

**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 <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			
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	330	372	702
3 13	837	538	1,375	4,197	1,415	5,612	325	404	729

(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