

Torchmark Corporation
Producing Exclusive Agent Counts
(Unaudited)

		Liberty National				American Income				Family Heritage Life			
		<u>First Year</u>	<u>Renewal Year</u>	<u>Total</u>	<u>Qtr Avg (1)</u>	<u>First Year</u>	<u>Renewal Year</u>	<u>Total</u>	<u>Qtr Avg (1)</u>	<u>First Year</u>	<u>Renewal Year</u>	<u>Total</u>	<u>Qtr Avg (1)</u>
3	19	1,619	678	2,297	2,179	5,053	2,180	7,233	6,865	510	510	1,020	1,002
12	18	1,501	658	2,159	2,172	4,770	2,124	6,894	6,936	571	526	1,097	1,129
9	18	1,551	670	2,221	2,180	4,940	2,126	7,066	7,105	626	517	1,143	1,086
6	18	1,529	669	2,198	2,185	5,000	2,143	7,143	7,064	586	504	1,090	1,052
3	18	1,573	651	2,224	2,087	4,839	2,108	6,947	6,780	532	494	1,026	988
12	17	1,490	616	2,106	2,112	4,788	2,092	6,880	6,959	562	514	1,076	1,026
9	17	1,542	581	2,123	2,132	4,925	2,056	6,981	7,165	535	495	1,030	1,024
6	17	1,526	580	2,106	2,004	5,139	2,031	7,170	7,009	559	471	1,030	1,035
3	17	1,385	568	1,953	1,820	4,755	2,013	6,768	6,713	509	471	980	894
12	16	1,206	552	1,758	1,781	4,862	2,008	6,870	6,874	459	450	909	947
9	16	1,245	540	1,785	1,799	5,019	2,006	7,025	7,004	556	448	1,004	986
6	16	1,305	507	1,812	1,739	4,857	1,916	6,773	6,599	528	427	955	933
3	16	1,222	489	1,711	1,542	4,404	1,821	6,225	6,206	443	438	881	827
12	15	976	502	1,478	1,539	4,771	1,781	6,552	6,590	464	447	911	877
9	15	1,092	510	1,602	1,586	4,873	1,785	6,658	6,604	432	422	854	905
6	15	1,064	486	1,550	1,550	4,844	1,672	6,516	6,603	544	425	969	960
3	15	1,039	505	1,544	1,464	4,909	1,632	6,541	6,317	448	433	881	784
12	14	994	504	1,498	1,572	4,826	1,608	6,434	6,323	348	437	785	782
9	14	1,100	504	1,604	1,554	4,615	1,540	6,155	6,106	352	409	761	763
6	14	1,003	497	1,500	1,492	4,463	1,427	5,890	5,744	348	423	771	758
3	14	944	507	1,451	1,400	4,121	1,379	5,500	5,298	288	401	689	658
12	13	925	505	1,430		3,874	1,428	5,302		311	384	695	
9	13	800	520	1,320		4,000	1,449	5,449		332	385	717	
6	13	769	514	1,283		4,113	1,427	5,540		345	399	744	
3	13	837	538	1,375		4,197	1,415	5,612		325	404	729	
12	12	854	565	1,419		3,809	1,367	5,176		330	372	702	
9	12	808	593	1,401		4,142	1,330	5,472					
6	12	726	629	1,355		4,012	1,306	5,318					
3	12	644	632	1,276		3,812	1,292	5,104					
12	11	697	648	1,345		3,127	1,254	4,381					
9	11	1,026	552	1,578		3,195	1,253	4,448					
6	11	1,213	579	1,792		3,100	1,232	4,332					
3	11	1,217	627	1,844		2,809	1,230	4,039					
12	10	1,375	626	2,001		2,710	1,202	3,912					
9	10	1,546	626	2,172		2,868	1,197	4,065					
6	10	1,585	667	2,252		3,023	1,177	4,200					
3	10	1,533	695	2,228		3,020	1,181	4,201					
12	09	1,689	782	2,471		3,111	1,043	4,154					
9	09	2,733	859	3,592		2,877	1,052	3,929					
6	09	3,464	960	4,424		2,801	1,021	3,822					
3	09	4,057	1,073	5,130		2,587	919	3,506					

(1) The quarterly average producing agent count is based on the actual count at the end of each week during the period.