

U.S.



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COMMISSION 49

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Dealers  
Reg Act of 1934 and

Pursuant to Section 17a-5  
Rule 17a-5 Thereunder

SEC FILE NO
8-6082

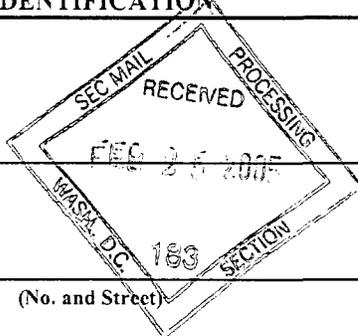
**ANNUAL AUDITED REPORT  
FORM X-17A-5  
PART III**

REPORT FOR THE PERIOD BEGINNING 01/01/2004 AND ENDING 12/31/2004  
MM/DD/YY MM/DD/YY

**A. REGISTRANT IDENTIFICATION**

NAME OF BROKER-DEALER:

Horace Mann Investors, Inc.



Official Use Only
FIRM ID. NO.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS:  
(Do not use P.O. Box No.)

1 Horace Mann Plaza

(No. and Street)

Springfield

(City)

Illinois

(State)

62715

(Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

Christopher M. Fehr

217-788-8570

(Area Code - Telephone No.)

**B. ACCOUNTANT IDENTIFICATION**

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\*

(Name - if individual, state last, first, middle name)

KPMG LLP

303 East Wacker Drive

(ADDRESS)

Number and Street

Chicago

City

Illinois

State

60601

Zip Code

CHECK ONE:

- Certified Public Accountant
- Public Accountant
- Accountant not resident in United States or any of its possessions.

**PROCESSED**

**APR 13 2005**

**THOMSON  
FINANCIAL**

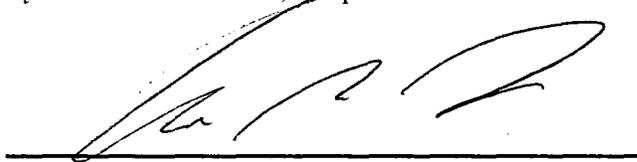
FOR OFFICIAL USE ONLY

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

F/c

### OATH OR AFFIRMATION

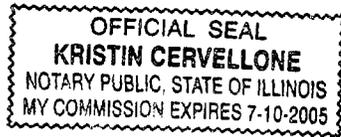
I, Christopher M. Fehr, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statements and supporting schedules pertaining to the firm of Horace Mann Investors, Inc. as of December 31, 2004, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:



Name Christopher M. Fehr

Title President

  
Notary Public



This report \*\* contains (check all applicable boxes):

- (a) Facing Page
- (b) Statement of Financial Condition
- (c) Statement of Income
- (d) Statement of Cash Flows
- (e) Statement of Changes in Stockholder's Equity of Partners' or Sole Proprietor's Capital
- (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors
- (g) Computation of Net Capital
- (h) Computation for Determination of Reserve Requirement Pursuant to Rule 15c3-3
- (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3
- (j) A Reconciliation, including appropriate explanation, of the computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A Rule 15c3-3
- Schedule of Segregation Requirements and Funds in Segregation Pursuant to Commodity Exchange Act
- (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation
- (l) An Oath or Affirmation
- (m) A Copy of the SIPC Supplemental Report
- (n) A Report describing any material inadequacies found to exist or found to have existed since the date of the previous audit
- (o) Independent auditor report on Internal accounting control.

\*\* For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3)

**HORACE MANN INVESTORS, INC.**

Statement of Financial Condition

December 31, 2004

**Assets**

Cash and cash equivalents	\$	408,145
12b-1 fees receivable		176,553
Other receivables from affiliated companies		1,894
Federal income tax recoverable		13,309
Total assets	\$	<u>599,901</u>

**Liabilities and Stockholder's Equity**

Liabilities:		
Payables to affiliated companies	\$	51,135
Accrued expenses and other liabilities		1,601
Total liabilities		<u>52,736</u>
Stockholder's equity:		
Common stock, \$1 par value. Authorized, issued, and outstanding 5,000 shares		5,000
Additional paid-in capital		110,000
Retained earnings		432,165
Total stockholder's equity		<u>547,165</u>
Total liabilities and stockholder's equity	\$	<u>599,901</u>

See accompanying notes to financial statements.