

## Torchmark Corporation Producing Exclusive Agent Counts

	<u>Liberty National</u>			<u>American Income</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	1,327	700	2,027
6 04	1,081	599	1,680	1,339	712	2,051
9 04	1,056	645	1,701	1,334	716	2,050
12 04	1,822	1,880	3,702	1,374	716	2,090
3 05	1,132	645	1,777	1,422	723	2,145
6 05	1,294	621	1,915	1,393	745	2,138
9 05	1,232	622	1,854	1,409	743	2,152
12 05	2,576	1,766	4,342 <sup>(2)</sup>	1,266	761	2,027
3 06	2,776 <sup>(2)</sup>	1,753 <sup>(2)</sup>	4,529 <sup>(2)</sup>	1,520	737	2,257
6 06	3,087 <sup>(2)</sup>	1,691 <sup>(2)</sup>	4,778 <sup>(2)</sup>	1,569	743	2,312
9 06	3,381 <sup>(2)</sup>	1,612 <sup>(2)</sup>	4,993 <sup>(2)</sup>	1,668	780	2,448
12 06	3,172 <sup>(2)</sup>	1,577 <sup>(2)</sup>	4,749 <sup>(2)</sup>	1,584	769	2,353
3 07	3,436 <sup>(2)</sup>	1,548 <sup>(2)</sup>	4,984 <sup>(2)</sup>	1,623	782	2,405
6 07	3,737 <sup>(2)</sup>	1,510 <sup>(2)</sup>	5,247 <sup>(2)</sup>	1,639	764	2,403
9 07	3,989 <sup>(2)</sup>	1,522 <sup>(2)</sup>	5,511 <sup>(2)</sup>	1,829	787	2,616
12 07	3,922 <sup>(3)</sup>	1,467 <sup>(3)</sup>	5,389 <sup>(3)</sup>	1,776	769	2,545
3 08	4,039 <sup>(3)</sup>	1,434 <sup>(3)</sup>	5,473 <sup>(3)</sup>	1,827	789	2,616
6 08	4,035 <sup>(3)</sup>	1,372 <sup>(3)</sup>	5,407 <sup>(3)</sup>	1,987	818	2,805
9 08	3,872 <sup>(3)</sup>	1,280 <sup>(3)</sup>	5,152 <sup>(3)</sup>	2,051	836	2,887
12 08	3,876 <sup>(1)(3)</sup>	1,144 <sup>(1)(3)</sup>	5,020 <sup>(1)(3)</sup>	2,209	876	3,085
3 09	4,057	1,073	5,130	2,587	919	3,506
6 09	3,464	960	4,424	2,801	1,021	3,822
9 09	2,733	859	3,592	2,877	1,052	3,929
12 09	1,689	782	2,471	3,111	1,043	4,154
3 10	1,533	695	2,228	3,020	1,181	4,201
6 10	1,585	667	2,252	3,023	1,177	4,200
9 10	1,546	626	2,172	2,868	1,197	4,065
12 10	1,375	626	2,001	2,710	1,202	3,912

(1) Revised due to reclass of agents between UA and LNL

(2) Revised to exclude agents who sold only lead generating products and to include all agents who produced within last 60 days

(3) Revised to exclude agents who sold only lead generating products