

Results Reported 8/16/21

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit
WHITNEY YANG	Lakeshore Agency	20.00	19.00	18,233.76	35,493.78
SAMANTHA CLEMINS	Lakeshore Agency	30.00	13.00	35,245.42	35,245.42
CASSONDRA MEYER	Lakeshore Agency	19.00	6.00	30,173.31	30,173.31
STEVE ERNST	Lakeshore Agency	15.00	8.00	8,413.69	24,230.06
JAY DOBBS	Lakeshore Agency	9.00	1.00	13,849.40	14,162.91
DARREL SCHMIDT	Lakeshore Agency	12.00	4.00	11,704.89	11,704.89
CHRIS DEEDON	Lakeshore Agency	9.00	6.00	9,192.16	9,192.16
NICOLE SMILANICH	Lakeshore Agency	5.00	1.00	3,005.10	7,596.48
DEAN GARDNER	Lakeshore Agency	4.00	0.00	3,598.87	7,590.74
CHIA YANG	Lakeshore Agency	8.00	2.00	7,501.04	7,501.04
ADAM MILLER	Lakeshore Agency	2.00	0.00	2,789.89	2,789.89
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	142.00	65.00	144,877.68	187,100.84
MARY KRUEGER	Wisconsin River Agency	33.00	19.00	15,093.33	51,006.19
JANE ZELLER	Wisconsin River Agency	37.00	15.00	22,404.10	26,929.66
JASON LAPORTE	Wisconsin River Agency	17.00	8.00	9,064.06	17,656.54
LISA KOERNER	Wisconsin River Agency	28.00	15.00	13,487.05	13,487.05
PHILIP WELTER	Wisconsin River Agency	6.00	2.00	5,509.13	12,743.95
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	14.00	5.00	9,002.70	12,428.84
JEREMY BREIDEL	Wisconsin River Agency	2.00	0.00	2,222.78	2,222.78
MATTHEW JACQUE	Wisconsin River Agency	5.00	3.00	1,953.08	1,953.08
LINDSEY KERSTEN	Wisconsin River Agency	1.00	1.00	345.00	345.00
TOTAL	Wisconsin River Agency	143.00	68.00	79,081.22	138,773.08
REBECCA LUREEN	Dakotas Agency	49.20	21.50	36,251.40	42,698.24
AUTUM JOHNSON	Dakotas Agency	10.50	5.00	10,224.02	11,228.62
ALAINA PRESTWOOD	Dakotas Agency	8.50	8.50	4,342.38	4,342.38
KATE KINGSBURY	Dakotas Agency	6.20	1.50	3,411.95	3,746.82

BRANDY CARMICHEAL	Dakotas Agency	4.00	4.00	1,242.60	1,242.60
CODY PRESTWOOD	Dakotas Agency	1.00	1.00	243.60	243.60
MICHAEL JOHNSON	Dakotas Agency	0.10	0.00	166.67	166.67
TOTAL	Dakotas Agency	79.50	41.50	55,882.63	63,668.93
RANDALL KOLARIK	Independent Agent	32.00	11.00	52,066.20	52,066.20
JOANNA STOCH	Independent Agent	18.80	16.80	23,599.80	23,599.80
CARRIE BAETEN	Independent Agent	38.00	24.00	21,069.18	21,069.18
MICHAEL BROWN	Independent Agent	10.00	2.00	9,698.93	16,423.28
ANN KAISER	Independent Agent	4.00	1.00	0.00	12,500.00
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	14.00	12.00	9,475.12	9,475.12
ROGER HARRIS	Independent Agent	9.00	3.00	9,219.20	9,219.20
BRADLEY PUTNAM	Independent Agent	3.00	0.00	7,495.45	7,495.45
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
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
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
BETH KLISMITH	Independent Agent	7.00	5.00	5,374.00	5,374.00
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
STANLEY BLYTHE	Independent Agent	10.00	8.00	4,600.54	4,600.54
DEAN WATERS	Independent Agent	8.00	8.00	4,448.65	4,448.65
DAVID KONSELLA	Independent Agent	2.00	2.00	4,088.42	4,088.42
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
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
YULIIA 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
CHRISTY SNIDER	Independent Agent	3.00	3.00	2,520.20	2,520.20
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
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
GREGORY KONERZA	Independent Agent	2.00	2.00	1,364.39	1,364.39
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
SCOTT FAHRENTHOLD	Independent Agent	1.00	1.00	1,251.20	1,251.20
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
JARED REUTER	Independent Agent	3.00	3.00	1,139.75	1,139.75
SHARI STEELE	Independent Agent	1.00	1.00	1,138.25	1,138.25
LARRY POWELL	Independent Agent	1.00	1.00	1,050.00	1,050.00
HARRY DORMAN	Independent Agent	2.00	2.00	1,022.32	1,022.32
PAUL FRITCH	Independent Agent	2.00	1.00	1,020.30	1,020.30
JAY REDFERN	Independent Agent	1.00	1.00	1,002.00	1,002.00
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

BONITA HAYES	Independent Agent	1.00	1.00	901.50	901.50
DIANE ROOK-JOHNSON	Independent Agent	3.00	2.00	861.90	861.90
DANIEL VERBRICK	Independent Agent	1.00	1.00	845.85	845.85
JOANNA KOT	Independent Agent	1.00	1.00	835.00	835.00
JUDY HAWLEY	Independent Agent	4.00	3.00	815.63	815.63
HEATHER LINDSLEY	Independent Agent	1.00	1.00	813.90	813.90
SCOTT OLIVA	Independent Agent	4.00	4.00	756.38	806.38
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
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
KEITH SANDERS	Independent Agent	1.00	1.00	588.70	588.70
MICHAEL STECKLING	Independent Agent	1.00	0.00	558.75	558.75
KYLIE ELMORE	Independent Agent	1.00	1.00	553.90	553.90
KENNETH CAFOUREK	Independent Agent	2.00	1.00	548.45	548.45
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
BRUCE PAUTZ	Independent Agent	2.00	2.00	378.00	378.00
RANDALL PFEILER	Independent Agent	2.00	0.00	374.75	374.75
LORI VAN WINKLE	Independent Agent	1.00	1.00	0.00	300.01
PHILLIP KEISER	Independent Agent	1.00	1.00	257.28	257.28
BRADLEY PRATT	Independent Agent	2.00	2.00	0.00	250.01
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
DIRK MILESTONE	Independent Agent	2.00	2.00	0.00	110.79
PAUL DODGE	Independent Agent	0.50	0.50	0.00	75.00

KENNETH SZWEDA	Independent Agent	0.50	0.50	0.00	75.00
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
FRANK MOONEY	Independent Agent	0.00	0.00	0.00	0.00
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	363.00	259.00	297,819.72	338,785.66
DAVID HORSTMANN	Direct Distribution	8.00	8.00	10,207.39	10,207.39
DAVID LAPETINA	Direct Distribution	12.00	11.00	6,028.04	6,028.04
TOTAL	Direct Distribution	20.00	19.00	16,235.43	16,235.43