

Torchmark Corporation
Producing Exclusive Agent Counts

	Liberty National			American Income			Family Heritage Life		
	First Year	Renewal Year	Total	First Year	Renewal Year	Total	First Year	Renewal Year	Total
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 ⁽²⁾	1,266	761	2,027			
3 06	2,776 ⁽²⁾	1,753 ⁽²⁾	4,529 ⁽²⁾	1,520	737	2,257			
6 06	3,087 ⁽²⁾	1,691 ⁽²⁾	4,778 ⁽²⁾	1,569	743	2,312			
9 06	3,381 ⁽²⁾	1,612 ⁽²⁾	4,993 ⁽²⁾	1,668	780	2,448			
12 06	3,172 ⁽²⁾	1,577 ⁽²⁾	4,749 ⁽²⁾	1,584	769	2,353			
3 07	3,436 ⁽²⁾	1,548 ⁽²⁾	4,984 ⁽²⁾	1,623	782	2,405			
6 07	3,737 ⁽²⁾	1,510 ⁽²⁾	5,247 ⁽²⁾	1,639	764	2,403			
9 07	3,989 ⁽²⁾	1,522 ⁽²⁾	5,511 ⁽²⁾	1,829	787	2,616			
12 07	3,922 ⁽³⁾	1,467 ⁽³⁾	5,389 ⁽³⁾	1,776	769	2,545			
3 08	4,039 ⁽³⁾	1,434 ⁽³⁾	5,473 ⁽³⁾	1,827	789	2,616			
6 08	4,035 ⁽³⁾	1,372 ⁽³⁾	5,407 ⁽³⁾	1,987	818	2,805			
9 08	3,872 ⁽³⁾	1,280 ⁽³⁾	5,152 ⁽³⁾	2,051	836	2,887			
12 08	3,876 ⁽¹⁾⁽³⁾	1,144 ⁽¹⁾⁽³⁾	5,020 ⁽¹⁾⁽³⁾	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			
3 11	1,217	627	1,844	2,809	1,230	4,039			
6 11	1,213	579	1,792	3,100	1,232	4,332			
9 11	1,026	552	1,578	3,195	1,253	4,448			
12 11	697	648	1,345	3,127	1,254	4,381			
3 12	644	632	1,276	3,812	1,292	5,104			
6 12	726	629	1,355	4,012	1,306	5,318			
9 12	808	593	1,401	4,142	1,330	5,472			
12 12	854	565	1,419	3,809	1,367	5,176	528	632	1,160