

Torchmark Corporation
Producing Exclusive Agent Counts

	Liberty National				American Income				Family Heritage Life			
	First Year	Renewal Year	Total	Qtr Avg (4)	First Year	Renewal Year	Total	Qtr Avg (4)	First Year	Renewal Year	Total	Qtr Avg (4)
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		330	372	702	
3 13	837	538	1,375		4,197	1,415	5,612		325	404	729	
6 13	769	514	1,283		4,113	1,427	5,540		345	399	744	
9 13	800	520	1,320		4,000	1,449	5,449		332	385	717	
12 13	925	505	1,430		3,874	1,428	5,302		311	384	695	
3 14	944	507	1,451	1,400	4,121	1,379	5,500	5,298	288	401	689	658
6 14	1,003	497	1,500	1,492	4,463	1,427	5,890	5,744	348	423	771	758
9 14	1,100	504	1,604	1,554	4,615	1,540	6,155	6,106	352	409	761	763
12 14	994	504	1,498	1,572	4,826	1,608	6,434	6,323	348	437	785	782
3 15	1,039	505	1,544	1,464	4,909	1,632	6,541	6,317	448	433	881	784
6 15	1,064	486	1,550	1,550	4,844	1,672	6,516	6,603	544	425	969	960
9 15	1,092	510	1,602	1,586	4,873	1,785	6,658	6,604	432	422	854	905
12 15	976	502	1,478	1,539	4,771	1,781	6,552	6,590	464	447	911	877
3 16	1,222	489	1,711	1,542	4,404	1,821	6,225	6,206	443	438	881	827
6 16	1,305	507	1,812	1,739	4,857	1,916	6,773	6,599	528	427	955	933

(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

(4) The agent counts at the end of each week are used to calculate the average agent count for the quarter.