

Torchmark Net Sales Detail

	First Qtr 2007	YTD 2006	Fourth Qtr 2006	Third Qtr 2006	Second Qtr 2006	First Qtr 2006
United American General Agency						
Life	121	1,675	339	520	400	416
Health						
Limited - Benefit Plans	7,457	38,651	9,457	9,257	10,501	9,436
Med Supp	2,647	16,278	4,279	2,547	5,731	3,721
Health Total	10,104	54,929	13,736	11,804	16,232	13,157
United American Branch Office Agency						
Life	517	1,899	643	540	384	332
Health						
Limited - Benefit Plans	39,417	146,711	40,878	38,405	37,280	30,148
Med Supp	2,910	12,765	3,010	2,504	3,275	3,976
Health Total	42,327	159,476	43,888	40,909	40,555	34,124
Direct Response						
Life	28,238	115,031	25,846	28,280	30,948	29,957
Health						
Limited - Benefit Plans	63	623	379	137	45	62
Med Supp	1,683	4,721	934	793	1,236	1,758
Health Total	1,746	5,344	1,313	930	1,281	1,820
Liberty National Captive						
Life	8,782	41,369	9,180	9,722	11,256	11,211
Health						
Limited - Benefit Plans	2,143	11,588	2,613	3,009	2,979	2,987
Med Supp	46	216	53	35	64	64
Health Total	2,189	11,804	2,666	3,044	3,043	3,051
American Income						
Life	20,898	86,369	20,992	22,142	22,470	20,765
Health						
Limited - Benefit Plans	2,568	11,685	2,752	3,035	3,092	2,806
Med Supp	0	0	0	0	0	0
Health Total	2,568	11,685	2,752	3,035	3,092	2,806
Military						
Life	2,449	12,005	2,568	2,657	3,390	3,390
UI Agency						
Life	517	3,464	619	906	1,038	901
Health - Medicare Part D						
	17,346	278,023	8,140	7,888	78,169	183,826
Other Distribution						
Life	853	3,685	1,011	786	1,024	864
Total Net Sales						
Life	62,375	265,497	61,198	65,553	70,910	67,836
Health						
Limited - Benefit Plans	51,648	209,258	56,079	53,843	53,897	45,439
Med Supp	7,286	33,980	8,276	5,879	10,306	9,519
Medicare Part D	17,346	278,023	8,140	7,888	78,169	183,826
Health Total	76,280	521,261	72,495	67,610	142,372	238,784
Total Life + Health	138,655	786,758	133,693	133,163	213,282	306,620

* 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.