

Agent	Channel	Iss Policy Count	New Member Count	Life Production Credit	Production Credit
SAMANTHA LEWIN	Independent Agents	30.00	8.00	12,125.06	67,731.71
BRADLEY PUTNAM	Independent Agents	29.00	3.00	2,524.59	58,463.68
JANE ZELLER	Independent Agents	15.00	3.00	15,238.38	32,360.38
MICHAEL BROWN	Independent Agents	7.00	1.00	23,202.93	29,196.05
STEVE ERNST	Independent Agents	12.00	4.00	6,712.54	23,396.45
RANDALL KOLARIK	Kolarik	13.00	4.00	22,419.50	22,419.50
CARRIE BAETEN	BAETEN	22.50	19.50	16,610.20	16,610.20
WHITNEY YANG	Independent Agents	15.00	14.00	14,752.47	14,752.47
CHIA YANG	Independent Agents	12.00	8.00	12,700.54	12,700.54
MITCHELL JACOBSON	Final Expense Brokerage	16.00	16.00	12,153.98	12,153.98
RUSSELL CHAISSON	Final Expense Brokerage	9.00	9.00	11,845.74	11,845.74
AMANDA OLDENBURG	Independent Agents	12.00	4.00	768.97	10,888.14
DEAN WATERS	MOAN - Ederlife Group	1.50	1.50	9,656.21	9,656.21
ONG VANG	Rohrer and Associates Marketing Group LLC	5.00	5.00	8,854.10	8,854.10
PAUL FRITCH	Harris	7.00	7.00	8,513.42	8,513.42
SCOTT MOAN	Moan Agency - Elder Life Group	0.50	0.50	8,249.96	8,249.96
DALBERT STEELE	Steele Agency	8.00	6.00	7,404.60	7,404.60
ANDRZEJ SERTLER	Sertler Agency	7.00	6.00	7,060.00	7,060.00
TIMOTHY BOTHE	The Producers Network	4.00	4.00	6,630.25	6,630.25
MICHELLE YANG	Prosperity Financial Services Inc	4.00	4.00	6,526.75	6,526.75
KAITLYNN REEDER	Independent Agents	1.00	1.00	-	6,250.00
JACK BRAUKER	Independent Agents	3.00	3.00	5,944.71	5,944.71
JAY REDFERN	TIC Inc.	7.00	7.00	5,814.83	5,814.83
CHOUA HER	Prosperity Financial Services Inc	3.00	3.00	5,651.15	5,651.15
MARY KRUEGER	WI Medical Society Insurance Services, Inc.	2.00	-	-	5,599.99
MARIAH BAGGS	Independent Agents	2.00	2.00	-	5,554.39
TERI SONSALLA	H & S Financial Services	11.00	11.00	5,503.77	5,503.77
STEVEN MASKIL	Kansas Life Insurance Agency LLC	7.00	7.00	5,492.40	5,492.40
CHARLENE MCCOY	Independent Agents	10.00	7.00	5,450.25	5,450.25
PAYENG LEE	Prosperity Financial Services Inc	5.00	5.00	5,006.25	5,006.25
PERRY BANKS	Final Expense Brokerage	4.00	4.00	4,621.13	4,621.13
ROBERT FIRCHOW	Firchow	6.00	3.00	2,017.85	4,569.39
CHUE YANG	Prosperity Financial Services Inc	3.00	3.00	4,434.50	4,434.50
BENJAMIN LAPINSKI	Rohrer and Associates Marketing Group LLC	3.00	3.00	4,434.08	4,434.08
LIZA CABALLERO	Caballero Agency	2.00	2.00	4,360.46	4,360.46
PAUL MILLER	Independent Agents	3.00	3.00	4,350.69	4,350.69
ROGER WATERHOUSE	Final Expense Brokerage	4.00	3.00	4,335.21	4,335.21
JAMES SHUTE	Don Boozer & Associates	1.00	1.00	4,234.80	4,234.80
DEBRA LARKIN	TIC Inc.	5.00	4.00	3,883.68	3,883.68
BRIAN LEMIEUX	Independent Agents	4.00	1.00	3,824.00	3,824.00
ELIZABETH MISCHKE	Kolarik	6.00	2.00	3,817.70	3,817.70
JASON WOYTAL	Independent Agents	7.00	6.00	2,828.70	3,799.37
CHUEYA HER	Prosperity Financial Services Inc	2.00	2.00	3,781.00	3,781.00
HELEN HOBSON	Kansas Life Insurance Agency LLC	3.00	3.00	3,764.81	3,764.81
JESSE SCHULTE	Kansas Life Insurance Agency LLC	1.00	1.00	3,756.60	3,756.60
LARRY RUFF	TIC Inc.	4.00	3.00	3,708.75	3,708.75
YOUA VANG	Nexvision Financial Group	2.00	2.00	3,353.50	3,353.50
BECKY HELMBERGER	Independent Agents	2.00	1.00	3,248.09	3,248.09
MARK MILLETT	The Producers Network	3.00	3.00	3,189.08	3,189.08
KIMBERLEIGH BAILEY	The Producers Network	3.00	3.00	3,161.57	3,161.57
JANA MCKINNEY	HUNCOVSKY	4.00	4.00	2,956.65	2,956.65
PHILLIP INGRAM	Rohrer and Associates Marketing Group LLC	3.00	2.00	2,874.15	2,874.15
JOHNNY NEWSOM	The Producers Network	3.00	3.00	2,860.44	2,860.44
GILBERT LOVELY	Don Boozer & Associates	2.00	2.00	2,812.25	2,812.25
JOSEPH GUILLORY	HUNCOVSKY	2.00	1.00	2,680.35	2,680.35
THELMER FRAZIER	Frank Mooney - Insurance Services	1.00	1.00	2,617.75	2,617.75
ORLAND STEINMETZ	Inspire Medicare LLC	3.00	3.00	2,432.35	2,432.35
MAI YANG	Prosperity Financial Services Inc	2.00	2.00	2,419.25	2,419.25
JAMES WILLIAMS	The Producers Network	2.00	2.00	2,405.75	2,405.75
JOSEPH SWIDERSKI	Final Expense Brokerage	2.00	2.00	2,402.70	2,402.70
DANIEL ZEIGER	Zeiger Agency	4.00	4.00	2,293.68	2,368.68
JAMES DINGELDEIN	TIC Inc.	2.00	2.00	2,353.90	2,353.90
NHIATENG HERR	SmartFinancial Solutions LLC	2.00	2.00	2,319.00	2,319.00
MAISEE VANG	Prosperity Financial Services Inc	1.00	1.00	2,285.50	2,285.50
DOUA CHANG	Independent Agents	2.00	2.00	2,180.25	2,180.25
LUANNE GOTZ	TIC Inc.	2.00	1.00	2,172.92	2,172.92
WILLIAM GARRETT	Independent Agents	4.00	3.00	2,150.00	2,150.00
ERIC BROWN	Final Expense Brokerage	1.00	1.00	2,103.80	2,103.80
KELLY WARD	Visionary Inc.	1.00	1.00	2,103.80	2,103.80
JAMES FOSS	TIC Inc.	2.00	2.00	1,876.65	1,876.65
KYLE CRANK	Kansas Life Insurance Agency LLC	3.00	3.00	1,871.72	1,871.72
RYAN WARDEN	Kansas Life Insurance Agency LLC	4.00	4.00	1,852.23	1,852.23
BRADY DONLEY	HUNCOVSKY	1.00	1.00	1,835.68	1,835.68
RYAN RAEDER	Independent Agents	3.00	2.00	1,802.25	1,802.25
DAVID HUTT	The Producers Network	3.00	3.00	1,738.65	1,738.65

KARL SCOTT	Final Expense Brokerage	Production Credits by Age	1.00	1.00	1,706.52	1,706.52
FRANK SMITH IV	The Producers Network		1.00	1.00	1,676.75	1,676.75
FRANK MOONEY	Frank Mooney - Insurance Services, Inc.		1.00	1.00	1,673.85	1,673.85
AMANDA CARRILLO	Kansas Life Insurance Agency LLC		3.00	2.00	1,575.73	1,575.73
DIANE ROOK-JOHNSON	Independent Agents		6.00	3.00	1,562.50	1,562.50
GLENDON WOLFE	Don Boozer & Associates		1.00	1.00	1,547.50	1,547.50
CHRIS LIGHT	The Producers Network		1.00	1.00	1,528.00	1,528.00
ANDREW DAVIS	The Producers Network		3.00	2.00	1,471.42	1,471.42
JOSEPH CORDOVA	Cordova Agency Inc.		2.00	1.00	1,424.88	1,424.88
TERRY HALL	The Producers Network		1.00	1.00	1,395.70	1,395.70
MATTHEW SCHERNIKAU	FIRCHOW		1.00	1.00	1,386.00	1,386.00
STEPHEN RUNDE	TIC Inc.		3.00	3.00	1,333.46	1,333.46
GARY COCKERAM	Independent Agents		1.00	1.00	1,328.88	1,328.88
CHAD WARE	Augsburger & Associates, LLC		2.00	2.00	1,255.85	1,255.85
ALICIA CHANG	Life Financial Partners Brokerage		1.00	1.00	1,255.50	1,255.50
LISA KOERNER	WI Medical Society Insurance Services, Inc.		5.00	2.00	1,204.15	1,204.15
RICHARD KURIGER	Final Expense Brokerage		1.00	1.00	1,152.75	1,152.75
DAVID LANGE	Independent Agents		1.00	1.00	1,138.75	1,138.75
SCOTT LUNSFORD	Final Expense Brokerage		1.00	1.00	1,102.10	1,102.10
FRANK SMITH	The Producers Network		1.00	1.00	1,095.25	1,095.25
KEITH SANDERS	Sanders Insurance		1.00	1.00	1,075.90	1,075.90
TRACEY LUMPKIN	Don Boozer & Associates		1.00	1.00	1,057.25	1,057.25
JONATHAN GARDOW	TIC Inc.		2.00	2.00	1,055.75	1,055.75
KYLE SITTLER	Kansas Life Insurance Agency LLC		2.00	2.00	1,045.34	1,045.34
LOIS ROOD	FIRCHOW		1.00	-	1,026.50	1,026.50
RICK BONINE	Final Expense Brokerage		2.00	1.00	956.79	956.79
GARY LINCOLN	Final Expense Brokerage		1.00	1.00	953.00	953.00
CODY HANKE	Independent Agents		1.00	1.00	938.92	938.92
TERIN SMITH BANGERT	Cafourek		1.00	1.00	930.30	930.30
JERRY MURPHY	Final Expense Brokerage		2.00	2.00	896.18	896.18
RICK ROSS	Final Expense Brokerage		1.00	1.00	848.94	848.94
PETER MOLITOR	Independent Agents		1.00	1.00	847.20	847.20
MAIYING THAO	Rohrer and Associates Marketing Group LLC		3.00	3.00	831.90	831.90
THADDEUS PITTS	The Producers Network		1.00	1.00	813.99	813.99
SCOTT WILLIAMS	Frank Mooney - Insurance Services		2.00	2.00	809.04	809.04
TERRA CARNELL	Kansas Life Insurance Agency LLC		1.00	1.00	795.52	795.52
JU VANG	Life Financial Partners Brokerage		1.00	1.00	750.75	750.75
KENNETH POSTON	The Producers Network		1.00	1.00	705.25	705.25
SCOTT DANIELS	Independent Agents		1.00	1.00	685.50	685.50
GALEN ORR	The Producers Network		1.00	1.00	683.00	683.00
ROBERT STURGIS	RJS Insurance Services, LLC		2.00	2.00	665.00	665.00
DEREK PIERCE	The Producers Network		1.00	1.00	652.80	652.80
GERALD GERSCHMAN	The Producers Network		1.00	1.00	639.49	639.49
DONALD ROOT	Independent Agents		2.00	2.00	638.10	638.10
NANCY KEEN	TRICOR Inc.		1.00	-	561.95	561.95
OWEN ROSEN	Final Expense Brokerage		1.00	1.00	558.60	558.60
HARRY DORMAN	Medicare Masters LLC		2.00	2.00	548.12	548.12
SCOTT OLIVA	FIRCHOW		2.00	2.00	537.60	537.60
MARK JOHNSON	Final Expense Brokerage		1.00	1.00	482.80	482.80
KAREN VANDENBUSCH	BAETEN		0.50	0.50	457.50	457.50
ANNETTE TREVINO	Don Boozer & Associates		1.00	1.00	444.35	444.35
ROGER HARRIS	HARRIS		1.00	1.00	433.50	433.50
BETH KLISMITH	Klismith Insurance Agency		1.00	-	376.50	376.50
RENEE JENKINS	Independent Agents		1.00	-	-	375.41
WAYNE FREUND	Independent Agents		1.00	1.00	374.99	374.99
MARIA FRY	Kansas Life Insurance Agency LLC		1.00	1.00	348.89	348.89
MICHAEL STACEY	Kansas Life Insurance Agency LLC		1.00	1.00	340.68	340.68
SCOTT RICHARDSON	MOAN - Ederlife Group		1.00	1.00	290.00	290.00
BRADLEY PRATT	PRATT		1.00	-	253.40	253.40
JOHN HELMER	Kansas Life Insurance Agency LLC		1.00	1.00	209.48	209.48
HEATHER HEIDTKE	Greater Insurance Service		1.00	1.00	120.00	120.00
DARREN TERRELL	Independent Agents		1.00	-	-	25.00
RANDY AUGSBURGER	Augsburger & Associates, LLC		-	-	-	-
DON BOOZER	Don Boozer & Associates		-	-	-	-
DAVID FRITZ	Rohrer and Associates Marketing Group LLC		-	-	-	-
LEVI HUNCOVSKY	HUNCOVSKY		-	-	-	-
RANDY KOLARIK	Kolarik		-	-	-	-
KANSAS LIFE INSURANCE	KANSAS LIFE INSURANCE		-	-	-	-
JOHN LIGHT	The Producers Network		-	-	-	-
JESSICA LOPEZ	Visionary Inc.		-	-	-	-
GUSTAVO LOZANO	The Producers Network		-	-	-	-
DAWN NELSON	MVP Financial Services, Inc.		-	-	-	-
JAROD POWELL	POWELL		-	-	-	-
ROBERT SWANSON	Final Expense Brokerage		-	-	-	-
KAYING VACE	Nexvision Financial Group		-	-	-	-
COLTON KISSINGER	TIC Inc.		(1.00)	(1.00)	(573.00)	(573.00)
HOME OFFICE	Home Office		20.00	7.00	11,089.59	48,761.33
TOTAL	Independent Agency		516.00	360.00	450,294.31	670,832.00
MARIO MEJIA	Direct Distribution		15.00	5.00	23,842.67	23,842.67

RACHEL HUNTER	Direct Distribution	Production Credits by Age	17.00	12.00	14,764.09	14,764.09
TOTAL	Direct Distribution		32.00	17.00	38,606.76	38,606.76

*Totals do not include all agents, only producing agents