

Torchmark Net Sales Detail

	YTD 2006	Fourth Qtr 2006	Third Qtr 2006	Second Qtr 2006	First Qtr 2006	YTD 2005	Fourth Qtr 2005	Third Qtr 2005	Second Qtr 2005	First Qtr 2005
United American General Agency										
Life	816	0	0	400	416	3,664	454	755	1,290	1,165
Health										
Limited - Benefit Plans	19,937	0	0	10,501	9,436	42,753	9,648	12,859	10,550	9,696
Med Supp	9,452	0	0	5,731	3,721	15,813	4,053	3,319	3,982	4,459
Health Total	29,389	0	0	16,232	13,157	58,566	13,701	16,178	14,532	14,155
United American Branch Office Agency										
Life	716	0	0	384	332	1,531	259	318	435	519
Health										
Limited - Benefit Plans	67,428	0	0	37,280	30,148	78,137	26,494	21,658	16,293	13,692
Med Supp	7,251	0	0	3,275	3,976	17,953	4,417	3,694	4,890	4,952
Health Total	74,679	0	0	40,555	34,124	96,090	30,911	25,352	21,183	18,644
Direct Response										
Life	60,905	0	0	30,948	29,957	112,240	25,887	25,964	31,497	28,892
Health										
Limited - Benefit Plans	107	0	0	45	62	738	738	0	0	0
Med Supp	2,994	0	0	1,236	1,758	5,232	819	817	1,399	2,197
Health Total	3,101	0	0	1,281	1,820	5,970	1,557	817	1,399	2,197
Liberty National Captive										
Life	22,467	0	0	11,256	11,211	47,088	11,912	11,244	12,533	11,399
Health										
Limited - Benefit Plans	5,966	0	0	2,979	2,987	13,218	3,614	3,259	3,260	3,085
Med Supp	128	0	0	64	64	330	54	100	69	107
Health Total	6,094	0	0	3,043	3,051	13,548	3,668	3,359	3,329	3,192
American Income										
Life	43,235	0	0	22,470	20,765	84,270	20,155	20,863	22,735	20,517
Health										
Limited - Benefit Plans	5,898	0	0	3,092	2,806	11,347	2,708	2,762	3,085	2,792
Med Supp	0	0	0	0	0	0	0	0	0	0
Health Total	5,898	0	0	3,092	2,806	11,347	2,708	2,762	3,085	2,792
Military										
Life	6,780	0	0	3,390	3,390	17,571	3,669	3,873	5,007	5,022
UI Agency										
Life	1,939	0	0	1,038	901	4,436	1,038	925	1,607	866
Health - Medicare Part D	261,995	0	0	78,169	183,826	0	0	0	0	0
Other Distribution										
Life	1,888	0	0	1,024	864	4,166	990	993	1,169	1,014
Total Net Sales										
Life	138,746	0	0	70,910	67,836	274,966	64,364	64,935	76,273	69,394
Health										
Limited - Benefit Plans	99,336	0	0	53,897	45,439	146,193	43,202	40,538	33,188	29,265
Med Supp	19,825	0	0	10,306	9,519	39,328	9,343	7,930	10,340	11,715
Medicare Part D	261,995	0	0	78,169	183,826	0	0	0	0	0
Health Total	381,156	0	0	142,372	238,784	185,521	52,545	48,468	43,528	40,980
Total Life + Health	<u>519,902</u>	<u>0</u>	<u>0</u>	<u>213,282</u>	<u>306,620</u>	<u>460,487</u>	<u>116,909</u>	<u>113,403</u>	<u>119,801</u>	<u>110,374</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.