

| Agent | Channel | Policy Count | New Member Count | Life Production Credit | Production Credit | Production Credit Adj. | Total Production Credit |
|------------------------|-------------------------------|---------------|------------------|------------------------|-------------------|------------------------|-------------------------|
| JANE ZELLER | Wisconsin River Agency | 60.00 | 26.00 | 61,733.25 | 64,120.08 | 5,000.00 | 69,120.08 |
| LISA KOERNER | Wisconsin River Agency | 21.00 | 9.00 | 8,887.27 | 18,756.38 | 863.36 | 19,619.75 |
| MARY KRUEGER | Wisconsin River Agency | 26.00 | 5.00 | 8,182.52 | 16,264.58 | 245.16 | 16,509.75 |
| HAILEY SMITH | Wisconsin River Agency | 11.00 | 4.00 | 16,178.07 | 16,178.07 | - | 16,178.07 |
| 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 | 136.00 | 55.00 | 103,318.44 | 123,827.90 | 6,373.77 | 130,201.66 |
| SAMANTHA CLEMINS | Lakeshore Agency | 69.00 | 23.00 | 36,113.15 | 38,037.48 | 2,432.86 | 40,470.34 |
| 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 | 22,005.83 | - | 22,005.83 |
| DAVID LANGE | Lakeshore Agency | 15.00 | 2.00 | 17,703.18 | 17,728.18 | 1,363.34 | 19,091.52 |
| CHIA YANG | Lakeshore Agency | 18.00 | 9.00 | 16,410.47 | 16,410.47 | 1,934.30 | 18,344.77 |
| STEVE ERNST | Lakeshore Agency | 18.00 | 3.00 | 13,714.98 | 17,362.86 | 975.76 | 18,338.62 |
| AMANDA OLDENBURG | Lakeshore Agency | 14.00 | 9.00 | 5,856.65 | 5,856.65 | 540.46 | 6,397.11 |
| PABLO RUIZ VARGAS | Lakeshore Agency | 8.00 | 8.00 | 5,690.92 | 5,690.92 | 635.21 | 6,326.13 |
| 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 |
| AMBER WULTERKENS | Lakeshore Agency | 3.10 | 1.00 | 3,655.21 | 3,655.21 | - | 3,655.21 |
| CASSONDR A MEYER | Lakeshore Agency | 6.00 | 6.00 | 1,581.23 | 1,581.23 | 709.77 | 2,291.00 |
| TOTAL | Lakeshore Agency | 218.10 | 89.00 | 159,174.61 | 171,460.11 | 14,503.32 | 185,963.43 |
| REBECCA LUREEN | Dakotas Agency | 57.90 | 27.00 | 47,459.26 | 94,675.57 | 5,000.00 | 99,675.57 |
| KAITLYNN ARNOLD | Dakotas Agency | 13.65 | 6.00 | 14,056.91 | 20,782.54 | 3,052.20 | 23,834.74 |
| 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 | 84.00 | 38.00 | 70,682.08 | 124,624.02 | 9,636.40 | 134,260.42 |
| SWT | Independent Agency | 61.00 | 24.00 | 67,308.51 | 67,308.51 | - | 67,308.51 |
| CARRIE BAETEN | Independent Agency | 62.00 | 34.00 | 50,323.77 | 50,323.77 | 2,329.22 | 52,652.99 |
| RANDALL KOLARIK | Independent Agency | 48.00 | 24.00 | 36,518.60 | 36,518.60 | 1,347.83 | 37,866.43 |
| MICHAEL BROWN | Independent Agency | 23.00 | 6.00 | 37,749.51 | 37,749.51 | - | 37,749.51 |
| ROBERT FIRCHOW | Independent Agency | 15.00 | 7.00 | 14,439.29 | 28,107.81 | - | 28,107.81 |
| BRIAN LEMIEUX | Independent Agency | 3.00 | 2.00 | 19,796.00 | 19,796.00 | - | 19,796.00 |
| ROGER HARRIS | Independent Agency | 13.00 | 9.00 | 18,193.68 | 18,193.68 | - | 18,193.68 |
| 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 |
| CHARLENE MCCOY | Independent Agency | 18.00 | 13.00 | 10,599.29 | 10,599.29 | - | 10,599.29 |
| SCOTT MOAN | Independent Agency | 2.25 | 2.25 | 8,978.54 | 8,978.54 | - | 8,978.54 |
| WILLIAM GARRETT | Independent Agency | 5.00 | 4.00 | 8,603.79 | 8,603.79 | - | 8,603.79 |
| ANDRZEJ SERTLER | Independent Agency | 3.00 | 2.00 | 7,370.50 | 7,370.50 | - | 7,370.50 |
| PHILIP WELTER | Independent Agency | 3.00 | - | 7,298.57 | 7,298.57 | 10.00 | 7,308.57 |
| BRADLEY PUTNAM | Independent Agency | 4.00 | 3.00 | 6,319.75 | 6,319.75 | - | 6,319.75 |
| BETH KLISMITH | Independent Agency | 5.00 | 3.00 | 5,667.13 | 5,667.13 | - | 5,667.13 |
| NORBERTO CAPIELLO | Independent Agency | 3.00 | 1.00 | 5,482.79 | 5,482.79 | - | 5,482.79 |
| KEVIN GLANVILLE | Independent Agency | 2.00 | 1.00 | 5,224.80 | 5,224.80 | - | 5,224.80 |
| JOSEPH GUILLORY | Independent Agency | 5.00 | 4.00 | 4,871.26 | 4,871.26 | - | 4,871.26 |
| JAMES DINGELDEIN | Independent Agency | 6.00 | 5.00 | 4,586.56 | 4,586.56 | - | 4,586.56 |
| DOUGLAS WILKE | Independent Agency | 3.00 | 3.00 | 3,382.55 | 3,382.55 | - | 3,382.55 |
| JAY REDFERN | Independent Agency | 3.00 | 3.00 | 3,262.22 | 3,262.22 | - | 3,262.22 |
| JONATHAN GARDOW | Independent Agency | 3.00 | 3.00 | 2,968.39 | 2,968.39 | - | 2,968.39 |
| 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 |
| DALBERT STEELE | Independent Agency | 2.00 | 1.00 | 2,860.00 | 2,860.00 | - | 2,860.00 |
| FRANK MOONEY | Independent Agency | 2.00 | 2.00 | 2,500.09 | 2,500.09 | - | 2,500.09 |
| CODY HANKE | Independent Agency | 3.00 | 3.00 | 2,456.94 | 2,456.94 | - | 2,456.94 |
| IWONA ZAWICKI | Independent Agency | 1.00 | 1.00 | 2,292.15 | 2,292.15 | - | 2,292.15 |
| RUDOLPH KOLARIK | Independent Agency | 4.00 | 2.00 | 2,288.14 | 2,288.14 | - | 2,288.14 |
| KEITH SANDERS | Independent Agency | 4.00 | 2.00 | 1,785.26 | 1,785.26 | - | 1,785.26 |
| 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 |
| CHRISTY SNIDER | Independent Agency | 3.00 | 3.00 | 1,634.50 | 1,634.50 | - | 1,634.50 |
| DREW SMADING | Independent Agency | 2.00 | 2.00 | 1,559.10 | 1,559.10 | - | 1,559.10 |
| 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 |

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|------------------------|----------------------------|---------------|---------------|-------------------|-------------------|-----------------|-------------------|
| 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 |
| ALEXANDRIA WIDDERSHEIM | Independent Agency | 3.00 | 2.00 | 1,073.00 | 1,108.72 | 30.72 | 1,139.44 |
| 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 |
| PAULA VESELY | Independent Agency | 1.00 | - | 726.00 | 726.00 | - | 726.00 |
| 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 |
| JEREMIAH FOSTER | Independent Agency | 1.00 | 1.00 | 637.00 | 637.00 | - | 637.00 |
| 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 |
| CONNIE GIBB | Independent Agency | 3.00 | 3.00 | 475.15 | 475.15 | - | 475.15 |
| 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 |
| 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 |
| LOIS ROOD | Independent Agency | 1.00 | 1.00 | 367.75 | 367.75 | - | 367.75 |
| 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 |
| 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 | 404.90 | 247.90 | 416,233.04 | 430,131.41 | 3,717.76 | 433,849.18 |
| KRISTIAUNA THOMAS | Direct Distribution | 17.00 | 17.00 | 9,300.60 | 9,300.60 | - | 9,300.60 |
| HALEY PULLEN | Direct Distribution | 6.00 | 6.00 | 4,055.45 | 4,055.45 | - | 4,055.45 |
| ELAN CRAYTON | Direct Distribution | 5.00 | 5.00 | 2,385.90 | 2,385.90 | - | 2,385.90 |
| DARREN PITZNER | Direct Distribution | 1.00 | 1.00 | 636.15 | 636.15 | - | 636.15 |
| 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 | 31.00 | 31.00 | 16,733.96 | 16,733.96 | - | 16,733.96 |
| HOME OFFICE | Home Office | 1.00 | - | 305.25 | 305.25 | - | 305.25 |
| TOTAL | Home Office | 1.00 | - | 305.25 | 305.25 | - | 305.25 |