

First Quarter 2019 Voluntary Product Sales Growth

Product	Percent change
Term life	-6%
Universal life/VUL	12%
Whole life/ISWL	-7%
AD&D	28%
Short-term disability	-9%
Long-term disability	4%
Critical illness	19%
Accident	10%
Dental	3%
Vision	1%
Hospital indemnity	34%
Cancer	17%
Other supplemental health	-6%
Term life	-6%

