOD | Dakotas Agency | 1.00 | 1.00 | 617.70 | 617.70 |

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| CAROL JANDERA | Dakotas Agency | 1.00 | 1.00 | 558.60 | 558.60 |
| MICHAEL JOHNSON | Dakotas Agency | 0.10 | 0.00 | 166.67 | 166.67 |
| TOTAL | Dakotas Agency | 61.00 | 29.00 | 46,264.12 | 54,050.42 |
| RANDALL KOLARIK | Independent Agent | 27.00 | 8.00 | 46,852.52 | 46,852.52 |
| JOANNA STOCH | Independent Agent | 19.80 | 18.80 | 25,707.80 | 25,707.80 |
| MICHAEL BROWN | Independent Agent | 9.00 | 2.00 | 8,503.93 | 15,228.28 |
| ANN KAISER | Independent Agent | 3.00 | 1.00 | 0.00 | 12,500.00 |
| CARRIE BAETEN | Independent Agent | 24.00 | 14.00 | 12,325.13 | 12,325.13 |
| ANDRZEJ SERTLER | Independent Agent | 9.00 | 7.00 | 11,474.25 | 11,474.25 |
| GREGG TALLIER | Independent Agent | 4.00 | 2.00 | 0.00 | 10,780.79 |
| CHARLENE MCCOY | Independent Agent | 13.00 | 11.00 | 8,705.20 | 8,705.20 |
| 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 |
| ALVA PAINE | Independent Agent | 4.00 | 3.00 | 6,566.40 | 6,566.40 |
| JANA MCKINNEY | Independent Agent | 6.00 | 6.00 | 6,397.85 | 6,397.85 |
| ROGER HARRIS | Independent Agent | 6.00 | 2.00 | 5,898.36 | 5,898.36 |
| ROBERT FIRCHOW | Independent Agent | 8.00 | 6.00 | 5,628.25 | 5,628.25 |
| CHAD WARE | Independent Agent | 12.00 | 12.00 | 5,558.81 | 5,558.81 |
| 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 |
| BETH KLISMITH | Independent Agent | 6.00 | 4.00 | 4,637.00 | 4,637.00 |
| 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 |
| JOHN FOWLER | Independent Agent | 3.00 | 0.00 | 3,539.75 | 3,539.75 |
| DAVID KONSELLA | Independent Agent | 1.00 | 1.00 | 3,488.42 | 3,488.42 |
| STANLEY BLYTHE | Independent Agent | 9.00 | 8.00 | 3,292.04 | 3,292.04 |
| STEPHEN RUNDE | Independent Agent | 2.00 | 2.00 | 2,903.99 | 2,903.99 |
| DANIEL WIEGMAN | Independent Agent | 2.00 | 1.00 | 2,609.64 | 2,609.64 |
| YULIJA PONA | Independent Agent | 2.00 | 2.00 | 2,607.02 | 2,607.02 |
| ERVIN LONDAGIN | Independent Agent | 4.00 | 4.00 | 2,606.20 | 2,606.20 |
| JASON PETERS | Independent Agent | 3.00 | 3.00 | 2,489.65 | 2,489.65 |
| DALBERT STEELE | Independent Agent | 11.00 | 9.00 | 2,419.45 | 2,419.45 |
| TRENT HALDIMAN | Independent Agent | 2.00 | 0.00 | 2,418.17 | 2,418.17 |
| JOSEPH GUILLORY | Independent Agent | 3.00 | 2.00 | 2,380.75 | 2,380.75 |

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| JOSEPH MEDINGER JR | Independent Agent | 3.00 | 2.00 | 2,311.05 | 2,311.05 |
| EDYTA KIELTYKA | Independent Agent | 1.00 | 1.00 | 2,255.00 | 2,255.00 |
| SHERRY NOBLE | Independent Agent | 1.00 | 1.00 | 2,105.04 | 2,105.04 |
| BRIAN LEMIEUX | Independent Agent | 3.00 | 3.00 | 2,074.43 | 2,074.43 |
| 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 |
| KYLE MCLAUGHLIN | Independent Agent | 1.00 | 1.00 | 1,939.25 | 1,939.25 |
| 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 |
| BOB ANDREWS INS | Independent Agent | 1.00 | 1.00 | 1,740.00 | 1,740.00 |
| EZELL JACKSON | Independent Agent | 1.00 | 1.00 | 1,688.75 | 1,688.75 |
| LAURA DEGOLIER | Independent Agent | 3.00 | 3.00 | 1,620.84 | 1,620.84 |
| 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 |
| 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 |
| JEREMY CORDOVA | Independent Agent | 1.00 | 1.00 | 1,315.75 | 1,315.75 |
| 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 |
| SENICA OMERNIK | Independent Agent | 3.00 | 3.00 | 1,211.50 | 1,211.50 |
| MATTHEW SCHERNIKAU | Independent Agent | 2.00 | 1.00 | 1,181.50 | 1,181.50 |
| GREGORY KONERZA | Independent Agent | 1.00 | 1.00 | 1,124.39 | 1,124.39 |
| 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 |
| BONITA HAYES | Independent Agent | 1.00 | 1.00 | 901.50 | 901.50 |
| DANIEL VERBRICK | Independent Agent | 1.00 | 1.00 | 845.85 | 845.85 |
| 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 |

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| 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 |
| RONALD PACHAN | Independent Agent | 3.00 | 2.00 | 697.95 | 697.95 |
| 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 |
| SCOTT OLIVA | Independent Agent | 3.00 | 3.00 | 509.03 | 559.03 |
| MICHAEL STECKLING | Independent Agent | 1.00 | 0.00 | 558.75 | 558.75 |
| KENNETH CAFOUREK | Independent Agent | 2.00 | 1.00 | 548.45 | 548.45 |
| HARRY DORMAN | Independent Agent | 1.00 | 1.00 | 544.32 | 544.32 |
| PAULA VESELY | Independent Agent | 2.00 | 2.00 | 524.00 | 524.00 |
| MARIAH BAGGS | Independent Agent | 1.00 | 1.00 | 500.04 | 500.04 |
| WAYNE FREUND | Independent Agent | 1.00 | 0.00 | 500.04 | 500.04 |
| NICOLE LEWIN | Independent Agent | 1.00 | 1.00 | 472.50 | 472.50 |
| TERIN SMITH BANGERT | Independent Agent | 1.00 | 1.00 | 466.00 | 466.00 |
| JUDY HAWLEY | Independent Agent | 3.00 | 3.00 | 439.13 | 439.13 |
| JARED REUTER | Independent Agent | 1.00 | 1.00 | 384.75 | 384.75 |
| BRUCE PAUTZ | Independent Agent | 2.00 | 2.00 | 378.00 | 378.00 |
| RANDALL PFEILER | Independent Agent | 2.00 | 0.00 | 374.75 | 374.75 |
| DIANE ROOK-JOHNSON | Independent Agent | 1.00 | 0.00 | 333.75 | 333.75 |
| LORI VAN WINKLE | Independent Agent | 1.00 | 1.00 | 0.00 | 300.01 |
| SHANNON DAUGHERTY | Independent Agent | 1.00 | 1.00 | 239.00 | 239.00 |
| STEVEN POWELL | Independent Agent | 1.00 | 1.00 | 222.50 | 222.50 |
| 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 |
| DIRK MILESTONE | Independent Agent | 1.00 | 1.00 | 0.00 | 73.27 |
| BRADLEY PRATT | Independent Agent | 2.00 | 2.00 | 0.00 | 71.43 |
| CONNIE GIBB | Independent Agent | 1.00 | 1.00 | 56.79 | 56.79 |
| HOWARD BLECHA | Independent Agent | 1.00 | 1.00 | 0.00 | 50.00 |
| 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 |

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| TOTAL | Independent Agent | 319.00 | 229.00 | 268,802.60 | 309,552.46 |
| DAVID HORSTMANN | Direct Distribution | 8.00 | 8.00 | 10,207.39 | 10,207.39 |
| DAVID LAPETINA | Direct Distribution | 11.00 | 11.00 | 4,948.04 | 4,948.04 |
| TOTAL | Direct Distribution | 19.00 | 19.00 | 15,155.43 | 15,155.43 |