

## Sales Distribution by Jurisdiction

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Alabama	1.0%	0.9%	\$4,418	39.2%
Alaska	0.1%	0.1%	\$2,759	0.0%
Arizona	1.8%	1.7%	\$4,399	66.0%
Arkansas	0.6%	0.6%	\$4,766	21.4%
California	11.1%	10.8%	\$4,586	0.0%
Colorado	2.4%	2.2%	\$4,374	55.0%
Connecticut	1.6%	2.0%	\$5,865	0.0%
District of Columbia	0.2%	0.2%	\$5,445	0.0%
Delaware	0.2%	0.2%	\$4,287	49.1%
Florida	4.9%	5.1%	\$4,861	32.7%
Georgia	3.2%	3.3%	\$4,874	67.1%
Hawaii	0.7%	0.8%	\$5,107	0.0%
Idaho	0.6%	0.5%	\$4,233	39.1%
Illinois	4.6%	5.4%	\$5,530	29.1%
Indiana	1.4%	1.1%	\$3,816	5.9%
Iowa	1.8%	1.9%	\$4,948	61.8%
Kansas	1.2%	0.8%	\$3,224	51.2%
Kentucky	1.0%	1.0%	\$4,710	34.4%
Louisiana	1.1%	1.0%	\$4,159	43.3%
Maine	0.3%	0.3%	\$4,854	73.7%
Maryland	2.1%	2.1%	\$4,913	50.9%
Massachusetts	2.4%	2.9%	\$5,850	0.0%
Michigan	2.0%	1.8%	\$4,278	41.7%
Minnesota	3.6%	3.4%	\$4,554	83.5%
Mississippi	0.5%	0.4%	\$3,967	0.0%
Missouri	1.9%	2.0%	\$4,759	37.7%

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Montana	0.3%	0.3%	\$4,952	58.3%
Nebraska	1.1%	1.1%	\$4,493	64.2%
Nevada	0.5%	0.4%	\$4,052	57.7%
New Hampshire	0.5%	0.6%	\$5,611	64.6%
New Jersey	3.5%	3.4%	\$4,618	28.6%
New Mexico	0.4%	0.5%	\$5,159	14.7%
New York	8.3%	9.0%	\$5,148	0.0%
North Carolina	3.6%	3.6%	\$4,735	60.5%
North Dakota	0.5%	0.4%	\$4,522	57.5%
Ohio	3.4%	3.5%	\$4,856	61.1%
Oklahoma	0.7%	0.6%	\$3,656	33.0%
Oregon	1.0%	0.9%	\$4,260	60.2%
Pennsylvania	2.8%	3.2%	\$5,340	40.2%
Puerto Rico	0.0%	0.0%	\$1,270	0.0%
Rhode Island	0.3%	0.3%	\$5,755	61.3%
South Carolina	1.5%	1.5%	\$4,702	55.7%
South Dakota	0.6%	0.6%	\$4,686	58.4%
Tennessee	1.8%	1.7%	\$4,323	63.2%
Texas	6.7%	6.1%	\$4,330	41.8%
Utah	0.5%	0.4%	\$3,746	0.0%
Vermont	0.2%	0.1%	\$4,197	0.0%
Virginia	3.2%	3.1%	\$4,556	53.5%
Washington	2.6%	2.3%	\$4,224	38.4%
West Virginia	0.3%	0.5%	\$7,497	30.1%
Wisconsin	3.4%	3.4%	\$4,736	70.2%
Wyoming	0.1%	0.1%	\$3,341	79.5%