

### 3Q 2007 Growth Rates by Product

#### Percent Change 2006-2007

		Annualized premiums	Face amount	Number of policies
Universal life	Third Quarter	23%	12%	4%
	Year to date	9	7	-1
Variable life	Third Quarter	-5	1	-8
	Year to date	1	0	-8
Variable universal life	Third Quarter	55	9	-1
	Year to date	10	2	-5
Term	Third Quarter	6	7	1
	Year to date	7	7	1
Whole life	Third Quarter	0	-1	-8
	Year to date	3	1	-4
<b>Totals</b>	<b>Third Quarter</b>	<b>20%</b>	<b>7%</b>	<b>-2%</b>
	<b>Year to date</b>	<b>8%</b>	<b>6%</b>	<b>-1%</b>

Source: LIMRA's *U.S. Individual Life Insurance Sales Summary Report, Third Quarter 2007*.