

## Torchmark Health Net Sales Detail

	<u>YTD 2008</u>	<u>Fourth Qtr 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>
<b>United American General Agency</b>										
Health										
Limited - Benefit Plans	23,084	4,503	5,054	6,315	7,212	33,917	7,692	8,513	10,255	7,457
Med Supp	<u>14,517</u>	<u>6,207</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>37,601</u>	<u>10,710</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>
<b>United American Branch Office Agency</b>										
Health										
Limited - Benefit Plans	64,126	8,947	13,423	18,765	22,991	151,924	33,206	37,758	41,543	39,417
Med Supp	<u>7,422</u>	<u>1,850</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>71,548</u>	<u>10,797</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>
<b>Direct Response</b>										
Health										
Limited - Benefit Plans	325	19	3	87	216	477	347	29	38	63
Med Supp	<u>5,498</u>	<u>2,261</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>5,823</u>	<u>2,280</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>
<b>Liberty National Captive</b>										
Health										
Limited - Benefit Plans	12,087	3,628	3,289	2,893	2,277	9,842	2,739	2,571	2,389	2,143
Med Supp	<u>96</u>	<u>14</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>12,183</u>	<u>3,642</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>
<b>American Income</b>										
Health										
Limited - Benefit Plans	11,848	2,925	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>	<u>0</u>
Health Total	<u>11,848</u>	<u>2,925</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>
<b>Total Health Net Sales</b>										
Health										
Limited - Benefit Plans	111,470	20,022	24,798	31,183	35,467	207,467	46,935	51,889	56,995	51,648
Med Supp	<u>27,533</u>	<u>10,332</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>139,003</u>	<u>30,354</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 sale is annualized premium issued at the time the first full premium is paid after any introductory offer period has expired