

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
JANE ZELLER	Wisconsin River Agency	18.00	7.00	22,055.26	22,055.26	5,000.00	27,055.26
LISA KOERNER	Wisconsin River Agency	8.00	4.00	4,332.37	9,557.65	863.36	10,421.01
MARY KRUEGER	Wisconsin River Agency	17.00	3.00	4,275.53	4,635.53	245.16	4,880.70
ALEXANDRIA WIDDERSHEIM	Wisconsin River Agency	7.00	3.00	3,311.70	3,373.14	30.72	3,403.86
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
TOTAL	Wisconsin River Agency	54.00	20.00	36,776.34	42,533.07	6,373.77	48,906.84
WHITNEY YANG	Lakeshore Agency	21.00	13.00	16,844.97	20,536.22	4,111.97	24,648.19
SAMANTHA CLEMINS	Lakeshore Agency	21.00	7.00	11,268.32	12,692.54	2,432.86	15,125.40
DAVID LANGE	Lakeshore Agency	6.00	2.00	7,362.13	7,362.13	1,363.34	8,725.47
CHIA YANG	Lakeshore Agency	8.00	4.00	6,380.00	6,380.00	1,934.30	8,314.30
STEVE ERNST	Lakeshore Agency	10.00	3.00	6,347.61	6,347.61	975.76	7,323.37
PABLO RUIZ VARGAS	Lakeshore Agency	4.00	4.00	4,169.00	4,169.00	635.21	4,804.21
JERRY HENRY	Lakeshore Agency	3.00	-	2,441.01	2,441.01	1,297.40	3,738.41
AMANDA OLDENBURG	Lakeshore Agency	6.00	6.00	2,397.97	2,397.97	540.46	2,938.42
CHRIS DEEDON	Lakeshore Agency	5.00	3.00	2,139.48	2,189.48	502.25	2,691.73
CASSONDR A MEYER	Lakeshore Agency	6.00	6.00	1,581.23	1,581.23	709.77	2,291.00
RYAN RAEDER	Lakeshore Agency	1.00	-	568.51	568.51	-	568.51
TOTAL	Lakeshore Agency	91.00	48.00	61,500.22	66,665.70	14,503.32	81,169.02
REBECCA LUREEN	Dakotas Agency	32.40	16.00	27,139.77	59,215.96	5,000.00	64,215.96
KAITLYNN ARNOLD	Dakotas Agency	7.15	4.00	5,962.31	10,792.09	3,052.20	13,844.29
SKYLER MATLOCK	Dakotas Agency	4.45	1.00	4,479.50	4,479.50	364.12	4,843.62
BRIANNA GRISSOM	Dakotas Agency	5.00	3.00	2,942.98	2,942.98	1,196.04	4,139.02
KARISSA MITCHEK	Dakotas Agency	-	-	-	-	24.05	24.05
AUTUM JOHNSON	Dakotas Agency	1.00	-	-	-	-	-
TOTAL	Dakotas Agency	50.00	24.00	40,524.56	77,430.53	9,636.40	87,066.93
CARRIE BAETEN	Independent Agency	32.00	18.00	21,899.48	21,899.48	2,329.22	24,228.70
RANDALL KOLARIK	Independent Agency	19.00	8.00	19,488.43	19,488.43	1,347.83	20,836.26
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
SCOTT WILLIAMS	Independent Agency	4.00	3.00	11,773.62	11,773.62	-	11,773.62
PHILIP WELTER	Independent Agency	3.00	-	7,298.57	7,298.57	10.00	7,308.57
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
BRADLEY PUTNAM	Independent Agency	3.00	2.00	6,075.50	6,075.50	-	6,075.50
WILLIAM GARRETT	Independent Agency	1.00	1.00	6,000.04	6,000.04	-	6,000.04
JAMES DINGELDEIN	Independent Agency	5.00	4.00	3,752.28	3,752.28	-	3,752.28
CHARLENE MCCOY	Independent Agency	3.00	2.00	2,960.99	2,960.99	-	2,960.99
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
JONATHAN GARDOW	Independent Agency	2.00	2.00	2,407.29	2,407.29	-	2,407.29
RUDOLPH KOLARIK	Independent Agency	4.00	2.00	2,288.14	2,288.14	-	2,288.14
BETH KLISMITH	Independent Agency	1.00	-	2,075.00	2,075.00	-	2,075.00
CODY HANKE	Independent Agency	2.00	2.00	1,727.64	1,727.64	-	1,727.64
GARY COCKERAM	Independent Agency	1.00	1.00	1,544.10	1,544.10	-	1,544.10
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
LYLE BODENSTEINER	Independent Agency	1.00	1.00	1,162.80	1,162.80	-	1,162.80
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
EDWARD LANGFORD	Independent Agency	1.00	1.00	888.96	888.96	-	888.96
DANIEL ZEIGER	Independent Agency	2.00	1.00	883.54	883.54	-	883.54
DEBRA LARKIN	Independent Agency	2.00	2.00	831.30	831.30	-	831.30
DAVID WISKIE	Independent Agency	1.00	1.00	768.33	768.33	-	768.33
JESSICA DELLEMAN	Independent Agency	1.00	-	691.50	691.50	-	691.50
DONALD ROOT	Independent Agency	2.00	2.00	678.85	678.85	-	678.85
DALBERT STEELE	Independent Agency	1.00	-	623.00	623.00	-	623.00
PATRICK TURAY	Independent Agency	1.00	1.00	555.20	555.20	-	555.20
ROBERT WACHHOLZ	Independent Agency	1.00	1.00	525.80	525.80	-	525.80
DANIEL VERBRICK	Independent Agency	1.00	1.00	513.82	513.82	-	513.82
CHRISTY SNIDER	Independent Agency	1.00	1.00	507.10	507.10	-	507.10
ELLEN ANDERSON	Independent Agency	1.00	1.00	455.40	455.40	-	455.40
MATTHEW SCHERNIKAU	Independent Agency	2.00	2.00	454.30	454.30	-	454.30
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
JACK BRAUKER	Independent Agency	1.00	1.00	389.00	389.00	-	389.00
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
HOWARD BLECHA	Independent Agency	1.00	1.00	-	25.00	-	25.00
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	149.00	97.00	153,803.50	167,586.16	3,687.04	171,273.20
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