

| Agent              | Channel            | Subm Policy Count | Iss Policy Count | Placeme nt Rate | New Member Count | Life Production Credit | Production Credit |
|--------------------|--------------------|-------------------|------------------|-----------------|------------------|------------------------|-------------------|
| BRADLEY PUTNAM     | Independent Agency | 26.00             | 25.00            | 96%             | 3.00             | 2,524.59               | 48,998.68         |
| SAMANTHA LEWIN     | Independent Agency | 21.00             | 21.00            | 100%            | 8.00             | 10,026.67              | 33,039.31         |
| JANE ZELLER        | Independent Agency | 19.00             | 15.00            | 79%             | 3.00             | 15,238.38              | 32,360.38         |
| MICHAEL BROWN      | Independent Agency | 14.00             | 7.00             | 50%             | 1.00             | 23,202.93              | 29,196.05         |
| RANDALL KOLARIK    | Independent Agency | 16.00             | 13.00            | 81%             | 4.00             | 22,419.50              | 22,419.50         |
| STEVE ERNST        | Independent Agency | 12.00             | 10.00            | 83%             | 2.00             | 3,251.86               | 19,935.77         |
| CARRIE BAETEN      | Independent Agency | 30.00             | 20.50            | 68%             | 17.50            | 15,054.20              | 15,054.20         |
| CHIA YANG          | Independent Agency | 14.00             | 12.00            | 86%             | 8.00             | 12,700.54              | 12,700.54         |
| WHITNEY YANG       | Independent Agency | 19.00             | 14.00            | 74%             | 13.00            | 12,088.07              | 12,088.07         |
| RUSSELL CHAISSON   | Independent Agency | 11.00             | 9.00             | 82%             | 9.00             | 11,845.74              | 11,845.74         |
| MITCHELL JACOBSON  | Independent Agency | 17.00             | 15.00            | 88%             | 15.00            | 10,856.18              | 10,856.18         |
| DEAN WATERS        | Independent Agency | 2.00              | 1.50             | 75%             | 1.50             | 9,656.21               | 9,656.21          |
| 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             | 10.00            | 91%             | 4.00             | 768.97                 | 7,450.94          |
| DALBERT STEELE     | Independent Agency | 10.00             | 8.00             | 80%             | 6.00             | 7,404.60               | 7,404.60          |
| ANDRZEJ SERTLER    | Independent Agency | 12.00             | 7.00             | 58%             | 6.00             | 7,060.00               | 7,060.00          |
| 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          |
| JACK BRAUKER       | Independent Agency | 4.00              | 3.00             | 75%             | 3.00             | 5,944.71               | 5,944.71          |
| 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 | 10.00             | 5.00             | 50%             | 5.00             | 5,006.25               | 5,006.25          |
| PERRY BANKS        | Independent Agency | 6.00              | 4.00             | 67%             | 4.00             | 4,621.13               | 4,621.13          |
| 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          |
| ROGER WATERHOUSE   | Independent Agency | 9.00              | 4.00             | 44%             | 3.00             | 4,335.21               | 4,335.21          |
| JAMES SHUTE        | Independent Agency | 1.00              | 1.00             | 100%            | 1.00             | 4,234.80               | 4,234.80          |
| DEBRA LARKIN       | Independent Agency | 8.00              | 5.00             | 63%             | 4.00             | 3,883.68               | 3,883.68          |
| BRIAN LEMIEUX      | Independent Agency | 6.00              | 4.00             | 67%             | 1.00             | 3,824.00               | 3,824.00          |
| ELIZABETH MISCHKE  | Independent Agency | 7.00              | 6.00             | 86%             | 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 | 4.00              | 2.00             | 50%             | 2.00             | 3,781.00               | 3,781.00          |
| HELEN HOBSON       | Independent Agency | 3.00              | 3.00             | 100%            | 3.00             | 3,764.81               | 3,764.81          |
| YOUA VANG          | Independent Agency | 2.00              | 2.00             | 100%            | 2.00             | 3,353.50               | 3,353.50          |
| BECKY HELMBERGER   | Independent Agency | 3.00              | 2.00             | 67%             | 1.00             | 3,248.09               | 3,248.09          |
| MARK MILLETT       | Independent Agency | 4.00              | 3.00             | 75%             | 3.00             | 3,189.08               | 3,189.08          |
| KIMBERLEIGH BAILEY | Independent Agency | 4.00              | 3.00             | 75%             | 3.00             | 3,161.57               | 3,161.57          |
| JANA MCKINNEY      | Independent Agency | 4.00              | 4.00             | 100%            | 4.00             | 2,956.65               | 2,956.65          |
| PHILLIP INGRAM     | Independent Agency | 3.00              | 3.00             | 100%            | 2.00             | 2,874.15               | 2,874.15          |
| JOHNNY NEWSOM      | Independent Agency | 7.00              | 3.00             | 43%             | 3.00             | 2,860.44               | 2,860.44          |
| GILBERT LOVELY     | Independent Agency | 3.00              | 2.00             | 67%             | 2.00             | 2,812.25               | 2,812.25          |
| JOSEPH GUILLORY    | Independent Agency | 2.00              | 2.00             | 100%            | 1.00             | 2,680.35               | 2,680.35          |
| THELMER FRAZIER    | Independent Agency | 1.00              | 1.00             | 100%            | 1.00             | 2,617.75               | 2,617.75          |
| CHOUA HER          | Independent Agency | 3.00              | 2.00             | 67%             | 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          |
| LIZA CABALLERO     | Independent Agency | 2.00              | 1.00             | 50%             | 1.00             | 2,391.41               | 2,391.41          |
| JAMES DINGELDEIN   | Independent Agency | 4.00              | 2.00             | 50%             | 2.00             | 2,353.90               | 2,353.90          |
| 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          |
| 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          |
| KELLY WARD         | 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          |
| LARRY RUFF         | Independent Agency | 3.00              | 3.00             | 100%            | 3.00             | 1,873.65               | 1,873.65          |
| KYLE CRANK         | Independent Agency | 3.00              | 3.00             | 100%            | 3.00             | 1,871.72               | 1,871.72          |
| 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 | 5.00              | 3.00             | 60%             | 2.00             | 1,802.25               | 1,802.25          |
| DAVID HUTT         | Independent Agency | 4.00              | 3.00             | 75%             | 3.00             | 1,738.65               | 1,738.65          |
| 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          |
| FRANK MOONEY          | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 1,673.85          | 1,673.85          |
| AMANDA CARRILLO       | Independent Agency        | 3.00          | 3.00          | 100%       | 2.00          | 1,575.73          | 1,575.73          |
| GLENDON WOLFE         | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 1,547.50          | 1,547.50          |
| CHRIS LIGHT           | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 1,528.00          | 1,528.00          |
| ANDREW DAVIS          | Independent Agency        | 6.00          | 3.00          | 50%        | 2.00          | 1,471.42          | 1,471.42          |
| JOSEPH CORDOVA        | Independent Agency        | 4.00          | 2.00          | 50%        | 1.00          | 1,424.88          | 1,424.88          |
| DIANE ROOK-JOHNSON    | Independent Agency        | 6.00          | 5.00          | 83%        | 2.00          | 1,401.75          | 1,401.75          |
| TERRY HALL            | Independent Agency        | 3.00          | 1.00          | 33%        | 1.00          | 1,395.70          | 1,395.70          |
| MATTHEW SCHERNIKAU    | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 1,386.00          | 1,386.00          |
| 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          |
| 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          |
| RICHARD KURIGER       | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 1,152.75          | 1,152.75          |
| DAVID LANGE           | Independent Agency        | 6.00          | 1.00          | 17%        | 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          |
| FRANK SMITH           | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 1,095.25          | 1,095.25          |
| 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          |
| KYLE SITTLER          | Independent Agency        | 4.00          | 2.00          | 50%        | 2.00          | 1,045.34          | 1,045.34          |
| LOIS ROOD             | Independent Agency        | 1.00          | 1.00          | 100%       | -             | 1,026.50          | 1,026.50          |
| RICK BONINE           | Independent Agency        | 3.00          | 2.00          | 67%        | 1.00          | 956.79            | 956.79            |
| GARY LINCOLN          | Independent Agency        | 2.00          | 1.00          | 50%        | 1.00          | 953.00            | 953.00            |
| CODY HANKE            | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 938.92            | 938.92            |
| 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            |
| 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            |
| JU VANG               | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 750.75            | 750.75            |
| 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        | 3.00          | 2.00          | 67%        | 2.00          | 638.10            | 638.10            |
| 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            |
| ROGER HARRIS          | Independent Agency        | 3.00          | 1.00          | 33%        | 1.00          | 433.50            | 433.50            |
| BETH KLISMITH         | Independent Agency        | 1.00          | 1.00          | 100%       | -             | 376.50            | 376.50            |
| RENEE JENKINS         | Independent Agency        | 1.00          | 1.00          | 100%       | -             | -                 | 375.41            |
| CHAD WARE             | Independent Agency        | 3.00          | 1.00          | 33%        | 1.00          | 373.75            | 373.75            |
| MARIA FRY             | Independent Agency        | 3.00          | 1.00          | 33%        | 1.00          | 348.89            | 348.89            |
| MICHAEL STACEY        | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 340.68            | 340.68            |
| SCOTT RICHARDSON      | Independent Agency        | 3.00          | 1.00          | 33%        | 1.00          | 290.00            | 290.00            |
| BRADLEY PRATT         | Independent Agency        | 1.00          | 1.00          | 100%       | -             | 253.40            | 253.40            |
| JOHN HELMER           | Independent Agency        | 1.00          | 1.00          | 100%       | 1.00          | 209.48            | 209.48            |
| 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             |
| RANDY AUGSBURGER      | Independent Agency        | 0.00          | -             | 0%         | -             | -                 | -                 |
| 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%         | -             | -                 | -                 |
| JESSICA LOPEZ         | Independent Agency        | 0.00          | -             | 0%         | -             | -                 | -                 |
| GUSTAVO LOZANO        | Independent Agency        | 1.00          | -             | 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         |
| <b>TOTAL</b>          | <b>Independent Agency</b> | <b>620.00</b> | <b>477.00</b> | <b>77%</b> | <b>342.00</b> | <b>420,784.29</b> | <b>583,923.28</b> |
| MARIO MEJIA           | Direct Distribution       | 20.00         | 13.00         | 65%        | 4.00          | 23,002.32         | 23,002.32         |

|               |                            |              |              |            |              |                  |                  |
|---------------|----------------------------|--------------|--------------|------------|--------------|------------------|------------------|
| RACHEL HUNTER | Direct Distribution        | 26.00        | 16.00        | 62%        | 12.00        | 13,014.84        | 13,014.84        |
| <b>TOTAL</b>  | <b>Direct Distribution</b> | <b>46.00</b> | <b>29.00</b> | <b>63%</b> | <b>16.00</b> | <b>36,017.16</b> | <b>36,017.16</b> |

\*Totals do not include all agents, only producing agents