

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
JANE ZELLER	Wisconsin River Agency	14.00	5.00	18,139.24	18,139.24	5,000.00	23,139.24
LISA KOERNER	Wisconsin River Agency	7.00	4.00	2,770.37	7,995.65	863.36	8,859.01
MARY KRUEGER	Wisconsin River Agency	16.00	3.00	3,677.03	4,037.03	245.16	4,282.20
MATTHEW JACQUE	Wisconsin River Agency	3.00	2.00	2,801.48	2,801.48	224.52	3,026.00
PHILIP WELTER	Wisconsin River Agency	1.00	1.00	-	100.00	10.00	110.00
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	1.00	-	-	61.44	30.72	92.16
TOTAL	Wisconsin River Agency	42.00	15.00	27,388.12	33,134.85	6,373.77	39,508.62
WHITNEY YANG	Lakeshore Agency	17.00	12.00	13,307.50	16,998.75	4,111.97	21,110.72
SAMANTHA CLEMINS	Lakeshore Agency	14.00	5.00	5,271.22	6,695.45	2,432.86	9,128.31
CHIA YANG	Lakeshore Agency	7.00	3.00	6,012.00	6,012.00	1,934.30	7,946.30
DAVID LANGE	Lakeshore Agency	5.00	2.00	5,264.80	5,264.80	1,363.34	6,628.14
PABLO RUIZ VARGAS	Lakeshore Agency	4.00	4.00	4,216.55	4,216.55	635.21	4,851.76
STEVE ERNST	Lakeshore Agency	7.00	2.00	2,979.44	2,979.44	975.76	3,955.20
JERRY HENRY	Lakeshore Agency	3.00	-	2,441.01	2,441.01	1,297.40	3,738.41
CHRIS DEEDON	Lakeshore Agency	6.00	4.00	2,847.48	2,897.48	502.25	3,399.73
AMANDA OLDENBURG	Lakeshore Agency	5.00	5.00	2,141.75	2,141.75	540.46	2,682.21
CASSONDRA MEYER	Lakeshore Agency	6.00	6.00	1,581.23	1,581.23	709.77	2,291.00
RYAN RAEDER	Lakeshore Agency	1.00	-	930.57	930.57	-	930.57
TOTAL	Lakeshore Agency	75.00	43.00	46,993.55	52,159.03	14,503.32	66,662.34
REBECCA LUREEN	Dakotas Agency	22.90	8.50	20,566.87	49,069.01	5,000.00	54,069.01
KAITLYNN ARNOLD	Dakotas Agency	6.65	3.50	5,726.21	10,555.99	3,052.20	13,608.19
SKYLER MATLOCK	Dakotas Agency	4.45	1.00	4,479.50	4,479.50	364.12	4,843.62
BRIANNA GRISSOM	Dakotas Agency	3.00	2.00	1,595.60	1,595.60	1,196.04	2,791.64
KARISSA MITCHEK	Dakotas Agency	-	-	-	-	24.05	24.05
AUTUM JOHNSON	Dakotas Agency	1.00	-	-	-	-	-
TOTAL	Dakotas Agency	38.00	15.00	32,368.18	65,700.10	9,636.40	75,336.51
ROBERT FIRCHOW	Independent Agency	8.00	4.00	6,649.41	20,317.93	-	20,317.93
BRIAN LEMIEUX	Independent Agency	1.00	-	18,840.00	18,840.00	-	18,840.00
CARRIE BAETEN	Independent Agency	22.00	13.00	15,536.02	15,536.02	2,329.22	17,865.24
RANDALL KOLARIK	Independent Agency	15.00	6.00	12,202.36	12,202.36	1,347.83	13,550.18
SCOTT WILLIAMS	Independent Agency	3.00	3.00	8,829.54	8,829.54	-	8,829.54
MICHAEL BROWN	Independent Agency	6.00	2.00	7,133.80	7,133.80	-	7,133.80
NORBERTO CAPPIELLO	Independent Agency	3.00	-	7,040.97	7,040.97	-	7,040.97
WILLIAM GARRETT	Independent Agency	1.00	1.00	6,000.04	6,000.04	-	6,000.04
JAMES DINGELDEIN	Independent Agency	4.00	3.00	3,051.68	3,051.68	-	3,051.68
DEAN WATERS	Independent Agency	6.00	5.00	2,637.41	2,637.41	-	2,637.41
FRANK MOONEY	Independent Agency	1.00	1.00	2,500.09	2,500.09	-	2,500.09
BRADLEY PUTNAM	Independent Agency	1.00	-	2,280.50	2,280.50	-	2,280.50
CHARLENE MCCOY	Independent Agency	2.00	2.00	1,859.16	1,859.16	-	1,859.16
CODY HANKE	Independent Agency	2.00	2.00	1,727.64	1,727.64	-	1,727.64
KEITH SANDERS	Independent Agency	2.00	2.00	1,537.29	1,537.29	-	1,537.29
STACIE RUDY	Independent Agency	1.00	1.00	1,515.00	1,515.00	-	1,515.00
LAURA DEGOLIER	Independent Agency	2.00	2.00	1,381.12	1,381.12	-	1,381.12
DREW SMADING	Independent Agency	1.00	1.00	1,063.50	1,063.50	-	1,063.50
KEVIN SIMPSON	Independent Agency	5.00	3.00	992.52	992.52	-	992.52
LYNN TANK	Independent Agency	1.00	1.00	933.60	933.60	-	933.60
DAVID WISKIE	Independent Agency	1.00	1.00	768.33	768.33	-	768.33
JESSICA DELLEMANN	Independent Agency	1.00	-	691.50	691.50	-	691.50
DALBERT STEELE	Independent Agency	1.00	-	623.00	623.00	-	623.00
DANIEL ZEIGER	Independent Agency	1.00	-	588.29	588.29	-	588.29
RUDOLPH KOLARIK	Independent Agency	2.00	1.00	578.62	578.62	-	578.62
PATRICK TURAY	Independent Agency	1.00	1.00	555.20	555.20	-	555.20
DANIEL VERBRICK	Independent Agency	1.00	1.00	513.82	513.82	-	513.82
VALERIE JOHNSON	Independent Agency	2.00	2.00	425.53	425.53	-	425.53
ROGER HARRIS	Independent Agency	1.00	1.00	395.52	395.52	-	395.52
ERVIN LONDAGIN	Independent Agency	1.00	1.00	293.25	293.25	-	293.25
HELEN HOBSON	Independent Agency	1.00	1.00	267.75	267.75	-	267.75
DIANE ROOK-JOHNSON	Independent Agency	1.00	1.00	252.20	252.20	-	252.20
SCOTT OLIVA	Independent Agency	1.00	1.00	226.80	226.80	-	226.80
KURT SCHMITZ	Independent Agency	1.00	1.00	226.80	226.80	-	226.80
CONNIE GIBB	Independent Agency	1.00	1.00	170.10	170.10	-	170.10
MAYNARD HOLUB	Independent Agency	1.00	1.00	137.65	137.65	-	137.65
SHERYL BELLIN	Independent Agency	1.00	1.00	100.89	100.89	-	100.89
DIRK MILESTONE	Independent Agency	1.00	1.00	-	79.14	-	79.14
MELISSA WESTBROOK	Independent Agency	1.00	1.00	57.83	57.83	-	57.83
ROBERT A ANDERSON	Independent Agency	-	-	-	-	-	-
TIMOTHY DOWSEY	Independent Agency	-	-	-	-	-	-
JAROD POWELL	Independent Agency	-	-	-	-	-	-
RONALD PACHAN	Independent Agency	(1.00)	-	(195.50)	(195.50)	-	(195.50)
TOTAL	Independent Agency	107.00	69.00	110,389.22	124,136.88	3,677.04	127,813.92
CLYDE WHYTE	Direct Distribution	1.00	1.00	179.00	179.00	-	179.00
TOTAL	Direct Distribution	1.00	1.00	179.00	179.00	-	179.00
HOME OFFICE	Home Office	1.00	-	305.25	305.25	-	305.25
TOTAL	Home Office	1.00	-	305.25	305.25	-	305.25