

Torchmark Health Net Sales Detail

	<u>YTD 2008</u>	<u>Second Qtr 2008</u>	<u>First Qtr 2008</u>	<u>YTD 2007</u>	<u>Fourth Qtr 2007</u>	<u>Third Qtr 2007</u>	<u>Second Qtr 2007</u>	<u>First Qtr 2007</u>
United American General Agency								
Health								
Limited - Benefit Plans	13,527	6,315	7,212	33,917	7,692	8,513	10,255	7,457
Med Supp	<u>6,065</u>	<u>3,374</u>	<u>2,691</u>	<u>16,381</u>	<u>8,452</u>	<u>2,274</u>	<u>3,008</u>	<u>2,647</u>
Health Total	<u>19,592</u>	<u>9,689</u>	<u>9,903</u>	<u>50,298</u>	<u>16,144</u>	<u>10,787</u>	<u>13,263</u>	<u>10,104</u>
United American Branch Office Agency								
Health								
Limited - Benefit Plans	41,756	18,765	22,991	151,924	33,206	37,758	41,543	39,417
Med Supp	<u>4,125</u>	<u>1,785</u>	<u>2,340</u>	<u>10,406</u>	<u>2,774</u>	<u>2,328</u>	<u>2,394</u>	<u>2,910</u>
Health Total	<u>45,881</u>	<u>20,550</u>	<u>25,331</u>	<u>162,330</u>	<u>35,980</u>	<u>40,086</u>	<u>43,937</u>	<u>42,327</u>
Direct Response								
Health								
Limited - Benefit Plans	303	87	216	477	347	29	38	63
Med Supp	<u>2,498</u>	<u>1,232</u>	<u>1,266</u>	<u>4,985</u>	<u>936</u>	<u>976</u>	<u>1,390</u>	<u>1,683</u>
Health Total	<u>2,801</u>	<u>1,319</u>	<u>1,482</u>	<u>5,462</u>	<u>1,283</u>	<u>1,005</u>	<u>1,428</u>	<u>1,746</u>
Liberty National Captive								
Health								
Limited - Benefit Plans	5,170	2,893	2,277	9,842	2,739	2,571	2,389	2,143
Med Supp	<u>62</u>	<u>40</u>	<u>22</u>	<u>130</u>	<u>11</u>	<u>24</u>	<u>49</u>	<u>46</u>
Health Total	<u>5,232</u>	<u>2,933</u>	<u>2,299</u>	<u>9,972</u>	<u>2,750</u>	<u>2,595</u>	<u>2,438</u>	<u>2,189</u>
American Income								
Health								
Limited - Benefit Plans	5,894	3,123	2,771	11,307	2,951	3,018	2,770	2,568
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>
Health Total	<u>5,894</u>	<u>3,123</u>	<u>2,771</u>	<u>11,307</u>	<u>2,951</u>	<u>3,018</u>	<u>2,770</u>	<u>2,568</u>
Total Health Net Sales								
Health								
Limited - Benefit Plans	66,650	31,183	35,467	207,467	46,935	51,889	56,995	51,648
Med Supp	<u>12,750</u>	<u>6,431</u>	<u>6,319</u>	<u>31,902</u>	<u>12,173</u>	<u>5,602</u>	<u>6,841</u>	<u>7,286</u>
Health Total	<u><u>79,400</u></u>	<u><u>37,614</u></u>	<u><u>41,786</u></u>	<u><u>239,369</u></u>	<u><u>59,108</u></u>	<u><u>57,491</u></u>	<u><u>63,836</u></u>	<u><u>58,934</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.