

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
JANE ZELLER	Wisconsin River Agency	34.00	14.00	45,712.16	45,712.16	5,000.00	50,712.16
LISA KOERNER	Wisconsin River Agency	11.00	6.00	5,287.42	10,512.70	863.36	11,376.06
HAILEY SMITH	Wisconsin River Agency	5.00	2.00	6,617.16	6,617.16	-	6,617.16
MARY KRUEGER	Wisconsin River Agency	18.00	3.00	5,470.53	5,835.53	245.16	6,080.70
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	5.00	4.00	3,132.48	3,132.48	224.52	3,357.00
CASSANDRA SHOOK	Wisconsin River Agency	5.00	3.00	1,893.16	1,893.16	-	1,893.16
PHILIP WELTER	Wisconsin River Agency	1.00	1.00	0.00	100.00	10.00	110.00
TOTAL	Wisconsin River Agency	86.00	36.00	71,424.61	77,186.34	6,373.77	83,560.11
WHITNEY YANG	Lakeshore Agency	28.00	18.00	24,681.25	28,372.50	4,111.97	32,484.47
SAMANTHA CLEMINS	Lakeshore Agency	48.00	13.00	28,365.01	29,789.24	2,432.86	32,222.10
RYAN RAEDER	Lakeshore Agency	15.00	2.00	14,518.78	14,518.78	-	14,518.78
STEVE ERNST	Lakeshore Agency	14.00	3.00	9,394.02	13,041.89	975.76	14,017.65
CHIA YANG	Lakeshore Agency	11.00	5.00	10,820.32	10,820.32	1,934.30	12,754.62
DAVID LANGE	Lakeshore Agency	9.00	2.00	9,259.96	9,259.96	1,363.34	10,623.30
PABLO RUIZ VARGAS	Lakeshore Agency	4.00	4.00	4,169.00	4,169.00	635.21	4,804.21
CHRIS DEEDON	Lakeshore Agency	6.00	3.00	3,556.25	3,606.26	502.25	4,108.50
AMANDA OLDENBURG	Lakeshore Agency	9.00	6.00	3,489.77	3,489.77	540.46	4,030.23
JERRY HENRY	Lakeshore Agency	3.00	0.00	2,441.01	2,441.01	1,297.40	3,738.41
CASSONDR A MEYER	Lakeshore Agency	6.00	6.00	1,581.23	1,581.23	709.77	2,291.00
TOTAL	Lakeshore Agency	153.00	62.00	112,276.60	121,089.96	14,503.32	135,593.28
REBECCA LUREEN	Dakotas Agency	41.40	16.50	38,815.56	86,031.87	5,000.00	91,031.87
KAITLYNN ARNOLD	Dakotas Agency	10.15	4.50	12,280.96	19,006.59	3,052.20	22,058.79
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	0.00	0.00	0.00	0.00	24.05	24.05
AUTUM JOHNSON	Dakotas Agency	1.00	0.00	0.00	0.00	-	-
TOTAL	Dakotas Agency	62.00	25.00	58,519.00	112,460.94	9,636.40	122,097.34
CARRIE BAETEN	Independent Agency	42.00	21.00	37,563.31	37,563.31	2,329.22	39,892.53
MICHAEL BROWN	Independent Agency	15.00	4.00	30,394.54	30,394.54	-	30,394.54
RANDALL KOLARIK	Independent Agency	33.00	17.00	27,050.23	27,050.23	1,347.83	28,398.06
ROBERT FIRCHOW	Independent Agency	11.00	6.00	12,091.91	25,760.43	-	25,760.43
BRIAN LEMIEUX	Independent Agency	1.00	0.00	18,840.00	18,840.00	-	18,840.00
SCOTT WILLIAMS	Independent Agency	5.00	4.00	13,453.62	13,453.62	-	13,453.62
DEAN WATERS	Independent Agency	9.45	8.45	11,397.71	11,397.71	-	11,397.71
PHILIP WELTER	Independent Agency	3.00	0.00	7,298.57	7,298.57	10.00	7,308.57
SCOTT MOAN	Independent Agency	0.45	0.45	6,912.00	6,912.00	-	6,912.00
CHARLENE MCCOY	Independent Agency	11.00	7.00	6,590.29	6,590.29	-	6,590.29
WILLIAM GARRETT	Independent Agency	2.00	2.00	6,486.79	6,486.79	-	6,486.79
BRADLEY PUTNAM	Independent Agency	3.00	2.00	6,075.50	6,075.50	-	6,075.50
NORBERTO CAPIELLO	Independent Agency	2.00	0.00	5,322.04	5,322.04	-	5,322.04
JAMES DINGELDEIN	Independent Agency	6.00	5.00	4,586.56	4,586.56	-	4,586.56
BETH KLISMITH	Independent Agency	3.00	1.00	4,392.00	4,392.00	-	4,392.00
JAY REDFERN	Independent Agency	2.00	2.00	2,574.15	2,574.15	-	2,574.15
FRANK MOONEY	Independent Agency	1.00	1.00	2,500.09	2,500.09	-	2,500.09
DIANE ROOK-JOHNSON	Independent Agency	3.00	2.00	2,479.03	2,479.03	-	2,479.03
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
JOSEPH GUILLORY	Independent Agency	2.00	1.00	1,918.91	1,918.91	-	1,918.91
KEITH SANDERS	Independent Agency	4.00	2.00	1,785.26	1,785.26	-	1,785.26
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
HEATHER GONSKA	Independent Agency	1.00	1.00	1,536.00	1,536.00	-	1,536.00
STACIE RUDY	Independent Agency	1.00	1.00	1,515.00	1,515.00	-	1,515.00
PAUL FRITCH	Independent Agency	1.00	1.00	1,467.94	1,467.94	-	1,467.94
LAURA DEGOLIER	Independent Agency	2.00	2.00	1,381.12	1,381.12	-	1,381.12
GREGG TALLIER	Independent Agency	1.00	0.00	1,213.13	1,213.13	-	1,213.13
DOUGLAS WILKE	Independent Agency	1.00	1.00	1,162.85	1,162.85	-	1,162.85
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
EDWARD LANGFORD	Independent Agency	1.00	1.00	982.40	982.40	-	982.40
LYNN TANK	Independent Agency	1.00	1.00	933.60	933.60	-	933.60
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
LUANNE GOTZ	Independent Agency	1.00	1.00	739.52	739.52	-	739.52
JOSEPH MEDINGER JR	Independent Agency	1.00	1.00	721.40	721.40	-	721.40
JESSICA DELLEMAN	Independent Agency	1.00	0.00	691.50	691.50	-	691.50
DONALD ROOT	Independent Agency	2.00	2.00	678.85	678.85	-	678.85
KURT SCHMITZ	Independent Agency	2.00	2.00	647.30	647.30	-	647.30
DALBERT STEELE	Independent Agency	1.00	0.00	623.00	623.00	-	623.00
PATRICK TURAY	Independent Agency	1.00	1.00	555.20	555.20	-	555.20
SCOTT OLIVA	Independent Agency	3.00	3.00	549.20	549.20	-	549.20

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
ROGER HARRIS	Independent Agency	2.00	2.00	513.52	513.52	-	513.52
CHRISTY SNIDER	Independent Agency	1.00	1.00	507.10	507.10	-	507.10
JUSTIN GIVENS	Independent Agency	1.00	1.00	502.86	502.86	-	502.86
JOSEPH CORDOVA	Independent Agency	1.00	1.00	461.55	461.55	-	461.55
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
CONNIE GIBB	Independent Agency	2.00	2.00	422.30	422.30	-	422.30
LUANNE GOTZ	Independent Agency	1.00	0.00	397.00	397.00	-	397.00
JACK BRAUKER	Independent Agency	1.00	1.00	389.00	389.00	-	389.00
DEBRA STRUTHERS	Independent Agency	1.00	1.00	280.25	280.25	-	280.25
HELEN HOBSON	Independent Agency	1.00	1.00	267.75	267.75	-	267.75
MARIAH BAGGS	Independent Agency	1.00	1.00	252.20	252.20	-	252.20
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	0.00	79.14	-	79.14
MELISSA WESTBROOK	Independent Agency	1.00	1.00	57.83	57.83	-	57.83
HOWARD BLECHA	Independent Agency	2.00	2.00	0.00	50.00	-	50.00
ROBERT A ANDERSON	Independent Agency	0.00	0.00	0.00	0.00	-	-
TIMOTHY DOWSEY	Independent Agency	0.00	0.00	0.00	0.00	-	-
LEVI HUNCOVSKY	Independent Agency	0.00	0.00	0.00	0.00	-	-
KANSAS LIFE INSURANCE	Independent Agency	0.00	0.00	0.00	0.00	-	-
ERVIN LONDAGIN	Independent Agency	0.00	0.00	0.00	0.00	-	-
JAROD POWELL	Independent Agency	0.00	0.00	0.00	0.00	-	-
DEREK ROACH	Independent Agency	0.00	0.00	0.00	0.00	-	-
RONALD PACHAN	Independent Agency	(1.00)	0.00	-195.50	-195.50	-	(195.50)
TOTAL	Independent Agency	224.90	143.90	245,248.92	259,061.58	3,687.04	262,748.63
HALEY PULLEN	Direct Distribution	1.00	1.00	515.10	515.10	-	515.10
CLYDE WHYTE	Direct Distribution	1.00	1.00	179.00	179.00	-	179.00
BARRY HAMPTON	Direct Distribution	1.00	1.00	176.86	176.86	-	176.86
TOTAL	Direct Distribution	3.00	3.00	870.96	870.96	-	870.96
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	-	