

Agent	Channel	Policy Count	New Member Count	Life Production Credit	Production Credit	Production Credit Adj.	Total Production Credit
JANE ZELLER	Wisconsin River Agency	51.00	19.00	54,338.37	56,725.20	5,000.00	61,725.20
LISA KOERNER	Wisconsin River Agency	19.00	8.00	8,887.27	15,645.09	863.36	16,508.46
HAILEY SMITH	Wisconsin River Agency	10.00	4.00	13,738.07	13,738.07	-	13,738.07
MARY KRUEGER	Wisconsin River Agency	24.00	4.00	8,182.52	11,287.72	245.16	11,532.89
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	122.00	46.00	93,483.57	105,904.87	6,373.77	112,278.64
SAMANTHA CLEMINS	Lakeshore Agency	67.00	22.00	34,854.65	36,778.98	2,432.86	39,211.84
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	21,922.53	-	21,922.53
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
JOSHUA WILSON	Lakeshore Agency	4.00	2.00	1,330.95	3,830.95	-	3,830.95
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
AMBER WULTERKENS	Lakeshore Agency	1.00	1.00	397.75	397.75	-	397.75
TOTAL	Lakeshore Agency	206.00	88.00	145,932.62	158,134.82	14,503.32	172,638.14
KAITLYNN ARNOLD	Dakotas Agency	13.65	6.00	14,056.91	20,782.54	3,052.20	23,834.74
BECKY HELMBERGER	Dakotas Agency	1.00	-	-	-	-	-
BRIANNA GRISSOM	Dakotas Agency	5.00	3.00	2,942.98	2,942.98	1,196.04	4,139.02
AUTUM JOHNSON	Dakotas Agency	1.00	-	-	-	-	-
REBECCA LUREEN	Dakotas Agency	53.90	24.00	45,015.96	92,232.27	5,000.00	97,232.27
SKYLER MATLOCK	Dakotas Agency	5.45	2.00	6,222.93	6,222.93	364.12	6,587.05
KARISSA MITCHEK	Dakotas Agency	-	-	-	-	24.05	24.05
TOTAL	Dakotas Agency	80.00	35.00	68,238.78	122,180.72	9,636.40	131,817.12
ELLEN ANDERSON	Independent Agency	1.00	1.00	455.40	455.40	-	455.40
SCOTT ANDERSON	Independent Agency	1.00	1.00	196.90	196.90	-	196.90
CARRIE BAETEN	Independent Agency	56.00	28.00	46,320.35	46,320.35	2,329.22	48,649.56
MARIAH BAGGS	Independent Agency	2.00	1.00	787.95	787.95	-	787.95
SHERYL BELLIN	Independent Agency	1.00	1.00	100.89	100.89	-	100.89
HOWARD BLECHA	Independent Agency	2.00	2.00	-	50.00	-	50.00
LYLE BODENSTEINER	Independent Agency	1.00	1.00	1,162.80	1,162.80	-	1,162.80
GEORGE BODUCH	Independent Agency	1.00	1.00	2,886.75	2,886.75	-	2,886.75
JACK BRAUKER	Independent Agency	1.00	1.00	389.00	389.00	-	389.00
MICHAEL BROWN	Independent Agency	20.00	5.00	34,484.56	34,484.56	-	34,484.56
SWT	Independent Agency	39.00	18.00	44,489.48	44,489.48	-	44,489.48
NORBERTO CAPIELLO	Independent Agency	2.00	-	5,322.04	5,322.04	-	5,322.04
FRANK CESAREK	Independent Agency	1.00	-	1,691.00	1,691.00	-	1,691.00
GARY COCKERAM	Independent Agency	1.00	1.00	1,544.10	1,544.10	-	1,544.10
JOSEPH CORDOVA	Independent Agency	1.00	1.00	461.55	461.55	-	461.55
LAURA DEGOLIER	Independent Agency	2.00	2.00	1,381.12	1,381.12	-	1,381.12
JESSICA DELLEMAN	Independent Agency	1.00	-	691.50	691.50	-	691.50
JAMES DINGELDEIN	Independent Agency	6.00	5.00	4,586.56	4,586.56	-	4,586.56
TIMOTHY DOWSEY	Independent Agency	1.00	1.00	881.90	881.90	-	881.90
ROBERT FIRCHOW	Independent Agency	15.00	7.00	14,439.29	28,107.81	-	28,107.81
JEREMIAH FOSTER	Independent Agency	1.00	1.00	637.00	637.00	-	637.00
PAUL FRITCH	Independent Agency	1.00	1.00	1,467.94	1,467.94	-	1,467.94
JONATHAN GARDOW	Independent Agency	3.00	3.00	2,968.39	2,968.39	-	2,968.39
WILLIAM GARRETT	Independent Agency	4.00	3.00	7,828.79	7,828.79	-	7,828.79
CONNIE GIBB	Independent Agency	3.00	3.00	475.15	475.15	-	475.15
JUSTIN GIVENS	Independent Agency	1.00	1.00	502.86	502.86	-	502.86
KEVIN GLANVILLE	Independent Agency	2.00	1.00	5,224.80	5,224.80	-	5,224.80
HEATHER GONSKA	Independent Agency	1.20	1.20	1,679.51	1,679.51	-	1,679.51
LUANNE GOTZ	Independent Agency	1.00	1.00	739.52	739.52	-	739.52
LUANNE GOTZ	Independent Agency	1.00	-	397.00	397.00	-	397.00
JOSEPH GUILLORY	Independent Agency	4.00	3.00	3,411.51	3,411.51	-	3,411.51
CODY HANKE	Independent Agency	3.00	3.00	2,456.94	2,456.94	-	2,456.94
ROGER HARRIS	Independent Agency	10.00	6.00	14,489.01	14,489.01	-	14,489.01
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
LEVI HUNCOVSKY	Independent Agency	-	-	-	-	-	-
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
BETH KLISMITH	Independent Agency	5.00	3.00	5,667.13	5,667.13	-	5,667.13
RANDALL KOLARIK	Independent Agency	42.00	21.00	32,976.76	32,976.76	1,347.83	34,324.58
RUDOLPH KOLARIK	Independent Agency	4.00	2.00	2,288.14	2,288.14	-	2,288.14
EDWARD LANGFORD	Independent Agency	1.00	1.00	982.40	982.40	-	982.40

DEBRA LARKIN	Independent Agency	2.00	2.00	831.30	831.30	-	831.30
BRIAN LEMIEUX	Independent Agency	1.00	-	18,840.00	18,840.00	-	18,840.00
KANSAS LIFE INSURANCE	Independent Agency	-	-	-	-	-	-
ERVIN LONDAGIN	Independent Agency	-	-	-	-	-	-
CHARLENE MCCOY	Independent Agency	15.00	10.00	8,334.09	8,334.09	-	8,334.09
JANA MCKINNEY	Independent Agency	1.00	1.00	1,037.75	1,037.75	-	1,037.75
DONALD MCNALLY	Independent Agency	1.00	-	465.05	465.05	-	465.05
JOSEPH MEDINGER JR	Independent Agency	1.00	1.00	721.40	721.40	-	721.40
DIRK MILESTONE	Independent Agency	1.00	1.00	-	79.14	-	79.14
SCOTT MOAN	Independent Agency	2.25	2.25	8,978.54	8,978.54	-	8,978.54
FRANK MOONEY	Independent Agency	2.00	2.00	2,500.09	2,500.09	-	2,500.09
SCOTT OLIVA	Independent Agency	3.00	3.00	549.20	549.20	-	549.20
RONALD PACHAN	Independent Agency	(1.00)	-	(195.50)	(195.50)	-	(195.50)
JAROD POWELL	Independent Agency	-	-	-	-	-	-
BRADLEY PUTNAM	Independent Agency	3.00	2.00	6,075.50	6,075.50	-	6,075.50
JAY REDFERN	Independent Agency	3.00	3.00	3,262.22	3,262.22	-	3,262.22
DEREK ROACH	Independent Agency	1.00	1.00	1,721.70	1,721.70	-	1,721.70
DIANE ROOK-JOHNSON	Independent Agency	4.00	2.00	2,873.83	2,873.83	-	2,873.83
DONALD ROOT	Independent Agency	2.00	2.00	678.85	678.85	-	678.85
STACIE RUDY	Independent Agency	1.00	1.00	1,515.00	1,515.00	-	1,515.00
KEITH SANDERS	Independent Agency	4.00	2.00	1,785.26	1,785.26	-	1,785.26
MATTHEW SCHERNIKAU	Independent Agency	2.00	2.00	454.30	454.30	-	454.30
KURT SCHMITZ	Independent Agency	2.00	2.00	647.30	647.30	-	647.30
ANDRZEJ SERTLER	Independent Agency	2.00	1.00	6,497.50	6,497.50	-	6,497.50
CASSANDRA SHOOK	Independent Agency	1.00	1.00	454.50	454.50	-	454.50
KEVIN SIMPSON	Independent Agency	6.00	4.00	1,219.32	1,219.32	-	1,219.32
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
DALBERT STEELE	Independent Agency	1.00	-	623.00	623.00	-	623.00
DEBRA STRUTHERS	Independent Agency	1.00	1.00	280.25	280.25	-	280.25
SCOTT TAJCHAMN	Independent Agency	1.00	1.00	500.50	500.50	-	500.50
GREGG TALLIER	Independent Agency	1.00	-	1,213.13	1,213.13	-	1,213.13
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
KAREN VANDENBUSCH	Independent Agency	1.00	1.00	144.93	144.93	-	144.93
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	10.45	8.45	13,947.41	13,947.41	-	13,947.41
PHILIP WELTER	Independent Agency	3.00	-	7,298.57	7,298.57	10.00	7,308.57
MELISSA WESTBROOK	Independent Agency	1.00	1.00	57.83	57.83	-	57.83
ALEXANDRIA WIDDERSHEIM	Independent Agency	1.00	1.00	-	35.72	30.72	66.44
DOUGLAS WILKE	Independent Agency	3.00	3.00	3,382.55	3,382.55	-	3,382.55
SCOTT WILLIAMS	Independent Agency	5.00	4.00	13,453.62	13,453.62	-	13,453.62
DAVID WISKIE	Independent Agency	1.00	1.00	768.33	768.33	-	768.33
DANIEL ZEIGER	Independent Agency	4.00	3.00	1,110.34	1,160.34	-	1,160.34
TOTAL	Independent Agency	346.90	212.90	364,379.82	378,278.19	3,717.76	381,995.96
ELAN CRAYTON	Direct Distribution	5.00	5.00	2,385.90	2,385.90	-	2,385.90
BARRY HAMPTON	Direct Distribution	1.00	1.00	176.86	176.86	-	176.86
HALEY PULLEN	Direct Distribution	4.00	4.00	2,802.15	2,802.15	-	2,802.15
KRISTIAUNA THOMAS	Direct Distribution	14.00	14.00	6,516.26	6,516.26	-	6,516.26
CLYDE WHYTE	Direct Distribution	1.00	1.00	179.00	179.00	-	179.00
TOTAL	Direct Distribution	25.00	25.00	12,060.17	12,060.17	-	12,060.17
HOME OFFICE	Home Office	1.00	-	305.25	305.25	-	305.25
TOTAL	Home Office	1.00	-	305.25	305.25	-	305.25