

**Torchmark Net Sales Detail**

	<u>YTD 2006</u>	<u>Fourth Qtr 2006</u>	<u>Third Qtr 2006</u>	<u>Second Qtr 2006</u>	<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	1,675	339	520	400	416	3,664	454	755	1,290	1,165
Health										
Limited - Benefit Plans	38,651	9,457	9,257	10,501	9,436	42,753	9,648	12,859	10,550	9,696
Med Supp	<u>16,278</u>	<u>4,279</u>	<u>2,547</u>	<u>5,731</u>	<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	54,929	13,736	11,804	16,232	13,157	58,566	13,701	16,178	14,532	14,155
<b>United American Branch Office Agency</b>										
Life	1,899	643	540	384	332	1,531	259	318	435	519
Health										
Limited - Benefit Plans	146,711	40,878	38,405	37,280	30,148	78,137	26,494	21,658	16,293	13,692
Med Supp	<u>12,765</u>	<u>3,010</u>	<u>2,504</u>	<u>3,275</u>	<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	159,476	43,888	40,909	40,555	34,124	96,090	30,911	25,352	21,183	18,644
<b>Direct Response</b>										
Life	115,031	25,846	28,280	30,948	29,957	112,240	25,887	25,964	31,497	28,892
Health										
Limited - Benefit Plans	623	379	137	45	62	738	738	0	0	0
Med Supp	<u>4,721</u>	<u>934</u>	<u>793</u>	<u>1,236</u>	<u>1,758</u>	<u>5,232</u>	<u>819</u>	<u>817</u>	<u>1,399</u>	<u>2,197</u>
Health Total	5,344	1,313	930	1,281	1,820	5,970	1,557	817	1,399	2,197
<b>Liberty National Captive</b>										
Life	41,369	9,180	9,722	11,256	11,211	47,088	11,912	11,244	12,533	11,399
Health										
Limited - Benefit Plans	11,588	2,613	3,009	2,979	2,987	13,218	3,614	3,259	3,260	3,085
Med Supp	<u>216</u>	<u>53</u>	<u>35</u>	<u>64</u>	<u>64</u>	<u>330</u>	<u>54</u>	<u>100</u>	<u>69</u>	<u>107</u>
Health Total	11,804	2,666	3,044	3,043	3,051	13,548	3,668	3,359	3,329	3,192
<b>American Income</b>										
Life	86,369	20,992	22,142	22,470	20,765	84,270	20,155	20,863	22,735	20,517
Health										
Limited - Benefit Plans	11,685	2,752	3,035	3,092	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>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	11,685	2,752	3,035	3,092	2,806	11,347	2,708	2,762	3,085	2,792
<b>Military</b>										
Life	12,005	2,568	2,657	3,390	3,390	17,571	3,669	3,873	5,007	5,022
<b>UI Agency</b>										
Life	3,464	619	906	1,038	901	4,436	1,038	925	1,607	866
<b>Health - Medicare Part D</b>										
	278,023	8,140	7,888	78,169	183,826	0	0	0	0	0
<b>Other Distribution</b>										
Life	3,685	1,011	786	1,024	864	4,166	990	993	1,169	1,014
<b>Total Net Sales</b>										
Life	265,497	61,198	65,553	70,910	67,836	274,966	64,364	64,935	76,273	69,394
Health										
Limited - Benefit Plans	209,258	56,079	53,843	53,897	45,439	146,193	43,202	40,538	33,188	29,265
Med Supp	<u>33,980</u>	<u>8,276</u>	<u>5,879</u>	<u>10,306</u>	<u>9,519</u>	<u>39,328</u>	<u>9,343</u>	<u>7,930</u>	<u>10,340</u>	<u>11,715</u>
Medicare Part D	<u>278,023</u>	<u>8,140</u>	<u>7,888</u>	<u>78,169</u>	<u>183,826</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Health Total	521,261	72,495	67,610	142,372	238,784	185,521	52,545	48,468	43,528	40,980
<b>Total Life + Health</b>	<u>786,758</u>	<u>133,693</u>	<u>133,163</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.