

Sales Distribution by Jurisdiction

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Alabama	1.2%	1.2%	\$4,746	44.1%
Alaska	0.1%	0.1%	\$4,881	0.0%
Arizona	1.7%	1.4%	\$4,212	60.3%
Arkansas	0.6%	0.6%	\$5,240	24.8%
California	11.4%	10.4%	\$4,615	0.0%
Colorado	2.2%	2.1%	\$4,936	55.2%
Connecticut	1.4%	2.1%	\$7,211	0.0%
District of Columbia	0.2%	0.2%	\$5,124	0.0%
Delaware	0.2%	0.2%	\$4,605	45.8%
Florida	5.1%	5.7%	\$5,653	27.5%
Georgia	3.0%	2.9%	\$4,842	60.4%
Hawaii	0.6%	0.6%	\$4,575	0.0%
Idaho	0.9%	0.8%	\$4,700	58.9%
Illinois	4.1%	4.9%	\$5,926	22.7%
Indiana	1.9%	1.7%	\$4,672	13.6%
Iowa	1.7%	1.8%	\$5,308	58.4%
Kansas	1.2%	1.1%	\$4,425	41.9%
Kentucky	0.9%	1.0%	\$5,109	26.2%
Louisiana	1.3%	1.1%	\$4,290	46.8%
Maine	0.5%	0.5%	\$4,380	73.5%
Maryland	1.9%	1.8%	\$4,907	40.7%
Massachusetts	2.4%	2.8%	\$5,887	0.0%
Michigan	2.4%	2.0%	\$4,047	60.3%
Minnesota	2.4%	3.1%	\$6,585	74.1%
Mississippi	0.9%	0.7%	\$3,954	0.0%
Missouri	1.9%	2.0%	\$5,301	31.3%

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Montana	0.4%	0.4%	\$4,625	62.5%
Nebraska	1.0%	1.0%	\$5,155	61.3%
Nevada	0.5%	0.5%	\$5,541	50.9%
New Hampshire	0.6%	0.6%	\$5,048	60.7%
New Jersey	3.2%	3.1%	\$4,805	27.6%
New Mexico	0.3%	0.3%	\$5,371	7.6%
New York	7.9%	8.3%	\$5,337	0.0%
North Carolina	3.6%	4.3%	\$5,991	60.5%
North Dakota	0.5%	0.5%	\$4,324	69.9%
Ohio	2.8%	2.8%	\$5,089	59.6%
Oklahoma	0.9%	0.8%	\$4,658	43.5%
Oregon	1.0%	1.0%	\$4,820	61.0%
Pennsylvania	2.4%	2.9%	\$5,971	26.5%
Puerto Rico	0.1%	0.1%	\$3,850	0.0%
Rhode Island	0.5%	0.6%	\$5,721	75.8%
South Carolina	1.6%	1.5%	\$4,660	57.3%
South Dakota	1.1%	1.0%	\$4,566	51.0%
Tennessee	1.8%	1.6%	\$4,567	53.2%
Texas	6.1%	5.7%	\$4,662	35.0%
Utah	0.4%	0.4%	\$5,048	12.0%
Vermont	0.5%	0.5%	\$4,232	0.0%
Virginia	2.9%	2.8%	\$4,815	53.3%
Washington	4.2%	3.0%	\$3,609	46.4%
West Virginia	0.3%	0.3%	\$5,336	18.7%
Wisconsin	2.9%	3.3%	\$5,766	60.2%
Wyoming	0.1%	0.2%	\$7,167	60.7%