

2017 Rio Conference Pre-Trip (Prefácio) Opportunity

Upgraded 2017 Sales Leaders
Conference in Rio March 24-26, 2017

Upgrade your time in Rio with our
special Prefácio trip available to the
20 elite agents who qualify.

Pre-Trip Qualification Criteria

Pre-Trip production is credited based on 100% net
issued production from January 1–December 31, 2016
(with an effective date no later than January 1, 2017).

*Exceptions: No credit for Medicare Disability plans or
any state-mandated guarantee issue plans.*

*Please see ADDS® Library under Sales Incentives for
additional details.*

Core & Special Markets Pre-Trip Qualifiers

Pre-trip divisions will be broken up as follows:

Agent/Broker/Marketing Rep Division: Top two
qualifiers in Divisions A, B & C

GA/Marketing Director Division: Top qualifier in
Divisions A, B & C

MGA/Agency Director Division: Top qualifier in
Divisions A & B

Partner Division–RSD/RAD/Agency VP: Top qualifier in
Divisions A, B & C

Partner Division–Marketing Group: Top Marketing
Group in Divisions A, B & C

Please check the Sales Incentives folder in the ADDS
library to see what division you have been placed in.

***In order to qualify for the Pre-Trip experience, qualifiers
must first qualify for the 2017 Sales Leaders Conference.***

2017 Rio Conference Qualification Requirements for Core & Special Markets and Pre-Trip (Prefácio) Opportunity

2017 Sales Leaders Conference
in Rio March 2017

Production Club Requirements for Core & Special Markets

Bronze

Agent	\$ 75,000
GA	\$ 125,000
MGA	\$ 150,000
Partner—RSD	\$ 200,000
Partner—Marketing Group	\$ 500,000

Silver

Agent	\$ 100,000
GA	\$ 300,000
MGA	\$ 400,000
Partner—RSD	\$ 500,000
Partner—Marketing Group	\$ 1,000,000

Gold

Agent	\$ 150,000
GA	\$ 450,000
MGA	\$ 600,000
Partner—RSD	\$ 750,000
Partner—Marketing Group	\$ 1,500,000

President's Club

Agent	\$ 200,000
GA	\$ 600,000
MGA	\$ 800,000
Partner—RSD	\$ 1,000,000
Partner—Marketing Group	\$ 2,000,000

Chairman's Circle

*Top Total Life & Health Producer in each category:
Agent, GA, MGA, Partner—RSD, and Partner—
Marketing Group*

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Library under
Sales Incentives for
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2016 Qualification Requirements for Core & Special Markets

2017 Sales Leaders Conference in Rio March 26-31, 2017

Production Requirement to qualify for Rio

Agent	\$ 100,000
GA	\$ 300,000
MGA	\$ 400,000
Partner—RSD	\$ 500,000
Partner—Marketing Group	\$ 1,000,000

Contract date between April 1 & June 30, 2016

Agent	\$ 75,000
GA	\$ 175,000
MGA	\$ 300,000
Partner—RSD	\$ 400,000
Partner—Marketing Group	\$ 750,000

Contract date after June 30, 2016

Agent	\$ 50,000
GA	\$ 150,000
MGA	\$ 200,000
Partner—RSD	\$ 250,000
Partner—Marketing Group	\$ 500,000

Qualification Provisions for Conference

Qualification is based on net issued production during the qualification period (January 1 through December 31, 2016) with an effective date no later than January 1, 2017.

- Life premium is credited at 150%, except for Level Term Life, which is credited at 100%.
- Single Premium Life is credited at 10%.
- Short Term Care, Accident Expense and Cancer Plans are credited at 200%; all other Health is credited at 100%.
- No credit will be given for Medicare Disability plans or any state mandated guarantee issue plans.

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General Rules for Conference

- All qualifiers are invited to bring their spouse or a guest.
- Final qualification for the Conference is determined by the Company and takes into consideration such factors as persistency, loss ratio, trip ratio, indebtedness to the Company and the business relationship between the qualifier and the Company. The attainment of all qualification requirements does not automatically ensure the issuance of an invitation. Qualifiers must be licensed and in good standing at the time of the Conference.
- The Company and/or its authorized representatives are responsible for all Conference planning and arrangements, including airline ticketing.
- Due to the business nature of the Conference, the attendance of children is strongly discouraged. At the qualifier's insistence, children over the age of 15 may attend the Conference. The full cost associated with the trip must be paid in full prior to the scheduled departure date.
- Only qualifying Agents, GAs, MGAs or RSDs may attend. Partnerships must have twice the amount of Conference credit to qualify both partners. No substitutions are permitted.
- Because of the business purpose of the Conference, no cash equivalent payment will be made to any person who qualifies to attend the Conference but fails to do so for any reason.
- The Company reserves the right to change the announced dates, destination or hotel.
- The Company governs all rules and regulations of the Conference and may modify, alter or change any rules and/or regulations during the qualification period.
- All decisions of the Company shall be final.

