

Torchmark Health Net Sales Detail

	<u>YTD 2009</u>	<u>Third Qtr 2009</u>	<u>Second Qtr 2009</u>	<u>First Qtr 2009</u>	<u>YTD 2008</u>	<u>Fourth Qtr 2008</u>	<u>Third Qtr 2008</u>	<u>Second Qtr 2008</u>	<u>First Qtr 2008</u>
United American General Agency									
Health									
Limited - Benefit Plans	10,202	2,940	3,536	3,726	23,084	4,503	5,054	6,315	7,212
Med Supp	10,539	4,351	2,565	3,623	14,517	6,207	2,245	3,374	2,691
Health Total	<u>20,741</u>	<u>7,291</u>	<u>6,101</u>	<u>7,349</u>	<u>37,601</u>	<u>10,710</u>	<u>7,299</u>	<u>9,689</u>	<u>9,903</u>
United American Branch Office Agency									
Health									
Limited - Benefit Plans	11,600	2,330	3,744	5,526	64,126	8,947	13,423	18,765	22,991
Med Supp	3,410	783	1,144	1,483	7,422	1,850	1,447	1,785	2,340
Health Total	<u>15,010</u>	<u>3,113</u>	<u>4,888</u>	<u>7,009</u>	<u>71,548</u>	<u>10,797</u>	<u>14,870</u>	<u>20,550</u>	<u>25,331</u>
Direct Response									
Health									
Limited - Benefit Plans	636	87	544	5	325	19	3	87	216
Med Supp	2,294	834	1,052	408	5,498	2,261	739	1,232	1,266
Health Total	<u>2,930</u>	<u>921</u>	<u>1,596</u>	<u>413</u>	<u>5,823</u>	<u>2,280</u>	<u>742</u>	<u>1,319</u>	<u>1,482</u>
Liberty National Captive									
Health									
Limited - Benefit Plans	9,417	3,107	3,371	2,939	12,087	3,628	3,289	2,893	2,277
Med Supp	61	15	9	37	96	14	20	40	22
Health Total	<u>9,478</u>	<u>3,122</u>	<u>3,380</u>	<u>2,976</u>	<u>12,183</u>	<u>3,642</u>	<u>3,309</u>	<u>2,933</u>	<u>2,299</u>
American Income									
Health									
Limited - Benefit Plans	9,761	3,388	3,591	2,782	11,848	2,925	3,029	3,123	2,771
Med Supp	0	0	0	0	0	0	0	0	0
Health Total	<u>9,761</u>	<u>3,388</u>	<u>3,591</u>	<u>2,782</u>	<u>11,848</u>	<u>2,925</u>	<u>3,029</u>	<u>3,123</u>	<u>2,771</u>
Total Health Net Sales									
Health									
Limited - Benefit Plans	41,616	11,852	14,786	14,978	111,470	20,022	24,798	31,183	35,467
Med Supp	16,304	5,983	4,770	5,551	27,533	10,332	4,451	6,431	6,319
Health Total	<u>57,920</u>	<u>17,835</u>	<u>19,556</u>	<u>20,529</u>	<u>139,003</u>	<u>30,354</u>	<u>29,249</u>	<u>37,614</u>	<u>41,786</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.