

Torchmark Net Sales Detail

	<u>YTD 2007</u>	<u>Second Qtr 2007</u>	<u>First Qtr 2007</u>	<u>YTD 2006</u>	<u>Fourth Qtr 2006</u>	<u>Third Qtr 2006</u>	<u>Second Qtr 2006</u>	<u>First Qtr 2006</u>
United American General Agency								
Life	310	189	121	1,675	339	520	400	416
Health								
Limited - Benefit Plans	17,712	10,255	7,457	38,651	9,457	9,257	10,501	9,436
Med Supp	5,655	3,008	2,647	16,278	4,279	2,547	5,731	3,721
Health Total	<u>23,367</u>	<u>13,263</u>	<u>10,104</u>	<u>54,929</u>	<u>13,736</u>	<u>11,804</u>	<u>16,232</u>	<u>13,157</u>
United American Branch Office Agency								
Life	1,456	939	517	1,899	643	540	384	332
Health								
Limited - Benefit Plans	80,960	41,543	39,417	146,711	40,878	38,405	37,280	30,148
Med Supp	5,304	2,394	2,910	12,765	3,010	2,504	3,275	3,976
Health Total	<u>86,264</u>	<u>43,937</u>	<u>42,327</u>	<u>159,476</u>	<u>43,888</u>	<u>40,909</u>	<u>40,555</u>	<u>34,124</u>
Direct Response								
Life	57,644	29,406	28,238	115,031	25,846	28,280	30,948	29,957
Health								
Limited - Benefit Plans	101	38	63	623	379	137	45	62
Med Supp	3,073	1,390	1,683	4,721	934	793	1,236	1,758
Health Total	<u>3,174</u>	<u>1,428</u>	<u>1,746</u>	<u>5,344</u>	<u>1,313</u>	<u>930</u>	<u>1,281</u>	<u>1,820</u>
Liberty National Captive								
Life	17,806	9,024	8,782	41,369	9,180	9,722	11,256	11,211
Health								
Limited - Benefit Plans	4,532	2,389	2,143	11,588	2,613	3,009	2,979	2,987
Med Supp	95	49	46	216	53	35	64	64
Health Total	<u>4,627</u>	<u>2,438</u>	<u>2,189</u>	<u>11,804</u>	<u>2,666</u>	<u>3,044</u>	<u>3,043</u>	<u>3,051</u>
American Income								
Life	43,661	22,763	20,898	86,369	20,992	22,142	22,470	20,765
Health								
Limited - Benefit Plans	5,338	2,770	2,568	11,685	2,752	3,035	3,092	2,806
Med Supp	0	0	0	0	0	0	0	0
Health Total	<u>5,338</u>	<u>2,770</u>	<u>2,568</u>	<u>11,685</u>	<u>2,752</u>	<u>3,035</u>	<u>3,092</u>	<u>2,806</u>
Military								
Life	5,375	2,926	2,449	12,005	2,568	2,657	3,390	3,390
UI Agency								
Life	1,918	1,401	517	3,464	619	906	1,038	901
Health - Medicare Part D								
	24,203	6,857	17,346	278,023	8,140	7,888	78,169	183,826
Other Distribution								
Life	1,634	781	853	3,685	1,011	786	1,024	864
Total Net Sales								
Life	129,804	67,429	62,375	265,497	61,198	65,553	70,910	67,836
Health								
Limited - Benefit Plans	108,643	56,995	51,648	209,258	56,079	53,843	53,897	45,439
Med Supp	14,127	6,841	7,286	33,980	8,276	5,879	10,306	9,519
Medicare Part D	24,203	6,857	17,346	278,023	8,140	7,888	78,169	183,826
Health Total	<u>146,973</u>	<u>70,693</u>	<u>76,280</u>	<u>521,261</u>	<u>72,495</u>	<u>67,610</u>	<u>142,372</u>	<u>238,784</u>
Total Life + Health	<u><u>276,777</u></u>	<u><u>138,122</u></u>	<u><u>138,655</u></u>	<u><u>786,758</u></u>	<u><u>133,693</u></u>	<u><u>133,163</u></u>	<u><u>213,282</u></u>	<u><u>306,620</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.