

Torchmark Corporation

Producing Exclusive Agent Counts

	UA Branch Office			Liberty National			American Income		
	<u>First Year</u>	<u>Renewal Year</u>	<u>Total</u>	<u>First Year</u>	<u>Renewal Year</u>	<u>Total</u>	<u>First Year</u>	<u>Renewal Year</u>	<u>Total</u>
3 04	1,042	598	1,640	NA	NA	NA	1,327	700	2,027
6 04	1,081	599	1,680	NA	NA	NA	1,339	712	2,051
9 04	1,056	645	1,701	NA	NA	NA	1,334	716	2,050
12 04	1,055	622	1,677	900	1,262	2,025 *	1,374	716	2,090
3 05	1,132	645	1,777	NA	NA	NA	1,422	723	2,145
6 05	1,294	621	1,915	NA	NA	NA	1,393	745	2,138
9 05	1,232	622	1,854	NA	NA	NA	1,409	743	2,152
12 05	1,517	649	2,166	1,049	1,134	2,183 *	1,266	761	2,027
3 06	1,733	658	2,391	994	1,107	2,101 *	1,520	737	2,257
6 06	2,068	697	2,765	976	1,009	1,985 *	1,569	743	2,312
9 06	2,244	729	2,973	1,120	902	2,022 *	1,668	780	2,448
12 06	2,221	794	3,015	939	780	1,719 *	1,584	769	2,353
3 07	2,326	825	3,151	1,037	720	1,757 *	1,623	782	2,405
6 07	2,411	841	3,252	1,273	666	1,939 *	1,639	764	2,403
9 07	2,448	898	3,346	1,427	624	2,051 *	1,829	787	2,616
12 07	2,097	882	2,979	1,883	586	2,469 *	1,776	769	2,545
3 08	1,820	850	2,670	2,252	588	2,840	1,827	789	2,616
6 08	1,548	758	2,306	2,576	613	3,189	1,987	818	2,805

* Revised 3/08 to include Unit and Branch Managers