

<u>State</u>	<u>Life & Health Agents</u>	<u>Registered Reps</u>	<u>P&C Agents</u>
AL	5,122	5,539	3,339
AR	5,508	4,335	2,761
AZ	29,314	14,844	11,551
CA	129,603	59,702	30,390
CO	9,463	7,541	4,522
CT	20,328	9,763	5,663
DC	791	667	276
DE	1,098	798	336
FL	109,268	27,208	25,552
GA	16,517	10,981	8,445
IA	15,136	9,401	5,572
ID	5,289	2,234	1,855
IL	23,043	13,943	9,991
IN	34,239	9,655	8,473
KS	10,451	5,652	6,583
KY	15,523	5,521	3,254
LA	25,550	8,673	6,766
MA	24,528	11,941	8,525
MD	6,759	7,527	4,227
ME	8,332	1,244	552
MI	13,119	12,887	8,772
MN	24,751	13,656	11,441
MO	14,897	6,559	8,912
MS	14,622	4,296	8,853
MT	995	732	366
NC	26,257	13,211	16,328
ND	5,338	1,889	2,289
NE	6,944	2,576	3,448
NH	3,977	2,002	2,331
NJ	25,565	15,618	16,444
NM	4,991	889	2,338
NV	5,923	4,389	4,421
NY	26,325	25,563	17,333
OH	45,685	17,868	20,911
OK	6,754	2,872	3,341
OR	17,656	5,955	6,612
PA	19,785	16,114	16,312
RI	5,910	1,947	2,258
SC	8,212	4,466	5,515
SD	3,865	984	475
TN	18,118	8,998	10,216
TX	105,286	34,991	47,661
UT	3,507	3,581	1,663
VA	15,871	6,622	8,429
VT	906	822	438
WA	9,558	5,676	6,762
WI	28,251	9,223	11,337
WV	5,877	1,996	2,023
WY	489	401	332
TOTALS	965,296	443,952	396,194