

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
JANE ZELLER	Wisconsin River Agency	16.00	6.00	19,347.76	19,347.76	4,111.97	23,459.74
LISA KOERNER	Wisconsin River Agency	7.00	4.00	2,770.37	7,995.65	709.77	8,705.42
MARY KRUEGER	Wisconsin River Agency	16.00	3.00	3,677.03	4,037.03	224.52	4,261.55
MATTHEW JACQUE	Wisconsin River Agency	3.00	2.00	2,801.48	2,801.48	30.72	2,832.20
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	3.00	0.00	2,048.76	2,110.20	24.05	2,134.25
PHILIP WELTER	Wisconsin River Agency	1.00	1.00	0.00	100.00	-	100.00
TOTAL	Wisconsin River Agency	46.00	16.00	30,645.40	36,402.13	5,101.03	41,503.17
WHITNEY YANG	Lakeshore Agency	19.00	13.00	14,455.97	18,147.22	3,052.20	21,199.42
SAMANTHA CLEMINS	Lakeshore Agency	18.00	5.00	8,876.52	10,300.75	2,329.22	12,629.97
CHIA YANG	Lakeshore Agency	7.00	3.00	6,012.00	6,012.00	1,363.34	7,375.34
STEVE ERNST	Lakeshore Agency	9.00	2.00	5,898.81	5,898.81	863.36	6,762.17
DAVID LANGE	Lakeshore Agency	5.00	2.00	5,264.80	5,264.80	1,347.83	6,612.63
PABLO RUIZ VARGAS	Lakeshore Agency	4.00	4.00	4,216.55	4,216.55	540.46	4,757.01
JERRY HENRY	Lakeshore Agency	3.00	0.00	2,441.01	2,441.01	1,196.04	3,637.05
CHRIS DEEDON	Lakeshore Agency	6.00	4.00	2,847.48	2,897.48	364.12	3,261.60
AMANDA OLDENBURG	Lakeshore Agency	6.00	6.00	2,397.97	2,397.97	502.25	2,900.21
CASSONDRA MEYER	Lakeshore Agency	6.00	6.00	1,581.23	1,581.23	635.21	2,216.44
RYAN RAEDER	Lakeshore Agency	1.00	0.00	930.57	930.57	-	930.57
TOTAL	Lakeshore Agency	84.00	45.00	54,922.90	60,088.38	12,194.01	72,282.39
KAITLYNN ARNOLD	Dakotas Agency	7.65	4.50	6,074.21	10,903.99	2,432.86	13,336.85
BRIANNA GRISSOM	Dakotas Agency	5.00	3.00	2,942.98	2,942.98	975.76	3,918.74
AUTUM JOHNSON	Dakotas Agency	1.00	0.00	0.00	0.00	-	-
REBECCA LUREEN	Dakotas Agency	24.90	10.50	24,626.87	53,129.01	5,000.00	58,129.01
SKYLER MATLOCK	Dakotas Agency	4.45	1.00	4,479.50	4,479.50	245.16	4,724.66
KARISSA MITCHEK	Dakotas Agency	0.00	0.00	0.00	0.00	10.00	10.00
TOTAL	Dakotas Agency	43.00	19.00	38,123.56	71,455.48	8,663.79	80,119.27
ROBERT A ANDERSON	Independent Agency	0.00	0.00	0.00	0.00	-	-
CARRIE BAETEN	Independent Agency	25.00	15.00	18,039.23	18,039.23	1,934.30	19,973.53
SHERYL BELLIN	Independent Agency	1.00	1.00	100.89	100.89	-	100.89
MICHAEL BROWN	Independent Agency	6.00	2.00	7,133.80	7,133.80	-	7,133.80
NORBERTO CAPIELLO	Independent Agency	3.00	0.00	7,040.97	7,040.97	-	7,040.97
LAURA DEGOLIER	Independent Agency	2.00	2.00	1,381.12	1,381.12	-	1,381.12
JESSICA DELLEMANN	Independent Agency	1.00	0.00	691.50	691.50	-	691.50
JAMES DINGELDEIN	Independent Agency	5.00	4.00	3,752.28	3,752.28	-	3,752.28
TIMOTHY DOWSEY	Independent Agency	0.00	0.00	0.00	0.00	-	-
ROBERT FIRCHOW	Independent Agency	8.00	4.00	6,649.41	20,317.93	-	20,317.93
JONATHAN GARDOW	Independent Agency	1.00	1.00	872.79	872.79	-	872.79
WILLIAM GARRETT	Independent Agency	1.00	1.00	6,000.04	6,000.04	-	6,000.04
CONNIE GIBB	Independent Agency	1.00	1.00	170.10	170.10	-	170.10
CODY HANKE	Independent Agency	2.00	2.00	1,727.64	1,727.64	-	1,727.64
ROGER HARRIS	Independent Agency	1.00	1.00	395.52	395.52	-	395.52
HELEN HOBSON	Independent Agency	1.00	1.00	267.75	267.75	-	267.75
MAYNARD HOLUB	Independent Agency	1.00	1.00	137.65	137.65	-	137.65
VALERIE JOHNSON	Independent Agency	2.00	2.00	425.53	425.53	-	425.53
RANDALL KOLARIK	Independent Agency	15.00	6.00	12,202.36	12,202.36	1,297.40	13,499.76
RUDOLPH KOLARIK	Independent Agency	3.00	1.00	834.04	834.04	-	834.04
BRIAN LEMIEUX	Independent Agency	1.00	0.00	18,840.00	18,840.00	-	18,840.00
ERVIN LONDAGIN	Independent Agency	1.00	1.00	293.25	293.25	-	293.25
CHARLENE MCCOY	Independent Agency	2.00	2.00	1,859.16	1,859.16	-	1,859.16
DIRK MILESTONE	Independent Agency	1.00	1.00	0.00	79.14	-	79.14
FRANK MOONEY	Independent Agency	1.00	1.00	2,500.09	2,500.09	-	2,500.09
SCOTT OLIVA	Independent Agency	1.00	1.00	226.80	226.80	-	226.80
RONALD PACHAN	Independent Agency	(1.00)	0.00	-195.50	-195.50	-	(195.50)
JAROD POWELL	Independent Agency	0.00	0.00	0.00	0.00	-	-
BRADLEY PUTNAM	Independent Agency	1.00	0.00	2,280.50	2,280.50	-	2,280.50
DIANE ROOK-JOHNSON	Independent Agency	1.00	1.00	252.20	252.20	-	252.20
STACIE RUDY	Independent Agency	1.00	1.00	1,515.00	1,515.00	-	1,515.00
KEITH SANDERS	Independent Agency	2.00	2.00	1,537.29	1,537.29	-	1,537.29
KURT SCHMITZ	Independent Agency	1.00	1.00	226.80	226.80	-	226.80
KEVIN SIMPSON	Independent Agency	5.00	3.00	992.52	992.52	-	992.52
DREW SMADING	Independent Agency	1.00	1.00	1,063.50	1,063.50	-	1,063.50
CHRISTY SNIDER	Independent Agency	1.00	1.00	507.10	507.10	-	507.10
DALBERT STEELE	Independent Agency	1.00	0.00	623.00	623.00	-	623.00
LYNN TANK	Independent Agency	1.00	1.00	933.60	933.60	-	933.60
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
ROBERT WACHHOLZ	Independent Agency	1.00	1.00	525.80	525.80	-	525.80
DEAN WATERS	Independent Agency	6.00	5.00	2,637.41	2,637.41	-	2,637.41
PHILIP WELTER	Independent Agency	3.00	0.00	7,298.57	7,298.57	-	7,298.57
MELISSA WESTBROOK	Independent Agency	1.00	1.00	57.83	57.83	-	57.83
SCOTT WILLIAMS	Independent Agency	3.00	3.00	8,829.54	8,829.54	-	8,829.54
DAVID WISKIE	Independent Agency	1.00	1.00	768.33	768.33	-	768.33
DANIEL ZEIGER	Independent Agency	1.00	0.00	588.29	588.29	-	588.29
TOTAL	Independent Agency	118.00	75.00	123,052.71	136,805.37	3,231.70	140,037.07
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	0.00	305.25	305.25	-	305.25
TOTAL	Home Office	1.00	0.00	305.25	305.25	-	305.25