

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
JANE ZELLER	Wisconsin River Agency	50.00	19.00	53,842.47	55,160.30	5,000.00	60,160.30
LISA KOERNER	Wisconsin River Agency	14.00	8.00	8,432.42	14,690.25	863.36	15,553.67
HAILEY SMITH	Wisconsin River Agency	9.00	3.00	13,300.07	13,300.07	-	13,300.07
MARY KRUEGER	Wisconsin River Agency	22.00	3.00	5,610.92	6,025.92	245.16	6,271.09
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	-	100.00	10.00	110.00
TOTAL	Wisconsin River Agency	113.00	44.00	89,523.22	97,685.33	6,373.77	104,059.09
SAMANTHA CLEMINS	Lakeshore Agency	58.00	15.00	33,109.15	35,033.48	2,432.86	37,466.34
WHITNEY YANG	Lakeshore Agency	32.00	20.00	29,561.82	33,253.07	4,111.97	37,365.04
RYAN RAEDER	Lakeshore Agency	22.00	3.00	21,558.78	21,919.03	-	21,919.03
STEVE ERNST	Lakeshore Agency	16.00	3.00	13,714.98	17,362.86	975.76	18,338.62
CHIA YANG	Lakeshore Agency	17.00	9.00	15,553.47	15,553.47	1,934.30	17,487.77
DAVID LANGE	Lakeshore Agency	12.00	2.00	11,124.05	11,149.05	1,363.34	12,512.39
PABLO RUIZ VARGAS	Lakeshore Agency	8.00	8.00	5,690.92	5,690.92	635.21	6,326.13
AMANDA OLDENBURG	Lakeshore Agency	12.00	9.00	4,566.75	4,566.75	540.46	5,107.21
CHRIS DEEDON	Lakeshore Agency	6.00	3.00	3,556.25	3,606.26	502.25	4,108.50
JERRY HENRY	Lakeshore Agency	3.00	-	2,441.01	2,441.01	1,297.40	3,738.41
CASSONDRA MEYER	Lakeshore Agency	6.00	6.00	1,581.23	1,581.23	709.77	2,291.00
JOSHUA WILSON	Lakeshore Agency	4.00	2.00	1,330.95	2,223.82	-	2,223.82
TOTAL	Lakeshore Agency	196.00	80.00	143,789.37	154,380.95	14,503.32	168,884.27
REBECCA LUREEN	Dakotas Agency	49.90	22.00	43,196.69	90,413.00	5,000.00	95,413.00
KAITLYNN ARNOLD	Dakotas Agency	12.65	6.00	13,334.34	20,059.97	3,052.20	23,112.17
SKYLER MATLOCK	Dakotas Agency	5.45	2.00	6,222.93	6,222.93	364.12	6,587.05
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
BECKY HELMBERGER	Dakotas Agency	1.00	-	-	-	-	-
AUTUM JOHNSON	Dakotas Agency	1.00	-	-	-	-	-
TOTAL	Dakotas Agency	75.00	33.00	65,696.94	119,638.88	9,636.40	129,275.28
CARRIE BAETEN	Independent Agency	53.00	27.00	44,408.22	44,408.22	2,329.22	46,737.43
RANDALL KOLARIK	Independent Agency	39.00	20.00	29,316.20	29,316.20	1,347.83	30,664.03
SWT	Independent Agency	28.00	15.00	29,922.35	29,922.35	-	29,922.35
ROBERT FIRCHOW	Independent Agency	15.00	7.00	14,439.29	28,107.81	-	28,107.81
MICHAEL BROWN	Independent Agency	18.00	5.00	27,864.58	27,864.58	-	27,864.58
BRIAN LEMIEUX	Independent Agency	1.00	-	18,840.00	18,840.00	-	18,840.00
DEAN WATERS	Independent Agency	10.45	8.45	13,947.41	13,947.41	-	13,947.41
SCOTT WILLIAMS	Independent Agency	5.00	4.00	13,453.62	13,453.62	-	13,453.62
ROGER HARRIS	Independent Agency	8.00	4.00	12,008.31	12,008.31	-	12,008.31
SCOTT MOAN	Independent Agency	2.25	2.25	8,978.54	8,978.54	-	8,978.54
CHARLENE MCCOY	Independent Agency	15.00	10.00	8,334.09	8,334.09	-	8,334.09
PHILIP WELTER	Independent Agency	3.00	-	7,298.57	7,298.57	10.00	7,308.57
WILLIAM GARRETT	Independent Agency	3.00	2.00	7,003.29	7,003.29	-	7,003.29
BRADLEY PUTNAM	Independent Agency	3.00	2.00	6,075.50	6,075.50	-	6,075.50
BETH KLISMITH	Independent Agency	5.00	3.00	5,667.13	5,667.13	-	5,667.13
NORBERTO CAPPIELLO	Independent Agency	2.00	-	5,322.04	5,322.04	-	5,322.04
KEVIN GLANVILLE	Independent Agency	2.00	1.00	5,224.80	5,224.80	-	5,224.80
JAMES DINGELDEIN	Independent Agency	6.00	5.00	4,586.56	4,586.56	-	4,586.56
JOSEPH GUILLORY	Independent Agency	4.00	3.00	3,411.51	3,411.51	-	3,411.51
JAY REDFERN	Independent Agency	3.00	3.00	3,262.22	3,262.22	-	3,262.22
GEORGE BODUCH	Independent Agency	1.00	1.00	2,886.75	2,886.75	-	2,886.75
DIANE ROOK-JOHNSON	Independent Agency	4.00	2.00	2,873.83	2,873.83	-	2,873.83
FRANK MOONEY	Independent Agency	2.00	2.00	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
DOUGLAS WILKE	Independent Agency	2.00	2.00	2,273.25	2,273.25	-	2,273.25
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
DEREK ROACH	Independent Agency	1.00	1.00	1,721.70	1,721.70	-	1,721.70
FRANK CESAREK	Independent Agency	1.00	-	1,691.00	1,691.00	-	1,691.00
HEATHER GONSKA	Independent Agency	1.20	1.20	1,679.51	1,679.51	-	1,679.51
GARY COCKERAM	Independent Agency	1.00	1.00	1,544.10	1,544.10	-	1,544.10
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
KEVIN SIMPSON	Independent Agency	6.00	4.00	1,219.32	1,219.32	-	1,219.32
GREGG TALLIER	Independent Agency	1.00	-	1,213.13	1,213.13	-	1,213.13
LYLE BODENSTEINER	Independent Agency	1.00	1.00	1,162.80	1,162.80	-	1,162.80
DANIEL ZEIGER	Independent Agency	4.00	3.00	1,110.34	1,160.34	-	1,160.34
DREW SMADING	Independent Agency	1.00	1.00	1,063.50	1,063.50	-	1,063.50
CHRISTY SNIDER	Independent Agency	2.00	2.00	1,040.65	1,040.65	-	1,040.65
JANA MCKINNEY	Independent Agency	1.00	1.00	1,037.75	1,037.75	-	1,037.75
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

TIMOTHY DOWSEY	Independent Agency	1.00	1.00	881.90	881.90	-	881.90
DEBRA LARKIN	Independent Agency	2.00	2.00	831.30	831.30	-	831.30
MARIAH BAGGS	Independent Agency	2.00	1.00	787.95	787.95	-	787.95
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	-	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	-	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
JUSTIN GIVENS	Independent Agency	1.00	1.00	502.86	502.86	-	502.86
SCOTT TAJCHAMN	Independent Agency	1.00	1.00	500.50	500.50	-	500.50
DONALD MCNALLY	Independent Agency	1.00	-	465.05	465.05	-	465.05
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
CASSANDRA SHOOK	Independent Agency	1.00	1.00	454.50	454.50	-	454.50
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
SHAWN JUSTMAN	Independent Agency	1.00	1.00	422.70	422.70	-	422.70
CONNIE GIBB	Independent Agency	2.00	2.00	422.30	422.30	-	422.30
LUANNE GOTZ	Independent Agency	1.00	-	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
SCOTT ANDERSON	Independent Agency	1.00	1.00	196.90	196.90	-	196.90
KAREN VANDENBUSCH	Independent Agency	1.00	1.00	144.93	144.93	-	144.93
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
ALEXANDRIA WIDDERSHEIM	Independent Agency	1.00	1.00	-	35.72	30.72	66.44
MELISSA WESTBROOK	Independent Agency	1.00	1.00	57.83	57.83	-	57.83
HOWARD BLECHA	Independent Agency	2.00	2.00	-	50.00	-	50.00
LEVI HUNCOVSKY	Independent Agency	-	-	-	-	-	-
KANSAS LIFE INSURANCE	Independent Agency	-	-	-	-	-	-
ERVIN LONDAGIN	Independent Agency	-	-	-	-	-	-
JAROD POWELL	Independent Agency	-	-	-	-	-	-
RONALD PACHAN	Independent Agency	(1.00)	-	(195.50)	(195.50)	-	(195.50)
TOTAL	Independent Agency	317.90	198.90	324,726.78	338,625.15	3,717.76	342,342.92
KRISTIAUNA THOMAS	Direct Distribution	13.00	13.00	5,191.81	5,191.81	-	5,191.81
HALEY PULLEN	Direct Distribution	4.00	4.00	2,802.15	2,802.15	-	2,802.15
ELAN CRAYTON	Direct Distribution	5.00	5.00	2,385.90	2,385.90	-	2,385.90
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	24.00	24.00	10,735.72	10,735.72	-	10,735.72
HOME OFFICE	Home Office	1.00	-	305.25	305.25	-	305.25
TOTAL	Home Office	1.00	-	305.25	305.25	-	305.25