

Agent	Channel	Subm Policy Count	Iss Policy Count	Placeme nt Rate	New Member Count	Life Production Credit	Production Credit
BRADLEY PUTNAM	Independent Agency	21.00	20.00	95%	3.00	2,524.59	35,116.68
MICHAEL BROWN	Independent Agency	14.00	7.00	50%	1.00	23,202.93	29,196.05
RANDALL KOLARIK	Independent Agency	15.00	12.00	80%	4.00	19,898.00	19,898.00
STEVE ERNST	Independent Agency	11.00	7.00	64%	-	704.50	17,388.41
SAMANTHA LEWIN	Independent Agency	15.00	16.00	107%	6.00	8,881.87	15,958.63
CARRIE BAETEN	Independent Agency	30.00	18.50	62%	15.50	14,076.77	14,076.77
JANE ZELLER	Independent Agency	15.00	11.00	73%	3.00	13,805.76	13,805.76
ANDRZEJ SERTLER	Independent Agency	10.00	7.00	70%	6.00	13,537.50	13,537.50
WHITNEY YANG	Independent Agency	17.00	14.00	82%	13.00	12,088.07	12,088.07
MITCHELL JACOBSON	Independent Agency	17.00	15.00	88%	15.00	10,856.18	10,856.18
CHIA YANG	Independent Agency	12.00	10.00	83%	8.00	10,523.54	10,523.54
DEAN WATERS	Independent Agency	2.00	1.50	75%	1.50	9,656.21	9,656.21
RUSSELL CHAISSON	Independent Agency	11.00	7.00	64%	7.00	9,564.39	9,564.39
ONG VANG	Independent Agency	5.00	5.00	100%	5.00	8,854.10	8,854.10
PAUL FRITCH	Independent Agency	7.00	7.00	100%	7.00	8,513.42	8,513.42
SCOTT MOAN	Independent Agency	0.00	0.50	0%	0.50	8,249.96	8,249.96
AMANDA OLDENBURG	Independent Agency	11.00	7.00	64%	1.00	162.47	6,844.44
TIMOTHY BOTHE	Independent Agency	5.00	4.00	80%	4.00	6,630.25	6,630.25
MICHELLE YANG	Independent Agency	4.00	4.00	100%	4.00	6,526.75	6,526.75
DALBERT STEELE	Independent Agency	9.00	7.00	78%	5.00	6,526.50	6,526.50
JAY REDFERN	Independent Agency	5.00	7.00	140%	7.00	5,814.83	5,814.83
MARIAH BAGGS	Independent Agency	2.00	2.00	100%	2.00	-	5,554.39
STEVEN MASKIL	Independent Agency	7.00	7.00	100%	7.00	5,492.40	5,492.40
CHARLENE MCCOY	Independent Agency	11.00	10.00	91%	7.00	5,450.25	5,450.25
TERI SONSALLA	Independent Agency	13.00	10.00	77%	10.00	5,169.17	5,169.17
PAYENG LEE	Independent Agency	9.00	5.00	56%	5.00	5,006.25	5,006.25
ROBERT FIRCHOW	Independent Agency	5.00	5.00	100%	3.00	2,017.85	4,544.39
CHUE YANG	Independent Agency	4.00	3.00	75%	3.00	4,434.50	4,434.50
BENJAMIN LAPINSKI	Independent Agency	6.00	3.00	50%	3.00	4,434.08	4,434.08
PAUL MILLER	Independent Agency	3.00	3.00	100%	3.00	4,350.69	4,350.69
JAMES SHUTE	Independent Agency	1.00	1.00	100%	1.00	4,234.80	4,234.80
JACK BRAUKER	Independent Agency	4.00	2.00	50%	2.00	4,064.20	4,064.20
DEBRA LARKIN	Independent Agency	8.00	5.00	63%	4.00	3,883.68	3,883.68
GARY LINCOLN	Independent Agency	2.00	2.00	100%	2.00	3,860.10	3,860.10
BRIAN LEMIEUX	Independent Agency	6.00	4.00	67%	1.00	3,824.00	3,824.00
ELIZABETH MISCHKE	Independent Agency	6.00	6.00	100%	2.00	3,817.70	3,817.70
JASON WOYTAL	Independent Agency	12.00	7.00	58%	6.00	2,828.70	3,799.37
CHUEYA HER	Independent Agency	3.00	2.00	67%	2.00	3,781.00	3,781.00
PERRY BANKS	Independent Agency	5.00	3.00	60%	3.00	3,270.13	3,270.13
MARK MILLETT	Independent Agency	4.00	3.00	75%	3.00	3,189.08	3,189.08
JANA MCKINNEY	Independent Agency	4.00	4.00	100%	4.00	2,956.65	2,956.65
JOHNNY NEWSOM	Independent Agency	7.00	3.00	43%	3.00	2,860.44	2,860.44
KIMBERLEIGH BAILEY	Independent Agency	4.00	2.00	50%	2.00	2,732.75	2,732.75
JOSEPH GUILLORY	Independent Agency	2.00	2.00	100%	1.00	2,680.35	2,680.35
THELMER FRAZIER	Independent Agency	2.00	1.00	50%	1.00	2,617.75	2,617.75
CHOUA HER	Independent Agency	2.00	2.00	100%	2.00	2,512.75	2,512.75
ORLAND STEINMETZ	Independent Agency	3.00	3.00	100%	3.00	2,432.35	2,432.35
MAI YANG	Independent Agency	3.00	2.00	67%	2.00	2,419.25	2,419.25
JAMES WILLIAMS	Independent Agency	2.00	2.00	100%	2.00	2,405.75	2,405.75
JOSEPH SWIDERSKI	Independent Agency	3.00	2.00	67%	2.00	2,402.70	2,402.70
MAISEE VANG	Independent Agency	1.00	1.00	100%	1.00	2,285.50	2,285.50
DOUA CHANG	Independent Agency	4.00	2.00	50%	2.00	2,180.25	2,180.25
ROGER WATERHOUSE	Independent Agency	8.00	3.00	38%	2.00	2,174.05	2,174.05
LUANNE GOTZ	Independent Agency	3.00	2.00	67%	1.00	2,172.92	2,172.92
WILLIAM GARRETT	Independent Agency	7.00	4.00	57%	3.00	2,150.00	2,150.00
ERIC BROWN	Independent Agency	1.00	1.00	100%	1.00	2,103.80	2,103.80
JAMES FOSS	Independent Agency	3.00	2.00	67%	2.00	1,876.65	1,876.65
RYAN WARDEN	Independent Agency	1.00	4.00	400%	4.00	1,852.23	1,852.23
BRADY DONLEY	Independent Agency	1.00	1.00	100%	1.00	1,835.68	1,835.68
RYAN RAEDER	Independent Agency	4.00	3.00	75%	2.00	1,802.25	1,802.25
KARL SCOTT	Independent Agency	2.00	1.00	50%	1.00	1,706.52	1,706.52
FRANK SMITH IV	Independent Agency	1.00	1.00	100%	1.00	1,676.75	1,676.75
YOUA VANG	Independent Agency	1.00	1.00	100%	1.00	1,676.75	1,676.75
FRANK MOONEY	Independent Agency	1.00	1.00	100%	1.00	1,673.85	1,673.85
ROGER HARRIS	Independent Agency	3.00	2.00	67%	2.00	1,561.43	1,561.43
GLENDON WOLFE	Independent Agency	1.00	1.00	100%	1.00	1,547.50	1,547.50
JOSEPH CORDOVA	Independent Agency	4.00	2.00	50%	1.00	1,424.88	1,424.88
DIANE ROOK-JOHNSON	Independent Agency	5.00	5.00	100%	2.00	1,401.75	1,401.75
PHILLIP INGRAM	Independent Agency	2.00	2.00	100%	1.00	1,386.15	1,386.15
MATTHEW SCHERNIKAU	Independent Agency	1.00	1.00	100%	1.00	1,386.00	1,386.00
AMANDA CARRILLO	Independent Agency	2.00	2.00	100%	1.00	1,371.50	1,371.50
STEPHEN RUNDE	Independent Agency	3.00	3.00	100%	3.00	1,333.46	1,333.46
GARY COCKERAM	Independent Agency	1.00	1.00	100%	1.00	1,328.88	1,328.88

HELEN HOBSON	Independent Agency	3.00	1.00	33%	1.00	1,306.62	1,306.62
BECKY HELMBERGER	Independent Agency	2.00	1.00	50%	1.00	1,295.21	1,295.21
DAVID HUTT	Independent Agency	3.00	2.00	67%	2.00	1,294.30	1,294.30
GILBERT LOVELY	Independent Agency	2.00	1.00	50%	1.00	1,274.00	1,274.00
NHIATENG HERR	Independent Agency	5.00	1.00	20%	1.00	1,260.00	1,260.00
ALICIA CHANG	Independent Agency	1.00	1.00	100%	1.00	1,255.50	1,255.50
LISA KOERNER	Independent Agency	4.00	5.00	125%	2.00	1,204.15	1,204.15
KYLE CRANK	Independent Agency	3.00	1.00	33%	1.00	1,162.79	1,162.79
RICHARD KURIGER	Independent Agency	1.00	1.00	100%	1.00	1,152.75	1,152.75
DAVID LANGE	Independent Agency	5.00	1.00	20%	1.00	1,138.75	1,138.75
SCOTT LUNSFORD	Independent Agency	1.00	1.00	100%	1.00	1,102.10	1,102.10
KEITH SANDERS	Independent Agency	1.00	1.00	100%	1.00	1,075.90	1,075.90
TRACEY LUMPKIN	Independent Agency	0.00	1.00	0%	1.00	1,057.25	1,057.25
JONATHAN GARDOW	Independent Agency	2.00	2.00	100%	2.00	1,055.75	1,055.75
LOIS ROOD	Independent Agency	1.00	1.00	100%	-	1,026.50	1,026.50
LARRY RUFF	Independent Agency	2.00	2.00	100%	2.00	1,014.60	1,014.60
RICK BONINE	Independent Agency	3.00	2.00	67%	1.00	956.79	956.79
ANDREW DAVIS	Independent Agency	6.00	2.00	33%	1.00	956.42	956.42
TERIN SMITH BANGERT	Independent Agency	1.00	1.00	100%	1.00	930.30	930.30
JERRY MURPHY	Independent Agency	2.00	2.00	100%	2.00	896.18	896.18
RICK ROSS	Independent Agency	1.00	1.00	100%	1.00	848.94	848.94
MAIYING THAO	Independent Agency	3.00	3.00	100%	3.00	831.90	831.90
KYLE SITTLER	Independent Agency	4.00	1.00	25%	1.00	820.60	820.60
THADDEUS PITTS	Independent Agency	2.00	1.00	50%	1.00	813.99	813.99
SCOTT WILLIAMS	Independent Agency	7.00	2.00	29%	2.00	809.04	809.04
TERRA CARNELL	Independent Agency	1.00	1.00	100%	1.00	795.52	795.52
KENNETH POSTON	Independent Agency	1.00	1.00	100%	1.00	705.25	705.25
SCOTT DANIELS	Independent Agency	1.00	1.00	100%	1.00	685.50	685.50
GALEN ORR	Independent Agency	1.00	1.00	100%	1.00	683.00	683.00
ROBERT STURGIS	Independent Agency	0.00	2.00	0%	2.00	665.00	665.00
DEREK PIERCE	Independent Agency	1.00	1.00	100%	1.00	652.80	652.80
GERALD GERSCHMAN	Independent Agency	1.00	1.00	100%	1.00	639.49	639.49
DONALD ROOT	Independent Agency	2.00	2.00	100%	2.00	638.10	638.10
JAMES DINGELDEIN	Independent Agency	3.00	1.00	33%	1.00	637.70	637.70
NANCY KEEN	Independent Agency	1.00	1.00	100%	-	561.95	561.95
OWEN ROSEN	Independent Agency	1.00	1.00	100%	1.00	558.60	558.60
HARRY DORMAN	Independent Agency	3.00	2.00	67%	2.00	548.12	548.12
SCOTT OLIVA	Independent Agency	2.00	2.00	100%	2.00	537.60	537.60
MARK JOHNSON	Independent Agency	2.00	1.00	50%	1.00	482.80	482.80
KAREN VANDENBUSCH	Independent Agency	0.00	0.50	0%	0.50	457.50	457.50
ANNETTE TREVINO	Independent Agency	1.00	1.00	100%	1.00	444.35	444.35
BETH KLISMITH	Independent Agency	1.00	1.00	100%	-	376.50	376.50
RENEE JENKINS	Independent Agency	1.00	1.00	100%	-	-	375.41
MARIA FRY	Independent Agency	3.00	1.00	33%	1.00	348.89	348.89
SCOTT RICHARDSON	Independent Agency	3.00	1.00	33%	1.00	290.00	290.00
HEATHER HEIDTKE	Independent Agency	1.00	1.00	100%	1.00	120.00	120.00
DANIEL ZEIGER	Independent Agency	4.00	3.00	75%	3.00	-	75.00
DON BOOZER	Independent Agency	0.00	-	0%	-	-	-
DAVID FRITZ	Independent Agency	0.00	-	0%	-	-	-
LEVI HUNCOVSKY	Independent Agency	0.00	-	0%	-	-	-
RANDY KOLARIK	Independent Agency	0.00	-	0%	-	-	-
KANSAS LIFE INSURANCE	Independent Agency	0.00	-	0%	-	-	-
JOHN LIGHT	Independent Agency	0.00	-	0%	-	-	-
DAWN NELSON	Independent Agency	0.00	-	0%	-	-	-
JAROD POWELL	Independent Agency	0.00	-	0%	-	-	-
ROBERT SWANSON	Independent Agency	0.00	-	0%	-	-	-
KAYING VACE	Independent Agency	0.00	-	0%	-	-	-
COLTON KISSINGER	Independent Agency	0.00	(1.00)	0%	(1.00)	(573.00)	(573.00)
HOME OFFICE	Home Office	24.00	18.00	75%	6.00	9,308.32	46,977.56
TOTAL	Independent Agency	562.00	422.00	75%	305.00	385,740.96	501,940.07
MARIO MEJIA	Direct Distribution	17.00	11.00	65%	3.00	22,717.82	22,717.82
RACHEL HUNTER	Direct Distribution	24.00	16.00	67%	12.00	13,014.84	13,014.84
TOTAL	Direct Distribution	41.00	27.00	66%	15.00	35,732.66	35,732.66

*Totals do not include all agents, only producing agents