January-March Sales/Renewals

Age Band	Sanford TRUE \$500	Sanford TRUE \$1,500	Sanford TRUE \$1,750	Sanford TRUE \$2,700	Sanford TRUE \$3,000 HDHP
0-14	\$298.77	\$242.35	\$237.37	\$200.81	\$208.97
15	\$325.33	\$263.89	\$258.47	\$218.66	\$227.55
16	\$335.48	\$272.13	\$266.53	\$225.49	\$234.65
17	\$345.63	\$280.37	\$274.60	\$232.31	\$241.75
18	\$356.57	\$289.24	\$283.29	\$239.66	\$249.40
19	\$367.51	\$298.11	\$291.98	\$247.01	\$257.05
20	\$378.83	\$307.29	\$300.97	\$254.63	\$264.97
21	\$390.55	\$316.80	\$310.28	\$262.50	\$273.17
22	\$390.55	\$316.80	\$310.28	\$262.50	\$273.17
23	\$390.55	\$316.80	\$310.28	\$262.50	\$273.17
24	\$390.55	\$316.80	\$310.28	\$262.50	\$273.17
25	\$392.11	\$318.07	\$311.52	\$263.55	\$274.26
26	\$399.92	\$324.40	\$317.73	\$268.80	\$279.72
27	\$409.29	\$332.00	\$325.17	\$275.10	\$286.28
28	\$424.52	\$344.36	\$337.28	\$285.34	\$296.93
29	\$437.02	\$354.50	\$347.20	\$293.74	\$305.67
30	\$437.02	\$354.50	\$352.17	\$297.94	\$310.04
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31	\$452.64	\$367.17	\$359.62	\$304.24	\$316.60
32	\$462.02	\$374.77	\$367.06	\$310.54	\$323.16
33	\$467.87	\$379.52	\$371.72	\$314.47	\$327.25
34	\$474.12	\$384.59	\$376.68	\$318.67	\$331.62
35	\$477.25	\$387.13	\$379.16	\$320.77	\$333.81
36	\$480.37	\$389.66	\$381.65	\$322.87	\$335.99
37	\$483.50	\$392.20	\$384.13	\$324.97	\$338.18
38	\$486.62	\$394.73	\$386.61	\$327.07	\$340.36
39	\$492.87	\$399.80	\$391.57	\$331.27	\$344.74
40	\$499.12	\$404.87	\$396.54	\$335.47	\$349.11
41	\$508.49	\$412.47	\$403.99	\$341.77	\$355.66
42	\$517.47	\$419.76	\$411.12	\$347.81	\$361.94
43	\$529.97	\$429.89	\$421.05	\$356.21	\$370.69
44	\$545.59	\$442.57	\$433.46	\$366.71	\$381.61
45	\$563.95	\$457.45	\$448.04	\$379.05	\$394.45
46	\$585.82	\$475.19	\$465.42	\$393.75	\$409.75
47	\$610.42	\$495.15	\$484.97	\$410.28	\$426.96
48	\$638.54	\$517.96	\$507.31	\$429.18	\$446.62
49	\$666.27	\$540.45	\$529.34	\$447.82	\$466.02
50	\$697.51	\$565.80	\$554.16	\$468.82	\$487.87
51	\$728.37	\$590.82	\$578.67	\$489.56	\$509.45
52	\$762.34	\$618.39	\$605.67	\$512.40	\$533.22
53	\$796.71	\$646.26	\$632.97	\$535.49	\$557.25
54	\$833.81	\$676.36	\$662.45	\$560.43	\$583.21
55	\$870.91	\$706.45	\$691.92	\$585.37	\$609.16
56	\$911.14	\$739.08	\$723.88	\$612.41	\$637.29
57	\$951.76	\$772.03	\$756.15	\$639.71	\$665.70
58	\$995.11	\$807.19	\$790.59	\$668.84	\$696.02
59	\$1,016.59	\$824.62	\$807.66	\$683.28	\$711.04
60	\$1,059.94	\$859.78	\$842.10	\$712.42	\$741.37
61	\$1,097.43	\$890.19	\$871.88	\$737.62	\$767.59
62	\$1,122.03	\$910.15	\$891.43	\$754.15	\$784.80
63	\$1,152.89	\$935.18	\$915.94	\$774.89	\$806.38
64+	\$1,171.62	\$950.37	\$930.82	\$787.48	\$819.48

Age Band	Sanford TRUE \$3.500	Sanford TRUE \$3,750 HDHP	Sanford TRUE \$5,150 HDHP	Sanford TRUE \$5.250	Sanford TRUE \$6.000	Sanford TRUE \$7,050 HDHP
0.1/						
0-14	\$197.83	\$195.17	\$194.04	\$182.48	\$179.49	\$178.03
15	\$215.41	\$212.52	\$211.29	\$198.70	\$195.44	\$193.85
16	\$222.14	\$219.15	\$217.89	\$204.90	\$201.54	\$199.90
17	\$228.86	\$225.78	\$224.48	\$211.10	\$207.64	\$205.95
18	\$236.10	\$232.93	\$231.58	\$217.78	\$214.21	\$212.47
19	\$243.34	\$240.07	\$238.68	\$224.46	\$220.78	\$218.98
20	\$250.84	\$247.47	\$246.04	\$231.37	\$227.58	\$225.73
21	\$258.60	\$255.12	\$253.65	\$238.53	\$234.62	\$232.71
22	\$258.60	\$255.12	\$253.65	\$238.53	\$234.62	\$232.71
23	\$258.60	\$255.12	\$253.65	\$238.53	\$234.62	\$232.71
24	\$258.60	\$255.12	\$253.65	\$238.53	\$234.62	\$232.71
25	\$259.63	\$256.14	\$254.66	\$239.48	\$235.56	\$233.65
26	\$264.80	\$261.24	\$259.74	\$244.25	\$240.25	\$238.30
27	\$271.01	\$267.37	\$265.82	\$249.98	\$245.88	\$243.88
28	\$281.10	\$277.32	\$275.72	\$259.28	\$255.03	\$252.96
29	\$289.37	\$285.48	\$283.83	\$266.91	\$262.54	\$260.41
30	\$293.51	\$289.56	\$287.89	\$270.73	\$266.29	\$264.13
31	\$299.71	\$295.69	\$293.98	\$276.45	\$271.92	\$269.72
32	\$305.92	\$301.81	\$300.07	\$282.18	\$277.55	\$275.30
33	\$309.80	\$305.63	\$303.87	\$285.76	\$281.07	\$278.79
34	\$313.94	\$309.72	\$307.93	\$289.57	\$284.83	\$282.51
35	\$316.01	\$311.76	\$309.96	\$291.48	\$286.70	\$284.38
36	\$318.07	\$313.80	\$311.99	\$293.39	\$288.58	\$286.24
37	\$320.14	\$315.84	\$314.02	\$295.30	\$290.46	\$288.10
38	\$322.21	\$317.88	\$316.05	\$297.21	\$292.34	\$289.96
39	\$326.35	\$321.96	\$320.10	\$301.02	\$296.09	\$293.68
40	\$330.49	\$326.04	\$324.16	\$304.84	\$299.84	\$297.41
41	\$336.69	\$332.17	\$330.25	\$310.56	\$305.47	\$302.99
42	\$342.64	\$338.03	\$336.08	\$316.05	\$310.87	\$308.34
43	\$350.92	\$346.20	\$344.20	\$323.68	\$318.38	\$315.79
44	\$361.26	\$356.40	\$354.35	\$333.22	\$327.76	\$325.10
45	\$373.41	\$368.39	\$366.27	\$344.43	\$338.79	\$336.04
46	\$387.89	\$382.68	\$380.47	\$357.79	\$351.93	\$349.07
47	\$404.19	\$398.75	\$396.45	\$372.82	\$366.71	\$363.73
48	\$422.80	\$417.12	\$414.71	\$389.99	\$383.60	\$380.48
49	\$441.16	\$435.23	\$432.72	\$406.93	\$400.26	\$397.01
50	\$461.85	\$455.64	\$453.01	\$426.01	\$419.03	\$415.62
51	\$482.28	\$475.80	\$473.05	\$444.85	\$437.56	\$434.01
52	\$504.78	\$497.99	\$495.12	\$465.60	\$457.97	\$454.25
53	\$527.53	\$520.44	\$517.44	\$486.59	\$478.62	\$474.73
54	\$552.10	\$544.68	\$541.54	\$509.25	\$500.91	\$496.84
55	\$576.67	\$568.91	\$565.63	\$531.91	\$523.20	\$518.95
56	\$603.30	\$595.19	\$591.76	\$556.48	\$547.36	\$542.92
57	\$630.20	\$621.72	\$618.14	\$581.29	\$571.76	\$567.12
58	\$658.90	\$650.04	\$646.29	\$607.76	\$597.80	\$592.95
59	\$673.12	\$664.07	\$660.24	\$620.88	\$610.71	\$605.75
60	\$701.83	\$692.39	\$688.40	\$647.36	\$636.75	\$631.58
61	\$726.65	\$716.88	\$712.75	\$670.26	\$659.27	\$653.92
62	\$742.94	\$732.95	\$728.73	\$685.28	\$674.05	\$668.58
63	\$763.37	\$753.11	\$748.76	\$704.13	\$692.59	\$686.96
64+	\$775.77	\$765.34	\$760.93	\$715.57	\$703.84	\$698.12

April-June Sales/Renewals

Age Band	Sanford TRUE \$500	Sanford TRUE \$1,500	Sanford TRUE \$1,750	Sanford TRUE \$2,700	Sanford TRUE \$3,000 HDHP
0-14	\$196.57	\$197.71	\$184.86	\$211.69	\$245.51
15	\$214.04	\$215.29	\$201.29	\$230.51	\$267.33
16	\$220.73	\$222.00	\$207.57	\$237.71	\$275.67
17	\$227.40	\$228.72	\$213.85	\$244.90	\$284.02
18	\$234.60	\$235.96	\$220.62	\$252.65	\$293.01
19	\$241.79	\$243.20	\$227.38	\$260.40	\$301.99
20	\$249.24	\$250.69	\$234.38	\$268.42	\$311.29
21	\$256.95	\$258.44	\$241.64	\$276.73	\$320.92
22	\$256.95	\$258.44	\$241.64	\$276.73	\$320.92
23	\$256.95	\$258.44	\$241.64	\$276.73	\$320.92
24	\$256.95	\$258.44	\$241.64	\$276.73	\$320.92
25	\$257.98	\$259.47	\$242.60	\$277.83	\$322.21
26	\$263.12	\$264.64	\$247.43	\$283.36	\$328.62
27	\$269.28	\$270.85	\$253.23	\$290.01	\$336.32
28	\$279.31	\$280.93	\$262.66	\$300.80	\$348.84
29	\$287.52	:			· · · · · · · · · · · · · · · · · · ·
30	\$287.52 \$291.64	\$289.20 \$293.33	\$270.38 \$274.25	\$309.65 \$314.08	\$359.11 \$364.25
-		\$299.54		:	· · · · · · · · · · · · · · · · · · ·
31	\$297.81	· ·	\$280.05	\$320.72	\$371.95
32	\$303.98	\$305.74	\$285.85	\$327.37	\$379.65
33	\$307.83	\$309.61	\$289.48	\$331.51	\$384.46
34	\$311.94	\$313.75	\$293.34	\$335.94	\$389.59
35	\$313.99	\$315.82	\$295.27	\$338.15	\$392.17
36	\$316.05	\$317.88	\$297.21	\$340.36	\$394.73
37	\$318.11	\$319.95	\$299.14	\$342.58	\$397.30
38	\$320.16	\$322.02	\$301.08	\$344.79	\$399.87
39	\$324.27	\$326.15	\$304.94	\$349.23	\$405.00
40	\$328.38	\$330.28	\$308.81	\$353.65	\$410.14
41	\$334.55	\$336.49	\$314.60	\$360.29	\$417.84
42	\$340.45	\$342.43	\$320.16	\$366.65	\$425.22
43	\$348.68	\$350.71	\$327.89	\$375.51	\$435.48
44	\$358.96	\$361.04	\$337.56	\$386.58	\$448.33
45	\$371.04	\$373.18	\$348.91	\$399.58	\$463.40
46	\$385.42	\$387.66	\$362.45	\$415.08	\$481.37
47	\$401.61	\$403.94	\$377.67	\$432.52	\$501.59
48	\$420.11	\$422.55	\$395.06	\$452.43	\$524.70
49	\$438.35	\$440.89	\$412.23	\$472.08	\$547.48
50	\$458.90	\$461.57	\$431.55	\$494.22	\$573.16
51	\$479.20	\$481.99	\$450.64	\$516.08	\$598.51
52	\$501.56	\$504.47	\$471.66	\$540.16	\$626.43
53	\$524.17	\$527.21	\$492.92	\$564.50	\$654.67
54	\$548.59	\$551.77	\$515.88	\$590.80	\$685.16
55	\$572.99	\$576.31	\$538.83	\$617.08	\$715.64
56	\$599.46	\$602.93	\$563.72	\$645.58	\$748.69
57	\$626.18	\$629.81	\$588.85	\$674.36	\$782.07
58	\$654.70	\$658.50	\$615.67	\$705.07	\$817.69
59	\$668.83	\$672.71	\$628.96	\$720.29	\$835.35
60	\$697.35	\$701.40	\$655.78	\$751.01	\$870.96
61	\$722.02	\$726.20	\$678.98	\$777.57	\$901.77
62	\$738.21	\$742.48	\$694.19	\$795.01	\$921.99
63	\$758.50	\$762.91	\$713.29	\$816.87	\$947.34
64+	\$770.82	\$775.28	\$724.87	\$830.13	\$962.72

Age Band	Sanford TRUE \$3.500	Sanford TRUE \$3,750 HDHP	Sanford TRUE \$5,150 HDHP	Sanford TRUE \$5.250	Sanford TRUE \$6.000	Sanford TRUE \$7,050 HDHP
0-14	\$240.46	\$180.35	\$203.43	\$200.41	\$302.66	\$181.83
15	\$261.84	\$196.38	\$203.43	\$218.22	\$329.56	\$197.99
16	\$270.00	\$202.50	\$228.43	\$225.03	\$339.85	\$204.17
17	\$278.17	\$202.30	\$235.34	\$223.84	\$357.83	\$210.34
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18	\$286.98	\$215.24	\$242.78 \$250.23	\$239.17	\$361.21	\$217.00
19	\$295.78	\$221.83		\$246.51	\$372.29	\$223.66
20	\$304.89	\$228.67	\$257.95	\$254.11	\$383.76	\$230.54
21	\$314.32	\$235.74	\$265.92	\$261.97	\$395.63	\$237.68
22	\$314.32	\$235.74	\$265.92	\$261.97	\$395.63	\$237.68
23	\$314.32	\$235.74	\$265.92	\$261.97	\$395.63	\$237.68
24	\$314.32	\$235.74	\$265.92	\$261.97	\$395.63	\$237.68
25	\$315.57	\$236.69	\$266.98	\$263.01	\$397.21	\$238.63
26	\$321.87	\$241.40	\$272.30	\$268.25	\$405.12	\$243.38
27	\$329.40	\$247.06	\$278.68	\$274.54	\$414.62	\$249.08
28	\$341.67	\$256.25	\$289.05	\$284.76	\$430.04	\$258.35
29	\$351.72	\$263.80	\$297.56	\$293.14	\$442.71	\$265.96
30	\$356.75	\$267.57	\$301.82	\$297.33	\$449.04	\$269.76
31	\$364.30	\$273.23	\$308.20	\$303.61	\$458.53	\$275.46
32	\$371.84	\$278.88	\$314.58	\$309.90	\$468.03	\$281.16
33	\$376.56	\$282.42	\$318.56	\$313.83	\$473.96	\$284.73
34	\$381.58	\$286.19	\$322.82	\$318.03	\$480.29	\$288.54
35	\$384.09	\$288.08	\$324.95	\$320.12	\$483.46	\$290.43
36	\$386.62	\$289.97	\$327.07	\$322.21	\$486.62	\$292.34
37	\$389.13	\$291.85	\$329.20	\$324.31	\$489.79	\$294.24
38	\$391.64	\$293.73	\$331.33	\$326.40	\$492.95	\$296.15
39	\$396.67	\$297.50	\$335.58	\$330.60	\$499.28	\$299.94
40	\$401.70	\$301.28	\$339.84	\$334.79	\$505.61	\$303.74
41	\$409.25	\$306.93	\$346.22	\$341.07	\$515.11	\$309.45
42	\$416.47	\$312.35	\$352.34	\$347.10	\$524.20	\$314.92
43	\$426.53	\$319.90	\$360.85	\$355.49	\$536.86	\$322.52
44	\$439.10	\$329.33	\$371.48	\$365.96	\$552.69	\$332.03
45	\$453.87	\$340.41	\$383.98	\$378.27	\$571.29	\$343.20
46	\$471.48	\$353.61	\$398.87	\$392.94	\$593.44	\$356.51
47	\$491.28	\$368.46	\$415.62	\$409.45	\$618.36	\$371.48
48	\$513.91	\$385.43	\$434.76	\$428.30	\$646.85	\$388.59
49	\$536.23	\$402.18	\$453.65	\$446.90	\$674.94	\$405.47
50	\$561.37	\$421.03	\$474.92	\$467.86	\$706.58	\$424.48
51	\$586.20	\$439.66	\$495.93	\$488.55	\$737.84	\$443.25
52	\$613.55	\$460.16	\$519.07	\$511.35	\$772.26	\$463.93
53	\$641.20	\$480.91	\$542.46	\$534.39	\$807.07	\$484.85
54	\$671.07	\$503.30	\$567.72	\$559.28	\$844.65	\$507.43
55	\$700.92	\$525.70	\$592.98	\$584.17	\$882.24	\$530.01
56	\$733.30	\$549.98	\$620.38	\$611.15	\$922.99	\$554.48
57	\$765.98	\$574.50	\$648.03	\$638.40	\$964.14	\$579.20
58	\$800.87	\$600.66	\$677.54	\$667.47	\$1,008.05	\$605.58
59	\$818.16	\$613.63	\$692.17	\$681.88	\$1,029.81	\$618.65
60	\$853.05	\$639.80	\$721.69	\$710.96	\$1,073.72	\$645.03
61	\$883.22	\$662.43	\$747.21	\$736.10	\$1,111.70	\$667.85
62	\$903.02	\$677.28	\$763.96	\$752.60	\$1,136.62	\$682.82
63	\$927.85	\$695.90	\$784.97	\$773.30	\$1,167.88	\$701.60
64+	\$942.92	\$707.19	\$797.71	\$785.85	\$1,186.85	\$712.98

July-Sept Sales/Renewals

Age Band	Sanford TRUE \$500	Sanford TRUE \$1,500	Sanford TRUE \$1,750	Sanford TRUE \$2,700	Sanford TRUE \$3,000 HDHP
0-14	\$198.89	\$200.05	\$187.04	\$214.20	\$248.41
15	\$216.57	\$217.83	\$203.66	\$233.24	\$270.49
16	\$223.33	\$224.63	\$210.02	\$240.52	\$278.93
17	\$230.09	\$231.43	\$216.38	\$247.80	\$287.38
18	\$237.37	\$238.75	\$223.22	\$255.64	\$296.47
19	\$244.65	\$246.07	\$230.07	\$263.48	\$305.56
20	\$252.19	\$253.65	\$237.16	\$271.60	\$314.98
21	\$259.99	\$261.50	\$244.49	\$280.00	\$324.72
22	\$259.99	\$261.50	\$244.49	\$280.00	\$324.72
23	\$259.99	\$261.50	\$244.49	\$280.00	\$324.72
24	\$259.99	\$261.50	\$244.49	\$280.00	\$324.72
25	\$261.03	\$262.55	\$245.47	\$281.12	\$326.02
26	\$266.23	\$267.78	\$250.36	\$286.72	\$332.51
27	\$272.47	\$274.05	\$256.23	\$293.44	\$340.30
28	\$282.61	\$284.25	\$265.76	\$304.35	\$352.97
	\$290.93				· · · · · · · · · · · · · · · · · · ·
30	\$290.93	\$292.62	\$273.59	\$313.31	\$363.36
		\$296.80	\$277.50	\$317.79	\$368.55
31	\$301.33	\$303.08	\$283.36	\$324.51	\$376.35
32	\$307.57	\$309.35	\$289.23	\$331.23	\$384.14
33	\$311.47	\$313.28	\$292.90	\$335.43	\$389.01
34	\$315.63	\$317.46	\$296.81	\$339.91	\$394.21
35	\$317.71	\$319.55	\$298.77	\$342.15	\$396.80
36	\$319.79	\$321.64	\$300.72	\$344.39	\$399.40
37	\$321.87	\$323.74	\$302.68	\$346.63	\$402.00
38	\$323.95	\$325.83	\$304.64	\$348.87	\$404.60
39	\$328.11	\$330.01	\$308.55	\$353.35	\$409.79
40	\$332.27	\$334.19	\$312.46	\$357.83	\$414.99
41	\$338.51	\$340.47	\$318.33	\$364.55	\$422.78
42	\$344.49	\$346.49	\$323.95	\$370.99	\$430.25
43	\$352.81	\$354.85	\$331.77	\$379.95	\$440.64
44	\$363.21	\$365.31	\$341.55	\$391.15	\$453.63
45	\$375.42	\$377.60	\$353.04	\$404.31	\$468.89
46	\$389.98	\$392.25	\$366.73	\$419.99	\$487.07
47	\$406.36	\$408.72	\$382.14	\$437.63	\$507.53
48	\$425.08	\$427.55	\$399.74	\$457.79	\$530.91
49	\$443.54	\$446.11	\$417.10	\$477.67	\$553.97
50	\$464.34	\$467.03	\$436.66	\$500.07	\$579.94
51	\$484.88	\$487.69	\$455.97	\$522.19	\$605.59
52	\$507.50	\$510.44	\$477.24	\$546.55	\$633.84
53	\$530.38	\$533.45	\$498.76	\$571.19	\$662.42
54	\$555.07	\$558.30	\$521.98	\$597.79	\$693.27
55	\$579.77	\$583.14	\$545.21	\$624.38	\$724.12
56	\$606.55	\$610.07	\$570.39	\$653.22	\$757.56
57	\$633.59	\$637.27	\$595.82	\$682.34	\$791.33
58	\$662.45	\$666.29	\$622.96	\$713.42	\$827.37
59	\$676.75	\$680.67	\$636.40	\$728.82	\$845.23
60	\$705.61	\$709.70	\$663.54	\$759.90	\$881.28
61	\$730.57	\$734.80	\$687.01	\$786.78	\$912.45
62	\$746.94	\$751.28	\$702.41	\$804.42	\$932.91
63	\$767.48	\$771.94	\$721.73	\$826.54	\$958.56
64+	\$779.95	\$784.48	\$733.45	\$839.97	\$974.13

Age Band	Sanford TRUE \$3.500	Sanford TRUE \$3,750 HDHP	Sanford TRUE \$5,150 HDHP	Sanford TRUE \$5.250	Sanford TRUE \$6.000	Sanford TRUE \$7,050 HDHP
0-14	\$243.30	\$182.48	\$205.83	\$202.77	\$306.24	\$183.97
15	\$264.93	\$198.70	\$224.13	\$220.80	\$333.46	\$200.33
16	\$273.20	\$204.90	\$224.13	\$227.69	\$343.87	\$206.58
17	\$273.20	\$204.70	\$231.13	\$234.58	\$354.28	\$200.38
	\$290.37	\$217.78			\$365.48	·
18			\$245.65 \$253.19	\$242.00	\$376.69	\$219.56
19	\$299.27	\$224.46		\$249.42		\$226.30
20	\$308.50	\$231.38	\$260.99	\$257.11	\$388.30	\$233.27
21	\$318.04	\$238.53	\$269.06	\$265.06	\$400.31	\$240.49
22	\$318.04	\$238.53	\$269.06	\$265.06	\$400.31	\$240.49
23	\$318.04	\$238.53	\$269.06	\$265.06	\$400.31	\$240.49
24	\$318.04	\$238.53	\$269.06	\$265.06	\$400.31	\$240.49
25	\$319.31	\$239.49	\$270.14	\$266.12	\$401.91	\$241.45
26	\$325.67	\$244.26	\$275.52	\$271.42	\$409.92	\$246.26
27	\$333.30	\$249.98	\$281.98	\$277.79	\$419.53	\$252.03
28	\$345.71	\$259.28	\$292.47	\$288.12	\$435.14	\$261.41
29	\$355.88	\$266.92	\$301.08	\$296.60	\$447.95	\$269.10
30	\$360.97	\$270.73	\$305.39	\$300.85	\$454.35	\$272.95
31	\$368.61	\$276.46	\$311.84	\$307.21	\$463.96	\$278.72
32	\$376.24	\$282.18	\$318.30	\$313.57	\$473.57	\$284.49
33	\$381.01	\$285.76	\$322.34	\$317.54	\$479.57	\$288.10
34	\$386.10	\$289.58	\$326.64	\$321.78	\$485.98	\$291.95
35	\$388.64	\$291.48	\$328.79	\$323.91	\$489.18	\$293.87
36	\$391.19	\$293.39	\$330.95	\$326.03	\$492.38	\$295.80
37	\$393.73	\$295.30	\$333.10	\$328.15	\$495.58	\$297.72
38	\$396.27	\$297.21	\$335.25	\$330.27	\$498.79	\$299.64
39	\$401.36	\$301.03	\$339.56	\$334.51	\$505.19	\$303.49
40	\$406.45	\$304.84	\$343.86	\$338.75	\$511.60	\$307.34
41	\$414.08	\$310.57	\$350.32	\$345.11	\$521.20	\$313.11
42	\$421.40	\$316.05	\$356.51	\$351.21	\$530.41	\$318.64
43	\$431.58	\$323.69	\$365.12	\$359.69	\$543.22	\$326.34
44	\$444.30	\$333.23	\$375.88	\$370.29	\$559.23	\$335.96
45	\$459.25	\$344.44	\$388.52	\$382.75	\$578.05	\$347.26
46	\$477.06	\$357.80	\$403.59	\$397.59	\$600.46	\$360.73
47	\$497.09	\$372.82	\$420.54	\$414.29	\$625.68	\$375.88
48	\$519.99	\$390.00	\$439.91	\$433.37	\$654.50	\$393.19
49	\$542.57	\$406.93	\$459.02	\$452.19	\$682.93	\$410.27
50	\$568.01	\$426.01	\$480.54	\$473.40	\$714.95	\$429.50
51	\$593.14	\$444.86	\$501.80	\$494.34	\$746.58	\$448.50
52	\$620.81	\$465.61	\$525.20	\$517.40	\$781.40	\$469.42
53	\$648.79	\$486.60	\$548.88	\$540.72	\$816.63	\$490.59
54	\$679.01	\$509.26	\$574.44	\$565.90	\$854.66	\$513.43
55	\$709.22	\$531.92	\$600.00	\$591.08	\$892.69	\$536.28
56	\$741.98	\$556.49	\$627.72	\$618.38	\$933.92	\$561.05
57	\$775.05	\$581.30	\$655.70	\$645.95	\$975.55	\$586.06
58	\$810.35	\$607.77	\$685.56	\$675.37	\$1,019.98	\$612.75
59	\$827.85	\$620.89	\$700.36	\$689.95	\$1,042.00	\$625.98
60	\$863.15	\$647.37	\$730.23	\$719.37	\$1,086.43	\$652.67
61	\$893.68	\$670.27	\$756.06	\$744.82	\$1,124.86	\$675.76
62	\$913.72	\$685.29	\$773.01	\$761.52	\$1,150.08	\$690.91
63	\$938.84	\$704.14	\$794.26	\$782.46	\$1,181.71	\$709.90
64+	\$954.10	\$715.58	\$807.17	\$795.17	\$1,200.91	\$721.44

Oct-Dec Sales/Renewals

Age Band	Sanford TRUE \$500	Sanford TRUE \$1,500	Sanford TRUE \$1,750	Sanford TRUE \$2,700	Sanford TRUE \$3,000 HDHP		
0-14	\$201.42	\$202.59	\$189.41	\$216.91	\$251.56		
15	\$219.32	\$220.59	\$206.25	\$236.20	\$273.92		
16	\$226.17	\$227.48	\$212.68	\$243.57	\$282.47		
17	\$233.01	\$234.36	\$219.12	\$250.94	\$291.02		
18	\$240.38	\$241.78	\$226.05	\$258.88	\$300.23		
19	\$247.75	\$249.19	\$232.98	\$266.82	\$309.44		
20	\$255.39	\$256.87	\$240.16	\$275.04	\$318.97		
21	\$263.29	\$264.82	\$247.59	\$283.55	\$328.84		
22	\$263.29	\$264.82	\$247.59	\$283.55	\$328.84		
23	\$263.29	\$264.82	\$247.59	\$283.55	\$328.84		
24	\$263.29	\$264.82	\$247.59	\$283.55	\$328.84		
25	\$264.34	\$265.88	\$248.58	\$284.68	\$330.15		
26	\$269.61	\$271.17	\$253.53	\$290.35	\$336.73		
27	\$275.93	\$277.53	\$259.48	\$297.16	\$344.62		
28	\$286.19	\$287.85	\$269.13	\$308.21	\$357.44		
29	\$294.62	\$296.33	\$277.06	\$317.29	\$367.97		
30	\$298.83	\$300.57	\$281.02	\$321.82	\$373.23		
31	\$305.15	\$306.92	\$286.96	\$328.63	\$381.12		
32	\$311.47	\$313.28	\$292.90	\$335.43	\$389.01		
33	\$315.42	\$317.25	\$296.61	\$339.69	\$393.95		
34	\$319.63	\$321.49	\$300.58	\$344.22	\$399.21		
35	\$321.74	\$323.60	\$302.56	\$346.49	\$401.84		
36	\$323.84	\$325.72	\$304.54	\$348.76	\$404.47		
37	\$325.95	\$327.84	\$306.52	\$351.03	\$407.10		
38	\$328.06	\$329.96	\$308.50	\$353.30	\$409.73		
39	\$332.27	\$334.20	\$312.46	\$357.83	\$414.99		
40	\$336.48	\$338.43	\$316.42	\$362.37	\$420.25		
41	\$342.80	\$344.79	\$322.36	\$369.18	\$428.14		
42	\$348.86	\$350.88	\$328.06	\$375.70	\$435.71		
43	\$357.28	\$359.35	\$335.98	\$384.77	\$446.23		
44	\$367.81	\$369.95	\$345.88	\$396.11	\$459.38		
45	\$380.19	\$382.39	\$357.52	\$409.44	\$474.84		
46	\$394.93	\$397.22	\$371.39	\$425.32	\$493.25		
47	\$411.52	\$413.90	\$386.98	\$443.18	\$513.97		
48	\$430.47	\$432.97	\$404.81	\$463.60	\$537.64		
49	\$449.17	\$451.77	\$422.39	\$483.73	\$560.99		
50	\$470.23	\$472.96	\$442.20	\$506.41	\$587.30		
51	\$491.03	\$493.88	\$461.76	\$528.81	\$613.28		
52	\$513.93	\$516.92	\$483.30	\$553.48	\$641.88		
53	\$537.10	\$540.22	\$505.08	\$578.43	\$670.82		
54	\$562.11	\$565.38	\$528.60	\$605.37	\$702.06		
55	\$587.13	\$590.53	\$552.12	\$632.30	\$733.30		
56	\$614.24	\$617.81	\$577.63	\$661.51	\$767.17		
57	\$641.63	\$645.35	\$603.38	\$691.00	\$801.37		
58	\$670.85	\$674.74	\$630.86	\$722.47	\$837.87		
59	\$685.33	\$689.31	\$644.47	\$738.06	\$855.95		
60	\$714.56	\$718.70	\$671.96	\$769.54	\$892.45		
61	\$739.83	\$744.12	\$695.73	\$796.76	\$924.02		
62	\$756.42	\$760.81	\$711.32	\$814.62	\$944.74		
63	\$777.22	\$781.73	\$730.88	\$837.02	\$970.72		
		· ·	\$730.88	· ·	•		
64+	\$789.84	\$794.43	\$142.76	\$850.62	\$986.49		

Age Band	Sanford TRUE	Sanford TRUE \$3,750 HDHP	Sanford TRUE	Sanford TRUE	Sanford TRUE	Sanford TRUE
0.1/	\$3,500		\$5,150 HDHP	\$5,250	\$6,000	\$7,050 HDHP
0-14	\$246.39	\$184.79	\$208.44	\$205.35	\$310.12	\$186.31
15	\$268.29	\$201.22	\$226.97	\$223.60	\$337.69	\$202.87
16	\$276.66	\$207.50	\$234.06	\$230.58	\$348.23	\$209.20
17	\$285.03	\$213.78	\$241.14	\$237.56	\$358.77	\$215.53
18	\$294.05	\$220.54	\$248.77	\$245.07	\$370.12	\$222.35
19	\$303.07	\$227.31	\$256.40	\$252.59	\$381.47	\$229.17
20	\$312.41	\$234.31	\$264.30	\$260.37	\$393.23	\$236.23
21	\$322.07	\$241.56	\$272.47	\$268.42	\$405.39	\$243.54
22	\$322.07	\$241.56	\$272.47	\$268.42	\$405.39	\$243.54
23	\$322.07	\$241.56	\$272.47	\$268.42	\$405.39	\$243.54
24	\$322.07	\$241.56	\$272.47	\$268.42	\$405.39	\$243.54
25	\$323.36	\$242.52	\$273.56	\$269.50	\$407.01	\$244.51
26	\$329.80	\$247.35	\$279.01	\$274.87	\$415.12	\$249.38
27	\$337.53	\$253.15	\$285.55	\$281.31	\$424.85	\$255.23
28	\$350.09	\$262.57	\$296.18	\$291.78	\$440.66	\$264.72
29	\$360.40	\$270.30	\$304.90	\$300.37	\$453.63	\$272.52
30	\$365.55	\$274.17	\$309.26	\$304.66	\$460.11	\$276.41
31	\$373.28	\$279.96	\$315.80	\$311.10	\$469.84	\$282.26
32	\$381.01	\$285.76	\$322.34	\$317.55	\$479.57	\$288.10
33	\$385.84	\$289.38	\$326.42	\$321.57	\$485.65	\$291.75
34	\$390.99	\$293.25	\$330.78	\$325.87	\$492.14	\$295.65
35	\$393.57	\$295.18	\$332.96	\$328.01	\$495.38	\$297.60
36	\$396.15	\$297.11	\$335.14	\$330.16	\$498.63	\$299.55
37	\$398.72	\$299.05	\$337.32	\$332.31	\$501.87	\$301.50
38	\$401.30	\$300.98	\$339.50	\$334.46	\$505.11	\$303.44
39	\$406.45	\$304.84	\$343.86	\$338.75	\$511.60	\$307.34
40	\$411.61	\$308.71	\$348.22	\$343.04	\$518.08	\$311.24
41	\$419.34	\$314.51	\$354.76	\$349.49	\$527.81	\$317.08
42	\$426.74	\$320.06	\$361.03	\$355.66	\$537.14	\$322.68
43	\$437.05	\$327.79	\$369.75	\$364.25	\$550.11	\$330.48
44	\$449.93	\$337.45	\$380.65	\$374.99	\$566.32	\$340.22
45	\$465.07	\$348.81	\$393.45	\$387.60	\$585.38	\$351.66
46	\$483.11	\$362.33	\$408.71	\$402.63	\$608.08	\$365.30
47	\$503.40	\$377.55	\$425.88	\$419.54	\$633.62	\$380.64
48	\$526.58	\$394.94	\$445.49	\$438.87	\$662.81	\$398.18
49	\$549.45	\$412.09	\$464.84	\$457.93	\$691.59	\$415.47
50	\$575.22	\$431.42	\$486.64	\$479.40	\$724.02	\$434.95
51	\$600.66	\$450.50	\$508.16	\$500.61	\$756.04	\$454.19
52	\$628.68	\$471.51	\$531.87	\$523.96	\$791.31	\$475.38
53	\$657.02	\$492.77	\$555.84	\$547.58	\$826.99	\$496.81
54	\$687.62	\$515.72	\$581.73	\$573.08	\$865.50	\$519.94
55	\$718.21	\$538.67	\$607.61	\$598.58	\$904.01	\$543.08
56	\$751.39	\$563.55	\$635.68	\$626.23	\$945.76	\$568.16
57	\$784.88	\$588.67	\$664.01	\$654.14	\$987.92	\$593.49
58	\$820.63	\$615.48	\$694.26	\$683.94	\$1,032.92	\$620.52
59	\$838.35	\$628.77	\$709.24	\$698.70	\$1,055.22	\$633.92
60	\$874.10	\$655.58	\$739.49	\$728.50	\$1,100.21	\$660.95
61	\$905.01	\$678.77	\$765.64	\$754.26	\$1,139.13	\$684.33
62	\$925.30	\$693.98	\$782.81	\$771.17	\$1,164.67	\$699.67
63	\$950.75	\$713.07	\$804.34	\$792.38	\$1,196.70	\$718.91
64+	\$966.20	\$724.65	\$817.40	\$805.25	\$1,216.14	\$730.59