

Torchmark Net Sales Detail

	<u>YTD 2005</u>	<u>Fourth Qtr 2005</u>	<u>Third Qtr 2005</u>	<u>Second Qtr 2005</u>	<u>First Qtr 2005</u>	<u>YTD 2004</u>	<u>Fourth Qtr 2004</u>	<u>Third Qtr 2004</u>	<u>Second Qtr 2004</u>	<u>First Qtr 2004</u>
United American General Agency										
Life	3,664	454	755	1,290	1,165	7,902	1,483	1,854	2,210	2,355
Health										
Limited - Benefit Plans	42,753	9,648	12,859	10,550	9,696	60,910	11,565	13,565	16,568	19,212
Med Supp	15,813	4,053	3,319	3,982	4,459	24,611	4,844	4,409	7,061	8,297
Health Total	58,566	13,701	16,178	14,532	14,155	85,521	16,409	17,974	23,629	27,509
United American Branch Office Agency										
Life	1,531	259	318	435	519	2,563	598	625	680	660
Health										
Limited - Benefit Plans	78,137	26,494	21,658	16,293	13,692	61,881	14,526	15,647	16,664	15,044
Med Supp	17,953	4,417	3,694	4,890	4,952	20,836	4,567	4,348	5,588	6,333
Health Total	96,090	30,911	25,352	21,183	18,644	82,717	19,093	19,995	22,252	21,377
Direct Response										
Life	112,240	25,887	25,964	31,497	28,892	110,617	25,600	25,864	30,995	28,158
Health										
Limited - Benefit Plans	738	738	0	0	0	1	0	1	0	0
Med Supp	5,232	819	817	1,399	2,197	6,747	769	1,402	2,751	1,825
Health Total	5,970	1,557	817	1,399	2,197	6,748	769	1,403	2,751	1,825
Liberty National Captive										
Life	47,088	11,912	11,244	12,533	11,399	49,145	11,000	11,321	13,181	13,643
Health										
Limited - Benefit Plans	13,218	3,614	3,259	3,260	3,085	12,426	3,055	2,997	3,335	3,039
Med Supp	330	54	100	69	107	430	99	90	133	108
Health Total	13,548	3,668	3,359	3,329	3,192	12,856	3,154	3,087	3,468	3,147
American Income										
Life	84,270	20,155	20,863	22,735	20,517	87,855	21,605	21,875	23,580	20,795
Health										
Limited - Benefit Plans	11,347	2,708	2,762	3,085	2,792	12,072	2,982	3,041	3,212	2,837
Med Supp	0	0	0	0	0	0	0	0	0	0
Health Total	11,347	2,708	2,762	3,085	2,792	12,072	2,982	3,041	3,212	2,837
Military										
Life	17,571	3,669	3,873	5,007	5,022	27,879	5,647	6,600	7,969	7,663
UI Agency										
Life	4,436	1,038	925	1,607	866	4,410	926	1,004	1,299	1,181
Other Distribution										
Life	4,166	990	993	1,169	1,014	3,282	919	823	846	694
Total Net Sales										
Life	274,966	64,364	64,935	76,273	69,394	293,653	67,778	69,966	80,760	75,149
Health										
Limited - Benefit Plans	146,193	43,202	40,538	33,188	29,265	147,290	32,128	35,251	39,779	40,132
Med Supp	39,328	9,343	7,930	10,340	11,715	52,624	10,279	10,249	15,533	16,563
Health Total	185,521	52,545	48,468	43,528	40,980	199,914	42,407	45,500	55,312	56,695
Total Life + Health	<u>460,487</u>	<u>116,909</u>	<u>113,403</u>	<u>119,801</u>	<u>110,374</u>	<u>493,567</u>	<u>110,185</u>	<u>115,466</u>	<u>136,072</u>	<u>131,844</u>

* Net sales is defined as annualized premium issued, net of cancellations in the first 30 days after issue, except at Direct Repsonse where the net sales is annualized premium issued at the time the first full premium is paid after any introductory offer period has expired.