

PRODUCT FLOW CHART

USPS EMPLOYEES					
LIFE PLANS	IUL	DISABILITY	HEALTH PLANS	ANNUITIES	FINAL EXPENSE
Globe Life	National Life	American Labor	American Labor	TransAmerica Grp	Gerber
Mass Mutual	TransAmerica	Boston Mutual Life	Manhattan Life	Allianz	Mutual of Omaha
5Star	MassMutual	Manhattan Life	BMCI	National Western	Occidental
Chubb			Citizens (Dental)	National Life	
Occidental				Various Companies	
FED-DC-WMATA					
LIFE PLANS	IUL	DISABILITY	HEALTH PLANS	ANNUITIES	FINAL EXPENSE
Globe Life	National Life	American Labor	American Labor	TransAmerica Grp	Gerber
Occidental	TransAmerica	Boston Mutual Life	Manhattan Life	Allianz	Mutual of Omaha
5Star		Manhattan Life	BMCI	National Western	Occidental
Chubb			Citizens (Dental)	National Life	
				Various Companies	
PRIVATE INDUSTRY					
LIFE PLANS	IUL	DISABILITY	HEALTH PLANS	ANNUITIES	FINAL EXPENSE
National Life	National Life		Citizens (Dental)	TransAmerica Grp	Gerber
TransAmerica	TransAmerica			Allianz	Mutual of Omaha
				National Western	Occidental
				National Life	
				Various Companies	