

Polish Falcons of America  
Sales Report  
January, 2023 - September 30, 2023

| New Agent Name         | State | Nest      | Date Appointed | PREMIUM PAYING POLICIES ISSUED |                  |                    |                |                     |                | SINGLE PREMIUM POLICIES ISSUED |                |                    |                |                     | ANNUITIES ISSUED |                 |                 | PRCUA and Foresters Issued |
|------------------------|-------|-----------|----------------|--------------------------------|------------------|--------------------|----------------|---------------------|----------------|--------------------------------|----------------|--------------------|----------------|---------------------|------------------|-----------------|-----------------|----------------------------|
|                        |       |           |                | Number Issued                  | Face Value       | Average Face Value | Premium Issued | Average Prem Issued | Annual Premium | Number Issued                  | Face Value     | Average Face Value | Premium Issued | Average Prem Issued | Number Issued    | Annuity Premium | Average Premium |                            |
| Denning, John          | PA    | 804       | 6/1/2009       | 17                             | 330,000          | 19,412             | 8,009          | 471                 | 14,235         | 16                             | 175,000        | 10,938             | 16,613         | 1,038               | 31               | 555,360         | 17,915          |                            |
| Albin, Gerald          | IN    | 564       | 2/1/2007       |                                |                  |                    |                |                     |                | 2                              | 30,000         | 15,000             | 2,848          | 1,424               | 2                | 62,000          | 31,000          |                            |
| Kuzma, Gregory         | PA    | 182       | 2/1/2010       | 2                              | 20,000           | 10,000             | 71             | 36                  | 853            | 1                              | 10,000         | 10,000             | 925            | 925                 |                  |                 |                 |                            |
| Brennan, Byron Bruce   | MI    | 652       | 5/11/2015      | 2                              | 35,000           | 17,500             | 96             | 48                  | 1,156          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Margosian, Robin M.    | PA    | 610       | 11/22/2010     | 2                              | 25,000           | 12,500             | 473            | 236                 | 802            |                                |                |                    |                |                     | 5                | 3,500           | 700             |                            |
| Baun, Jean M.          | PA    | 125       | 4/6/2016       |                                |                  |                    |                |                     |                | 1                              | 10,000         | 10,000             | 150            | 150                 |                  |                 |                 |                            |
| Your Senior Savior     | PA    | 964 & 171 | 7/1/2017       | 6                              | 175,000          | 29,167             | 472            | 79                  | 5,665          |                                |                |                    |                |                     | 1                | 59,979          | 59,979          |                            |
| Quoos, Ann             | NJ    | 946       | 11/1/2019      | 1                              | 100,000          | 100,000            | 140            | 140                 | 1,683          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Helinski, Matthew R.   | PA    | 147       | 6/1/2021       |                                |                  |                    |                |                     |                |                                |                |                    |                |                     | 1                | 19,389          | 19,389          |                            |
| Ross, Ashley           |       |           | 4/1/2023       | 1                              | 25,000           | 25,000             | 62             | 62                  | 745            |                                |                |                    |                |                     |                  |                 |                 |                            |
| Muth, Joseph J.        |       |           | 1/1/2023       | 1                              | 7,500            | 7,500              | 483            | 483                 | 483            |                                |                |                    |                |                     | 1                | 500             | 500             |                            |
| MacNish, Rose          |       |           | 2/1/2023       | 1                              | 15,000           | 15,000             | 72             | 72                  | 861            |                                |                |                    |                |                     |                  |                 |                 |                            |
| Redwine, Milton        |       |           | 8/1/2023       | 15                             | 200,000          | 13,333             | 906            | 60                  | 10,867         |                                |                |                    |                |                     |                  |                 |                 |                            |
| Smalara, Helena        |       |           | 8/1/2023       | 2                              | 10,000           | 5,000              | 71             | 35                  | 846            |                                |                |                    |                |                     |                  |                 |                 |                            |
| Sarnic, Mario          |       |           | 8/28/2023      | 1                              | 10,000           | 10,000             | 141            | 141                 | 1,691          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Buck, Anthony          |       |           | 9/13/2023      | 2                              | 43,000           | 21,500             | 233            | 117                 | 2,800          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Freitag, John          |       |           | 1/1/2023       | 1                              | 20,000           | 20,000             | 133            | 133                 | 1,600          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Smith Insurance Agency |       |           | 6/1/2023       | 1                              | 15,000           | 15,000             | 73             | 73                  | 872            |                                |                |                    |                |                     |                  |                 |                 |                            |
| Knoll Creek Partners   |       |           | 8/1/2023       | 3                              | 47,000           | 15,667             | 244            | 81                  | 2,924          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Adamski, Josh          |       |           | 9/26/2023      | 1                              | 15,000           | 15,000             | 93             | 93                  | 1,118          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Anderson, Ieshia       |       |           | 4/1/2023       | 3                              | 35,000           | 11,667             | 152            | 51                  | 1,828          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Sarnic, Kriasten       |       |           | 3/1/2023       | 5                              | 85,000           | 17,000             | 332            | 66                  | 3,989          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Smith, Christopher     |       |           | 6/1/2023       | 4                              | 62,000           | 17,000             | 432            | 108                 | 5,186          |                                |                |                    |                |                     |                  |                 |                 |                            |
| Cardamone, GERALYN     |       |           | 9/20/2023      | 1                              | 15,000           | 15,000             | 94             | 94                  | 354            |                                |                |                    |                |                     |                  |                 |                 |                            |
| No Agent               |       |           |                |                                |                  |                    |                |                     |                | 28                             | 68,961         | 2,463              | 28,535         | 1,019               | 22               | 122,377         | 5,563           |                            |
| <b>GRAND TOTALS</b>    |       |           |                | <b>72</b>                      | <b>1,289,500</b> | <b>17,910</b>      | <b>12,782</b>  | <b>178</b>          | <b>60,556</b>  | <b>48</b>                      | <b>293,961</b> | <b>6,124</b>       | <b>49,071</b>  | <b>1,022</b>        | <b>63</b>        | <b>823,105</b>  | <b>13,065</b>   | <b>0</b>                   |