

<b>1Q 2011 Growth Rates by Product</b>				
<b>Percent Change 2010-2011</b>				
		<b>Annualized premiums</b>	<b>Face amount</b>	<b>Number of policies</b>
Universal life	First Quarter	14%	24%	18%
	Year to date	14	24	18
Variable universal life	First Quarter	14	8	-11
	Year to date	14	8	-11
Term	First Quarter	-11	-9	-11
	Year to date	-11	-9	-11
Whole life	First Quarter	15	9	9
	Year to date	15	9	9
<b>Totals</b>	<b>First Quarter</b>	<b>8%</b>	<b>-1%</b>	<b>2</b>
	<b>Year to date</b>	<b>8%</b>	<b>-1%</b>	<b>2</b>
Source: LIMRA's <i>U.S. Individual Life Insurance Sales Summary Report, First Quarter 2011.</i>				

Please attribute any reference to this material to LIMRA.