

CMG

2018-2020 LFD Sales Trend

2020 Sales

	January	February	March	April	May	June	July	August	September	October	November	December	March '20 YTD	YTD Growth Rate
UL/IUL	58,961	78,489	34,025	0	0	0	0	0	0	0	0	0	171,475	880%
VUL	22	10,884	0	0	0	0	0	0	0	0	0	0	10,906	208%
Total UL/IUL/VUL	58,983	89,374	34,025	0	0	0	0	0	0	0	0	0	182,381	767%
Term & Other	24,990	10,590	72,823	0	0	0	0	0	0	0	0	0	108,403	11%
Total Life	83,973	99,964	106,848	0	0	0	0	0	0	0	0	0	290,785	146%
MoneyGuard	0	0	100,000	0	0	0	0	0	0	0	0	0	100,000	-80%
Fixed Annuities	12,646	1,308	304,507	0	0	0	0	0	0	0	0	0	318,461	47%
Total Annuities	12,646	1,308	304,507	0	0	0	0	0	0	0	0	0	318,461	47%
Total Sales	96,619	101,272	511,355	0	0	0	0	0	0	0	0	0	709,246	-16%

2019 Sales

	January	February	March	April	May	June	July	August	September	October	November	December	Full Year	March '19 YTD
UL/IUL	9,918	71	7,503	6,331	29,832	3,451	14,125	11,317	209,251	33,980	28,332	186,259	540,369	17,492
VUL	0	0	3,540	0	0	0	0	2,755	9,328	0	18	22	15,662	3,540
Total UL/IUL/VUL	9,918	71	11,043	6,331	29,832	3,451	14,125	14,072	218,578	33,980	28,350	186,281	556,032	21,032
Term & Other	19,571	242	77,485	8,302	57,973	15,620	162,316	17,056	17,949	15,256	269,321	72,775	733,866	97,298
Total Life	29,489	312	88,528	14,633	87,805	19,071	176,441	31,128	236,527	49,236	297,671	259,056	1,289,898	118,330
MoneyGuard	387,880	118,320	0	50,000	232,278	218,992	170,000	210,000	51,980	66,916	221,460	282,360	2,010,187	506,200
Fixed Annuities	145,609	15,411	55,383	211,407	841,173	152,955	(54,702)	133,913	2,598	577,228	1,858	1,933	2,084,766	216,403
Total Annuities	145,609	15,411	55,383	211,407	841,173	152,955	(54,702)	133,913	2,598	577,228	1,858	1,933	2,084,766	216,403
Total Sales	562,978	134,044	143,911	276,041	1,161,257	391,019	291,739	375,041	291,105	693,380	520,989	543,349	5,384,851	840,932

2018 Sales

	January	February	March	April	May	June	July	August	September	October	November	December	Full Year	March '18 YTD
UL/IUL	4,793	699	2,983	17,614	73,673	7,619	15,096	9,317	4,546	13,008	79,647	9,031	238,027	8,476
VUL	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total UL/IUL/VUL	4,793	699	2,983	17,614	73,673	7,619	15,096	9,317	4,546	13,008	79,647	9,031	238,027	8,476
Total Term & Other	28,227	31,234	31,517	17,869	50,543	12,725	14,224	39,518	56,124	67,600	40,478	37,468	427,528	90,978
Total Life	33,021	31,933	34,500	35,483	124,216	20,345	29,320	48,836	60,670	80,608	120,124	46,499	665,555	99,454
Total MoneyGuard	55,035	225,000	197,426	150,000	0	0	135,007	189,284	100,003	295,201	126,895	260,000	1,733,850	477,461
Fixed Annuities	6,796	8,508	(1,151,368)	435,659	187,178	52,008	275,887	15,673	2,248	2,428	21,458	115,309	(28,217)	(1,136,064)
Total Annuities	6,796	8,508	(1,151,368)	435,659	187,178	52,008	275,887	15,673	2,248	2,428	21,458	115,309	(28,217)	(1,136,064)
Total Sales	94,852	265,441	(919,442)	621,142	311,394	72,353	440,214	253,792	162,920	378,237	268,478	421,807	2,371,188	(559,150)