

## Torchmark Net Sales Detail

	YTD 2007	Third Qtr 2007	Second Qtr 2007	First Qtr 2007	YTD 2006	Fourth Qtr 2006	Third Qtr 2006	Second Qtr 2006	First Qtr 2006
<b>United American General Agency</b>									
Life	443	133	189	121	1,675	339	520	400	416
Health									
Limited - Benefit Plans	26,225	8,513	10,255	7,457	38,651	9,457	9,257	10,501	9,436
Med Supp	7,929	2,274	3,008	2,647	16,278	4,279	2,547	5,731	3,721
Health Total	34,154	10,787	13,263	10,104	54,929	13,736	11,804	16,232	13,157
<b>United American Branch Office Agency</b>									
Life	3,041	1,585	939	517	1,899	643	540	384	332
Health									
Limited - Benefit Plans	118,718	37,758	41,543	39,417	146,711	40,878	38,405	37,280	30,148
Med Supp	7,632	2,328	2,394	2,910	12,765	3,010	2,504	3,275	3,976
Health Total	126,350	40,086	43,937	42,327	159,476	43,888	40,909	40,555	34,124
<b>Direct Response</b>									
Life	85,311	27,667	29,406	28,238	115,031	25,846	28,280	30,948	29,957
Health									
Limited - Benefit Plans	130	29	38	63	623	379	137	45	62
Med Supp	4,049	976	1,390	1,683	4,721	934	793	1,236	1,758
Health Total	4,179	1,005	1,428	1,746	5,344	1,313	930	1,281	1,820
<b>Liberty National Captive</b>									
Life	26,676	8,870	9,024	8,782	41,369	9,180	9,722	11,256	11,211
Health									
Limited - Benefit Plans	7,103	2,571	2,389	2,143	11,588	2,613	3,009	2,979	2,987
Med Supp	119	24	49	46	216	53	35	64	64
Health Total	7,222	2,595	2,438	2,189	11,804	2,666	3,044	3,043	3,051
<b>American Income</b>									
Life	68,080	24,419	22,763	20,898	86,369	20,992	22,142	22,470	20,765
Health									
Limited - Benefit Plans	8,356	3,018	2,770	2,568	11,685	2,752	3,035	3,092	2,806
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	8,356	3,018	2,770	2,568	11,685	2,752	3,035	3,092	2,806
<b>Military</b>									
Life	7,576	2,201	2,926	2,449	12,005	2,568	2,657	3,390	3,390
<b>UI Agency</b>									
Life	2,600	682	1,401	517	3,464	619	906	1,038	901
<b>Health - Medicare Part D</b>	29,583	5,380	6,857	17,346	278,023	8,140	7,888	78,169	183,826
<b>Other Distribution</b>									
Life	2,191	557	781	853	3,685	1,011	786	1,024	864
<b>Total Net Sales</b>									
Life	195,918	66,114	67,429	62,375	265,497	61,198	65,553	70,910	67,836
Health									
Limited - Benefit Plans	160,532	51,889	56,995	51,648	209,258	56,079	53,843	53,897	45,439
Med Supp	19,729	5,602	6,841	7,286	33,980	8,276	5,879	10,306	9,519
Medicare Part D	29,583	5,380	6,857	17,346	278,023	8,140	7,888	78,169	183,826
Health Total	209,844	62,871	70,693	76,280	521,261	72,495	67,610	142,372	238,784
<b>Total Life + Health</b>	<u>405,762</u>	<u>128,985</u>	<u>138,122</u>	<u>138,655</u>	<u>786,758</u>	<u>133,693</u>	<u>133,163</u>	<u>213,282</u>	<u>306,620</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.