

Sales Distribution by Jurisdiction

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Alabama	0.5%	0.7%	\$3,799	44.9%
Alaska	0.1%	0.1%	\$4,118	0.0%
Arizona	1.0%	1.4%	\$3,638	60.5%
Arkansas	0.3%	0.4%	\$3,673	32.3%
California	5.9%	9.0%	\$3,971	0.0%
Colorado	1.3%	2.0%	\$3,959	50.2%
Connecticut	0.7%	1.4%	\$5,174	0.0%
District of Columbia	0.1%	0.2%	\$4,186	0.0%
Delaware	0.1%	0.1%	\$3,382	48.4%
Florida	2.7%	4.3%	\$4,173	35.6%
Georgia	1.5%	2.2%	\$3,841	59.1%
Hawaii	0.4%	0.7%	\$4,213	0.0%
Idaho	1.0%	0.8%	\$2,137	20.6%
Illinois	2.6%	4.8%	\$4,836	27.4%
Indiana	0.7%	0.8%	\$2,912	3.7%
Iowa	1.0%	1.5%	\$3,996	57.5%
Kansas	0.7%	1.0%	\$3,673	52.4%
Kentucky	0.5%	0.8%	\$4,187	31.5%
Louisiana	0.6%	0.9%	\$3,815	46.4%
Maine	0.2%	0.5%	\$5,722	62.3%
Maryland	1.1%	1.7%	\$4,098	47.3%
Massachusetts	1.2%	2.4%	\$5,009	0.0%
Michigan	1.0%	1.4%	\$3,666	38.4%
Minnesota	1.9%	3.0%	\$4,195	76.6%
Mississippi	0.2%	0.3%	\$3,547	0.0%
Missouri	1.1%	1.7%	\$3,884	41.2%

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Montana	0.2%	0.2%	\$3,255	53.8%
Nebraska	0.6%	0.9%	\$3,672	60.2%
Nevada	0.3%	0.4%	\$3,292	49.1%
New Hampshire	0.3%	0.5%	\$5,039	47.9%
New Jersey	2.3%	3.3%	\$3,816	38.9%
New Mexico	0.3%	0.4%	\$3,818	8.3%
New York	3.9%	6.5%	\$4,366	0.0%
North Carolina	1.9%	3.0%	\$4,149	59.2%
North Dakota	0.3%	0.4%	\$3,770	62.9%
Ohio	1.7%	2.7%	\$4,055	60.2%
Oklahoma	0.4%	0.5%	\$3,195	35.4%
Oregon	1.0%	1.1%	\$2,912	50.9%
Pennsylvania	1.6%	2.6%	\$4,257	36.8%
Puerto Rico	0.0%	0.0%	\$1,349	0.0%
Rhode Island	0.2%	0.3%	\$4,110	53.2%
South Carolina	0.7%	1.0%	\$3,583	55.3%
South Dakota	0.4%	0.5%	\$3,491	58.0%
Tennessee	1.0%	1.5%	\$3,862	63.4%
Texas	3.4%	4.5%	\$3,544	40.3%
Utah	0.2%	0.3%	\$3,180	0.0%
Vermont	0.1%	0.1%	\$3,818	0.0%
Virginia	1.6%	2.3%	\$3,788	51.6%
Washington	47.0%	19.5%	\$1,089	23.4%
West Virginia	0.1%	0.2%	\$3,949	34.6%
Wisconsin	1.8%	3.2%	\$4,595	67.5%
Wyoming	0.1%	0.1%	\$3,419	45.7%