



**2017 Producer Convention  
6 Days in Cancun, Mexico  
February 2017**

# Qualifications

**Qualification Period:** 7/1/2015 to 12/31/2016

**Qualification Requirement:**

Top 18 Agents:	Min. 82,500 Convention Credits
Top 4 IMOs:	Min. 450,000 Convention Credits

**Convention Credits For Product Sold:**

Final Expense:	100% of IPAP*
Home Health Care	150% of IPAP
Accident	150% of IPAP
Cancer	150% of IPAP
Short Term Medical	20% of IPAP

*\* Issued and Placed Annualized Premium*



**Join Standard Life And Casualty Insurance Company for six days and five nights on the Mexican Riviera in sunny Cancun. The trip will be at an “all inclusive” resort designed to cater to all of your vacation needs and wants.**

**Official Rules**

Agents must be contracted with Standard and in good standing at the time of the convention in order to attend. The agent may only qualify once. All policies must be issued no later than December 31, 2016. Trip qualifications cannot be transferred nor assigned. The convention is for individual producers and distribution partners. Only the qualifying agent/IMO and their guest age 18 and older may attend. Travel arrangements will be scheduled from the nearest US home city gateway as determined by Standard’s travel coordinator. Special requests for airline choice, arrival/departure times, etc. are not allowed. No buy-ins are allowed for non-qualifying producers; space is limited. No compensation will be provided to a qualifier who cannot attend. Convention is not redeemable for cash value or other remuneration. Standard, at its sole discretion, may modify, alter, or change any rules pertaining to the convention including cancellation of the conventions. Agents/IMOs must meet the following persistency standards in order to qualify (13 months: 78.5%/75%; 9 months: 84%/80.3%; 6 months: 88.2%/84.3%; 3 months: 90.8%/86.8%).

