

Torchmark Health Net Sales Detail

	<u>YTD 2008</u>	<u>Third Qtr 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	18,581	5,054	6,315	7,212	33,917	7,692	8,513	10,255	7,457
Med Supp	<u>8,310</u>	<u>2,245</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>26,891</u>	<u>7,299</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	55,179	13,423	18,765	22,991	151,924	33,206	37,758	41,543	39,417
Med Supp	<u>5,572</u>	<u>1,447</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>60,751</u>	<u>14,870</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	306	3	87	216	477	347	29	38	63
Med Supp	<u>3,237</u>	<u>739</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>3,543</u>	<u>742</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	8,459	3,289	2,893	2,277	9,842	2,739	2,571	2,389	2,143
Med Supp	<u>82</u>	<u>20</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>8,541</u>	<u>3,309</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	8,923	3,029	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>	<u>0</u>
Health Total	<u>8,923</u>	<u>3,029</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	91,448	24,798	31,183	35,467	207,467	46,935	51,889	56,995	51,648
Med Supp	<u>17,201</u>	<u>4,451</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>108,649</u>	<u>29,249</u>	<u>37,614</u>	<u>41,786</u>	<u>239,369</u>	<u>59,108</u>	<u>57,491</u>	<u>63,836</u>	<u>58,934</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.