REPORT ON EXECUTIVE COMPENSATION Domestic Insurers

State of Wisconsin
Office of the Commissioner of Insurance
P. O. Box 7873
Madison, WI 53707-7873

Ref: Sections 601.42 and 611.63 (4), Wis. Stat.

Insurer Name	For Calendar Year Ending
AMERICAN FAMILY MUTUAL INSURANCE COMPANY	December 31, 2011

INSTRUCTIONS:

Each Wisconsin domiciled insurer shall file a Report on Executive Compensation as a supplement to the insurer's annual statement, to be filled with the annual statement on or before March 1. The Report on Executive Compensation shall report on the annual compensation of each director, the chief executive officer, and the four most highly paid officers or employes other than the chief executive officer. In addition, report all officers and employes of the insurer whose compensation exceeds specified amounts. Add additional pages as necessary.

Insurers which are part of a group of insurers or other holding company system may file amounts paid to officers and employes in Parts I and III either on a consolidated basis or by allocation to each insurer. The footnote to Part I should note which method is being employed.

Compensation reported shall consist of any and all gross direct and indirect remuneration paid and accrued during the report year for the benefit of an individual director, officer, or employe, and shall include wages, salaries, bonuses, retirement benefits, deferred compensation, commissions, directors fees, retainers, stock grants, gains from the exercise of stock options, and all other forms of personal compensation.

Part I Officer and Employe Compensation

Report on the compensation of the chief executive officer, and the four most highly paid officers or employes other than the chief executive officer. In addition, report all other officers or employes based on the following schedule:

Insurer's Current Year-end Capital and Surplus*	Report for any officer or employe whose total annual compensation is in excess of
Less than \$200,000,000	\$100,000
\$200,000,000 to \$400,000,000	\$175,000
More than \$400,000,000	\$250,000

^{*} If the report completed on a consolidated basis, use the capital and surplus of the largest insurer in the group.

Name	Principal Position	Salary	Bonus	All Other Compensation	Total
*** SEE ATTACHED ***					

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Is the reporting insurer a member of a group of insurers or other holding company system? Yes	No f 1
the same date of the street of	[
If yes, does the above amounts represent 1) total gross compensation paid to each individual by or o	n behalf of all companies which
and the contract of the contra	in bottom of all companies willer
are a part of the group? Yes 🔼; or 2) an allocation to each insurer? Yes []	

Insurer Name	For Calendar Year Ending
AMERICAN FAMILY MUTUAL INSURANCE COMPANY	December 31, _2011_

Part 2 Directors Compensation

Report on the compensation of each director or trustee. Amounts disclosed must include compensation paid and accrued for services on boards and committees as well as any other activity or service, such as consulting agreements.

Name	Principal Position	Salary	Bonus	All Other Compensation	Total
*** SEE ATTACHED ***					
	1				
					-

Part 3 Total Compensation

Report the total compensation paid for all directors as a group and the total compensation paid for all officers as a group.

		Salary	Bonus	All Other Compensation	Total
A.	Officers	*** SEE ATT	ACHED ***		
В.	Directors				

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				All Other	
Name	Principal Position	Salary	Bonus	Compensation	Total
Seifert,Terrance A	Services & Infrastructure Associate Vice President	\$ 182,194.32	\$ 48,539.72	38,409.40	269,143.44
Carter III, David M	Sales Director	\$ 202,452.04	\$ 27,803.92	\$ 37,911.95	268,167.91
Moran,Lisa A	Claims Associate Vice President	\$ 167,989.26	\$ 37,836.47	\$ 60,895.36	266,721.09
Duffy,Rita J	Agency Sales Manager	\$ 162,567.05	\$ 47,805.54	\$ 55,807.72	\$ 266,180.31
Slocum,Rick K	Agency Sales Manager	\$ 178,931.23	\$ 41,769.82	\$ 45,116.65	265,817.70
Ober,Steven H	Sales Director	\$ 199,515.30	\$ 32,484.08	\$ 33,051.44	265,050.82
Edwards, Zachery C	Agency Sales Manager	\$ 190,754.97	\$ 49,734.67	\$ 24,086.06	264,575.70
Green,Cindy A	Agency Sales Manager	\$ 163,160.55	\$ 56,282.47	\$ 45,000.72	\$ 264,443.74
Ryniak,Keith J	Sales Director	\$ 199,778.46	\$ 32,506.98	\$ 31,955.60	\$ 264,241.04
Duval,Todd C	Agency Sales Manager	\$ 187,719.80	\$ 36,661.64	\$ 39,604.47	263,985.91
Quesnel,Robert D	Sales Director	\$ 193,451.66	\$ 26,789.12	\$ 43,097.86	263,338.64
Weber,Darin A	Agency Sales Manager	\$ 160,328.98	\$ 62,053.90	\$ 40,424.62	262,807.50
Letzkus,Gerald F	Agency Sales Manager	\$ 155,321.49	\$ 54,906.99	\$ 51,631.50	261,859.98
Latham,Daryl G	Agency Sales Manager	\$ 174,385.32	\$ 62,159.50	\$ 25,128.78	261,673.60
Shisler, S. Bryan	Agency Sales Manager	\$ 180,276.15	\$ 49,469.02	\$ 31,400.10	261,145.27
Pinzon Jr, Cesar A	Sales Director	\$ 196,244.68	\$ 32,108.55	\$ 31,678.31	\$ 260,031.54
Beck,Phillip R	Agency Sales Manager	\$ 174,792.48	\$ 46,542.49	\$ 37,758.98	\$ 259,093.95
Kosowski,Kevin L	Agency Sales Manager	\$ 178,583.13	\$ 35,449.87	\$ 44,885.21	\$ 258,918.21
Riggs, Michael R	Sales Director	\$ 205,330.40	\$ 25,128.45	\$ 27,652.22	258,111.07
Fiorelli,Dean M	Treasury Director	\$ 195,845.11	\$ 21,946.23	\$ 39,747.64	\$ 257,538.98
Hannifan, Phillip S	Private Placement Investments Manager	\$ 208,311.05	\$ 6,247.51	\$ 42,877.30	\$ 257,435.86
Helixon, Joel P	Agency Sales Manager	\$ 176,201.71	\$ 38,128.45	\$ 43,075.76	\$ 257,405.92
Rogers,Stuart P	Agency Sales Manager	\$ 188,559.97	\$ 40,933.17	\$ 27,225.15	\$ 256,718.29
Eckert, Larry M	Agency Sales Manager	\$ 170,099.76	\$ 43,349.03	\$ 43,247.07	256,695.86
Lubahn,Michael J	Agency Sales Manager	\$ 189,544.46	\$ 25,616.79	\$ 41,529.64	256,690.89
Pierce,Steven J	Agency Sales Manager	\$ 192,858.65	\$ 23,087.05	\$ 40,584.22	256,529.92
Montagna, Tamera B	Policy Sales & Service Director	\$ 201,033.96	\$ 24,310.29	\$ 30,287.21	255,631.46
Holzhauer, Mark J	Regional Managing Attorney	\$ 181,518.94	\$ 10,221.86	\$ 63,422.34	255,163.14
Whitlock, James L	Agency Sales Manager	\$ 184,720.89	\$ 26,294.69	\$ 44,138.77	255,154.35
Robbins, Michael A	Agency Sales Manager	\$ 178,157.70	\$ 41,628.06	33,820.48	\$ 253,606.24
Hamner,John D	Property Director	\$ 169,786.53	\$ 59,046.04	\$ 24,604.92	253,437.49
Christensen, John C	Life Chief Actuary	\$ 192,864.57	\$ 22,422.93	\$ 36,729.77	252,017.27
Kirby,Karen J	Agency Sales Manager	\$ 194,074.79	\$ 27,495.44	\$ 30,259.90	251,830.13
Toney,Robert CD	Sales Director	\$ 193,790.91	\$ 26,827.38	\$ 29,899.65	250,517.94
Robinson, Douglas R	Agency Sales Manager	\$ 199,252.05	\$ 10,434.79	\$ 40,708.63	250,395.47
Arenson, Charles A	Agency Sales Manager	\$ 174,173.79	\$ 40,814.21	\$ 35,262.30	\$ 250,250.30
		\$ 29,131,352.42	\$ 17,656,063.52	\$ 14,159,554.56	\$ 60,946,970.50

	Principal		_	All Other	_
Name	Position	Salary	Bonus	Compensation	Total
Anderson, Dave	Principal	\$ 18,250.00	\$ -	\$ -	\$ 18,250.00
Culver, Craig	Principal	\$ 29,499.00	\$ -	\$ -	\$ 29,499.00
Dewey, Londa	Principal	\$ 95,329.00	\$ -	\$ _	\$ 95,329.00
Howard, Leslie	Principal	\$ 98,329.00	\$ -	\$ -	\$ 98,329.00
Kellner, Ted D	Principal	\$ 116,609.00	\$ -	\$ _	\$ 116,609.00
Khurana, Rakesh	Principal	\$ 19,750.00	\$ -	\$ -	\$ 19,750.00
Knetter, Mike	Principal	\$ 92,329.00	\$ -	\$ -	\$ 92,329.00
Malmgren, Scott	Principal	\$ 19,750.00	\$ -	\$ _	\$ 19,750.00
Oliver, Walter	Principal	\$ 110,109.00	\$ -	\$ 	\$ 110,109.00
Pierce, Harvey	Principal	\$ 77,162.34	\$ -	\$ -	\$ 77,162.34
Protsch, Eliot	Principal	\$ 122,609.00	\$ -	\$ -	\$ 122,609.00
Renk, Richard	Principal	\$ 29,498.00	\$ -	\$ -	\$ 29,498.00
Shain, Paul	Principal	\$ 21,250.00	\$ -	\$ -	\$ 21,250.00
Thornton, Dr. Jerry Sue	Principal	\$ 87,829.00	\$ -	\$ -	\$ 87,829.00
Zimbrick, Thomas J	Principal	\$ 120,609.00	\$ -	\$ -	\$ 120,609.00

\$ 1,058,911.34 \$ - \$ - \$ 1,058,911.34

	Salary	All Other Bonus Compensation Te			Total	
Officer Totals	\$ 11,509,952.08	\$ 13,982,532.87	\$	9,233,174.01	\$	34,725,658.96
Director Totals	\$ 1,058,911.34	\$ -	\$	-	\$	1,058,911.34