

## Torchmark Health Net Sales Detail

	<u>First Qtr 2012</u>	<u>YTD 2011</u>	<u>Fourth Qtr 2011</u>	<u>Third Qtr 2011</u>	<u>Second Qtr 2011</u>	<u>First Qtr 2011</u>
<b>United American General Agency</b>						
Health						
Limited - Benefit Plans	230	1,065	284	243	289	249
Med Supp	7,607	31,584	12,925	7,368	4,420	6,871
Health Total	<u>7,837</u>	<u>32,649</u>	<u>13,209</u>	<u>7,611</u>	<u>4,709</u>	<u>7,120</u>
<b>Direct Response</b>						
Health						
Limited - Benefit Plans	72	868	71	103	669	25
Med Supp	1,512	4,123	897	894	659	1,673
Health Total	<u>1,584</u>	<u>4,991</u>	<u>968</u>	<u>997</u>	<u>1,328</u>	<u>1,698</u>
<b>Liberty National Captive</b>						
Health						
Limited - Benefit Plans	3,247	15,033	4,310	4,517	3,791	2,415
Med Supp	210	1,814	464	417	377	556
Health Total	<u>3,457</u>	<u>16,847</u>	<u>4,774</u>	<u>4,934</u>	<u>4,168</u>	<u>2,971</u>
<b>American Income</b>						
Health						
Limited - Benefit Plans	2,185	9,572	2,202	2,286	2,585	2,499
Med Supp	0	0	0	0	0	0
Health Total	<u>2,185</u>	<u>9,572</u>	<u>2,202</u>	<u>2,286</u>	<u>2,585</u>	<u>2,499</u>
<b>Total Health Net Sales</b>						
Health						
<b>Limited - Benefit Plans</b>	5,734	26,538	6,867	7,149	7,334	5,188
<b>Med Supp</b>	9,329	37,521	14,286	8,679	5,456	9,100
<b>Health Total</b>	<u><u>15,063</u></u>	<u><u>64,059</u></u>	<u><u>21,153</u></u>	<u><u>15,828</u></u>	<u><u>12,790</u></u>	<u><u>14,288</u></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.