

## Distribution of Policies and Premium Adjustments By Fully-Underwritten Class

Company	Product		Best Underwriting Class	Second Best Underwriting Class	Third Best Underwriting Class	Fourth Best Underwriting Class	Fifth Best Underwriting Class
Bankers Life and Casualty Company	-	Distribution	26%	60%	14%	NA	NA
Bankers Life and Casualty Company	-	Factor	90%	100%	125%	NA	NA
Knights of Columbus	-	Distribution	20%	77%	4%	NA	NA
Knights of Columbus	-	Factor	90%	100%	150%	NA	NA
Mutual of Omaha	-	Distribution	19%	68%	12%	0%	NA
Mutual of Omaha	-	Factor	85%	100%	125%	150%	NA
National Guardian Life Insurance Company	-	Distribution	100%	NA	NA	NA	NA
National Guardian Life Insurance Company	-	Factor	100%	NA	NA	NA	NA
New York Life Insurance Company	-	Distribution	89%	10%	1%	NA	NA
New York Life Insurance Company	Secure Care	Factor	100%	150%	200%	NA	NA
New York Life Insurance Company	My Care	Factor	100%	125%	150%	175%	200%
Thrivent Financial	-	Distribution	23%	64%	13%	0%	NA
Thrivent Financial	-	Factor	90%	100%	125%	150%	NA