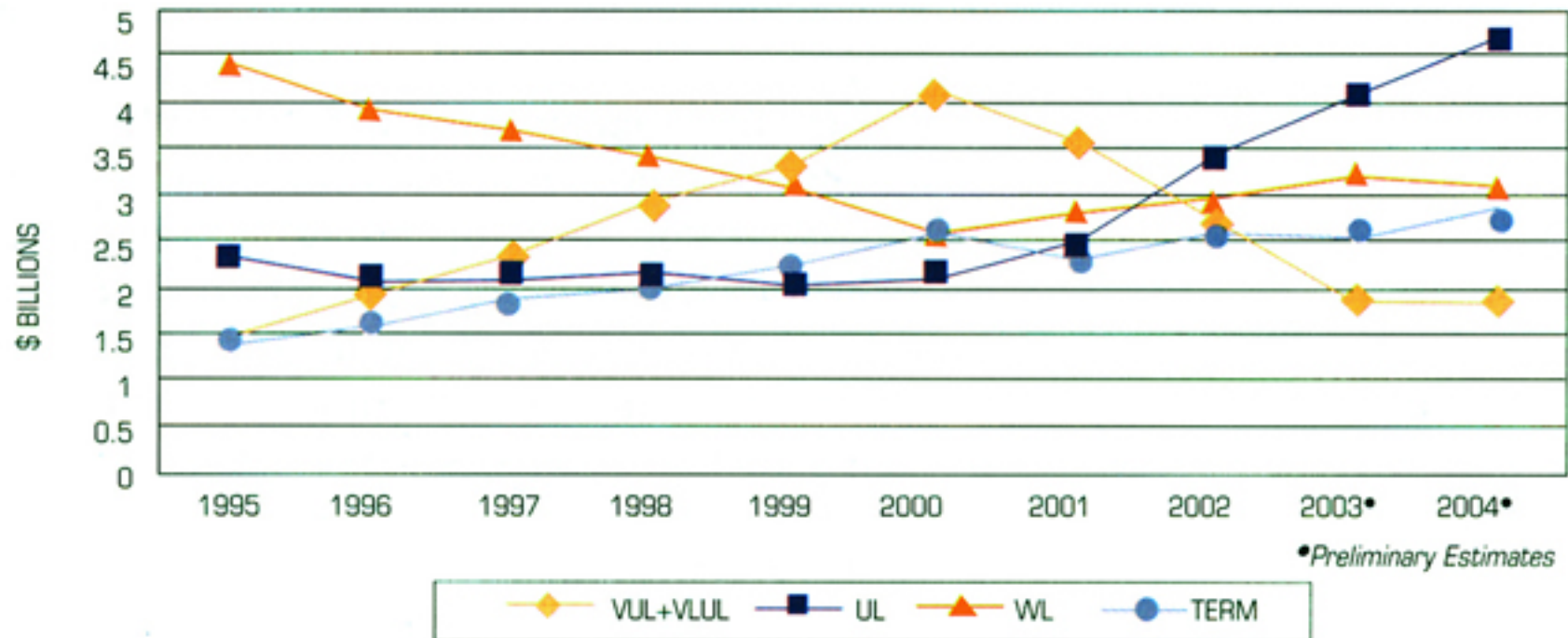


GRAPH 2

U.S. INDIVIDUAL LIFE SALES TRENDS



\* Source: LIMRA's Individual Life Sales Survey and LIMRA Estimates