

Torchmark Net Sales Detail

	YTD 2007	Fourth Qtr 2007	Third Qtr 2007	Second Qtr 2007	First Qtr 2007	YTD 2006	Fourth Qtr 2006	Third Qtr 2006	Second Qtr 2006	First Qtr 2006
United American General Agency										
Life	599	156	133	189	121	1,675	339	520	400	416
Health										
Limited - Benefit Plans	33,917	7,692	8,513	10,255	7,457	38,651	9,457	9,257	10,501	9,436
Med Supp	16,381	8,452	2,274	3,008	2,647	16,278	4,279	2,547	5,731	3,721
Health Total	50,298	16,144	10,787	13,263	10,104	54,929	13,736	11,804	16,232	13,157
United American Branch Office Agency										
Life	4,698	1,657	1,585	939	517	1,899	643	540	384	332
Health										
Limited - Benefit Plans	151,924	33,206	37,758	41,543	39,417	146,711	40,878	38,405	37,280	30,148
Med Supp	10,406	2,774	2,328	2,394	2,910	12,765	3,010	2,504	3,275	3,976
Health Total	162,330	35,980	40,086	43,937	42,327	159,476	43,888	40,909	40,555	34,124
Direct Response										
Life	114,232	28,921	27,667	29,406	28,238	115,031	25,846	28,280	30,948	29,957
Health										
Limited - Benefit Plans	477	347	29	38	63	623	379	137	45	62
Med Supp	4,985	936	976	1,390	1,683	4,721	934	793	1,236	1,758
Health Total	5,462	1,283	1,005	1,428	1,746	5,344	1,313	930	1,281	1,820
Liberty National Captive										
Life	36,981	10,305	8,870	9,024	8,782	41,369	9,180	9,722	11,256	11,211
Health										
Limited - Benefit Plans	9,842	2,739	2,571	2,389	2,143	11,588	2,613	3,009	2,979	2,987
Med Supp	130	11	24	49	46	216	53	35	64	64
Health Total	9,972	2,750	2,595	2,438	2,189	11,804	2,666	3,044	3,043	3,051
American Income										
Life	92,306	24,226	24,419	22,763	20,898	86,369	20,992	22,142	22,470	20,765
Health										
Limited - Benefit Plans	11,307	2,951	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	0
Health Total	11,307	2,951	3,018	2,770	2,568	11,685	2,752	3,035	3,092	2,806
Military										
Life	9,397	1,821	2,201	2,926	2,449	12,005	2,568	2,657	3,390	3,390
UI Agency										
Life	3,064	464	682	1,401	517	3,464	619	906	1,038	901
Health - Medicare Part D	37,913	8,330	5,380	6,857	17,346	278,023	8,140	7,888	78,169	183,826
Other Distribution										
Life	2,969	778	557	781	853	3,685	1,011	786	1,024	864
Total Net Sales										
Life	264,246	68,328	66,114	67,429	62,375	265,497	61,198	65,553	70,910	67,836
Health										
Limited - Benefit Plans	207,467	46,935	51,889	56,995	51,648	209,258	56,079	53,843	53,897	45,439
Med Supp	31,902	12,173	5,602	6,841	7,286	33,980	8,276	5,879	10,306	9,519
Medicare Part D	37,913	8,330	5,380	6,857	17,346	278,023	8,140	7,888	78,169	183,826
Health Total	277,282	67,438	62,871	70,693	76,280	521,261	72,495	67,610	142,372	238,784
Total Life + Health	<u>541,528</u>	<u>135,766</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.