

TORCHMARK NET SALES

	2003				2003 Total	2004				2004 Total	2005				2005 Total
	1st Qrt	2nd Qrt	3rd Qrt	4th Qrt		1st Qrt	2nd Qrt	3rd Qrt	4th Qrt		1st Qrt	2nd Qrt	3rd Qrt	4th Qrt	
LIFE															
Direct Response	22,429	23,906	23,840	27,096	97,271	28,158	30,995	25,864	25,600	110,617	28,892	31,497	25,964	-	86,353
American Income Agency	20,742	24,475	25,441	26,284	96,942	20,795	23,580	21,875	21,605	87,855	20,517	22,735	20,863	-	64,115
LNL Exclusive Agency	14,057	13,220	12,636	13,612	53,525	13,643	13,181	11,321	11,000	49,145	11,399	12,533	11,244	-	35,176
Military	6,147	7,007	6,673	7,059	26,886	7,663	7,969	6,600	5,647	27,879	5,022	5,007	3,873	-	13,902
UA Independent	3,923	5,157	3,951	3,014	16,045	2,355	2,210	1,854	1,483	7,902	1,165	1,290	755	-	3,210
UA Branch Office Agency	644	682	623	687	2,636	660	680	625	598	2,563	519	435	318	-	1,272
UI Agency	845	867	881	1,002	3,595	1,181	1,299	1,004	926	4,410	866	1,607	925	-	3,398
Other Distribution	699	680	733	942	3,054	694	846	823	919	3,282	1,014	1,169	993	-	3,176
Total Life	69,486	75,994	74,778	79,696	299,954	75,149	80,760	69,966	67,778	293,653	69,394	76,273	64,935	-	210,602
HEALTH															
Direct Response	2,348	5,513	3,859	828	12,548	1,825	2,751	1,403	769	6,748	2,197	1,399	817	-	4,413
American Income Agency	2,515	3,038	3,016	3,435	12,004	2,837	3,212	3,041	2,982	12,072	2,792	3,085	2,762	-	8,639
LNL Exclusive Agency	2,588	2,861	3,054	3,022	11,525	3,147	3,468	3,087	3,154	12,856	3,192	3,329	3,359	-	9,880
UA Independent	19,294	20,827	21,760	23,557	85,438	27,509	23,629	17,974	16,409	85,521	14,155	14,532	16,178	-	44,865
UA Branch Office Agency	13,454	18,366	17,905	21,482	71,207	21,377	22,252	19,995	19,093	82,717	18,644	21,183	25,352	-	65,179
Total Health	40,199	50,605	49,594	52,324	192,722	56,695	55,312	45,500	42,407	199,914	40,980	43,528	48,468	-	132,976
TOTAL SALES	109,685	126,599	124,372	132,020	492,676	131,844	136,072	115,466	110,185	493,567	110,374	119,801	113,403	-	343,578

Included Above:

MEDICARE SUPPLEMENT NET SALES															
Direct Response	2,348	5,512	3,859	826	12,546	1,825	2,751	1,402	769	6,748	2,197	1,399	817	-	4,413
LNL Exclusive Agency	116	149	135	130	530	108	133	90	99	430	107	69	100	-	276
UA Independent	7,471	6,574	5,799	7,413	27,257	8,297	7,061	4,409	4,845	24,612	4,459	3,982	3,319	-	11,760
UA Branch Office Agency	7,043	7,475	5,493	7,257	27,268	6,333	5,588	4,348	4,568	20,837	4,952	4,890	3,694	-	13,536
Total	16,978	19,710	15,287	15,626	67,601	16,563	15,533	10,249	10,282	52,627	11,715	10,340	7,930	-	29,985

Definition of Net Sales:

- For Direct Response Life Full annual premium at the time the first mode premium is paid (nothing is reported at the time an introductory offer is sold)
- For All Other Lines Issued annualized premium net of cancellations (policies that were cancelled in the mandatory "free-look period" during the first 30 days after issue)