

## Torchmark Net Sales Detail

	<u>First Qtr 2006</u>	<u>YTD 2005</u>	<u>Fourth Qtr 2005</u>	<u>Third Qtr 2005</u>	<u>Second Qtr 2005</u>	<u>First Qtr 2005</u>
<b>United American General Agency</b>						
Life	416	3,664	454	755	1,290	1,165
Health						
Limited - Benefit Plans	9,436	42,753	9,648	12,859	10,550	9,696
Med Supp	<u>3,721</u>	<u>15,813</u>	<u>4,053</u>	<u>3,319</u>	<u>3,982</u>	<u>4,459</u>
Health Total	<u>13,157</u>	<u>58,566</u>	<u>13,701</u>	<u>16,178</u>	<u>14,532</u>	<u>14,155</u>
<b>United American Branch Office Agency</b>						
Life	332	1,531	259	318	435	519
Health						
Limited - Benefit Plans	30,148	78,137	26,494	21,658	16,293	13,692
Med Supp	<u>3,976</u>	<u>17,953</u>	<u>4,417</u>	<u>3,694</u>	<u>4,890</u>	<u>4,952</u>
Health Total	<u>34,124</u>	<u>96,090</u>	<u>30,911</u>	<u>25,352</u>	<u>21,183</u>	<u>18,644</u>
<b>Direct Response</b>						
Life	29,957	112,240	25,887	25,964	31,497	28,892
Health						
Limited - Benefit Plans	62	738	738	0	0	0
Med Supp	<u>1,758</u>	<u>5,232</u>	<u>819</u>	<u>817</u>	<u>1,399</u>	<u>2,197</u>
Health Total	<u>1,820</u>	<u>5,970</u>	<u>1,557</u>	<u>817</u>	<u>1,399</u>	<u>2,197</u>
<b>Liberty National Captive</b>						
Life	11,211	47,088	11,912	11,244	12,533	11,399
Health						
Limited - Benefit Plans	2,987	13,218	3,614	3,259	3,260	3,085
Med Supp	<u>64</u>	<u>330</u>	<u>54</u>	<u>100</u>	<u>69</u>	<u>107</u>
Health Total	<u>3,051</u>	<u>13,548</u>	<u>3,668</u>	<u>3,359</u>	<u>3,329</u>	<u>3,192</u>
<b>American Income</b>						
Life	20,765	84,270	20,155	20,863	22,735	20,517
Health						
Limited - Benefit Plans	2,806	11,347	2,708	2,762	3,085	2,792
Med Supp	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>2,806</u>	<u>11,347</u>	<u>2,708</u>	<u>2,762</u>	<u>3,085</u>	<u>2,792</u>
<b>Military</b>						
Life	3,390	17,571	3,669	3,873	5,007	5,022
<b>UI Agency</b>						
Life	901	4,436	1,038	925	1,607	866
<b>Health - Medicare Part D</b>						
	183,826	0	0	0	0	0
<b>Other Distribution</b>						
Life	864	4,166	990	993	1,169	1,014
<b>Total Net Sales</b>						
Life	67,836	274,966	64,364	64,935	76,273	69,394
Health						
Limited - Benefit Plans	45,439	146,193	43,202	40,538	33,188	29,265
Med Supp	9,519	39,328	9,343	7,930	10,340	11,715
Medicare Part D	<u>183,826</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	<u>238,784</u>	<u>185,521</u>	<u>52,545</u>	<u>48,468</u>	<u>43,528</u>	<u>40,980</u>
Total Life + Health	<u><u>306,620</u></u>	<u><u>460,487</u></u>	<u><u>116,909</u></u>	<u><u>113,403</u></u>	<u><u>119,801</u></u>	<u><u>110,374</u></u>

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