

Agent	Channel	Iss Policy Count	New Member Count	Life Production Credit	Production Credit
SAMANTHA LEWIN	Independent Agents	32.00	8.00	12,340.16	70,696.81
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	9.00	1.00	25,750.53	31,743.65
RANDALL KOLARIK	Kolarik	15.00	6.00	23,892.20	23,892.20
STEVE ERNST	Independent Agents	12.00	4.00	6,712.54	23,396.45
CARRIE BAETEN	BAETEN	23.50	20.50	17,227.25	17,227.25
KAITLYNN REEDER	Independent Agents	3.00	1.00	-	15,000.00
WHITNEY YANG	Independent Agents	15.00	14.00	14,752.47	14,752.47
CHIA YANG	Independent Agents	16.00	12.00	14,643.54	14,643.54
MITCHELL JACOBSON	Final Expense Brokerage	17.00	17.00	12,487.58	12,487.58
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
ROBERT FIRCHOW	Firchow	8.00	3.00	2,017.85	10,664.39
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
TERI SONSALLA	H & S Financial Services	13.00	13.00	6,593.36	6,593.36
MICHELLE YANG	Prosperity Financial Services Inc	4.00	4.00	6,526.75	6,526.75
JACK BRAUKER	Independent Agents	3.00	3.00	5,944.71	5,944.71
ROGER WATERHOUSE	Final Expense Brokerage	5.00	4.00	5,818.41	5,818.41
JAY REDFERN	TIC Inc.	7.00	7.00	5,814.83	5,814.83
ELIZABETH MISCHKE	Kolarik	10.00	6.00	5,743.20	5,743.20
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
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
PERRY BANKS	Final Expense Brokerage	5.00	5.00	5,253.00	5,253.00
PAYENG LEE	Prosperity Financial Services Inc	5.00	5.00	5,006.25	5,006.25
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
JAMES SHUTE	Don Boozer & Associates	1.00	1.00	4,234.80	4,234.80
GILBERT LOVELY	Don Boozer & Associates	3.00	3.00	4,108.25	4,108.25
DEBRA LARKIN	TIC Inc.	5.00	4.00	3,883.68	3,883.68
MARK MILLETT	The Producers Network	4.00	4.00	3,840.53	3,840.53
BRIAN LEMIEUX	Independent Agents	4.00	1.00	3,824.00	3,824.00
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
JAMES DINGELDEIN	TIC Inc.	3.00	3.00	3,621.60	3,621.60
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
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
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
RYAN WARDEN	Kansas Life Insurance Agency LLC	5.00	5.00	2,429.04	2,429.04
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
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
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	1.00	1.00	1,706.52	1,706.52

JERRY MURPHY	Final Expense Brokerage	Production Credits by Ag	3.00	3.00	1,679.78	1,679.78
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
DANNY CLARKSON	Clarkson Insurance Agency		1.00	1.00	1,102.10	1,102.10
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
BERT GOLDBERG	The Producers Network		1.00	1.00	989.40	989.40
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
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		21.00	8.00	11,147.41	48,824.15
TOTAL	Independent Agency		548.00	384.00	469,278.40	707,416.08
MARIO MEJIA	Direct Distribution		16.00	6.00	24,429.22	24,429.22

RACHEL HUNTER	Direct Distribution	Production Credits by Ag	17.00	12.00	14,764.09	14,764.09
TOTAL	Direct Distribution		33.00	18.00	39,193.31	39,193.31

*Totals do not include all agents, only producing agents