



REWARD YOURSELF

Achieve the following production goals so that you and a guest may join us for the 2019 Sales Conference and Champions Club. We are excited to welcome you and other top producers to our home, **Austin, TX**. Come and experience for yourself what makes us **Texas Proud!**

QUALIFYING PERIOD

Credit will be earned for applications issued-and-paid between January 1, 2018, to December 31, 2018.

QUALIFICATION REQUIREMENTS

- Meet minimum case count and production requirements with total issued-and-paid premium or total CHIPs.
- Conference Honors Incentive Points (CHIPs) is a qualification program that allows crossover credit between life and annuity premium.
- Meet minimum persistency requirements (measured by Duration Scores) by January 31, 2019.

AGENTS, GENERAL AGENTS, AND SPECIAL PRODUCERS

AUSTIN – SALES CONFERENCE QUALIFICATIONS

Case Count

Minimum of **8** issued-and-paid cases during the qualification period.

Production

Meet minimum annuity or life premium production requirement or a combination of annuity and life production based on CHIPs.

Annuities (Internal Exchanges are excluded)

- **\$2,350,000** of issued-and-paid annuity premium **or**,

Life

- **\$850,000** issued-and-paid target Single Premium Universal Life premium **or**,
- **\$119,000** annualized issued-and-paid adjusted life premium **or**,

CHIPs – Combined Production

- After Producing a minimum of 80% of the Qualifying Annuity Requirement (\$1,880,000), you can add 20 times the amount of your Qualifying Life Production to meet the Annuity Requirement **or**,
- Produce a minimum of 80% of the Qualifying Life Requirement (\$680,000 – SPUL or \$95,200 – total adjusted life) and you can add 5% of your Qualifying Annuity Production to meet the Life Requirement.

AUSTIN – CHAMPIONS CLUB QUALIFICATIONS

Case Count

Minimum of **16** issued-and-paid cases during the qualification period.

Production

Meet minimum annuity or life premium production requirement or a combination of annuity and life production based on CHIPs.

Annuities (Internal Exchanges are excluded)

- **\$3,100,000** of issued-and-paid annuity premium **or**,

Life

- **\$1,300,000** issued-and-paid target Single Premium Universal Life premium **or**,
- **\$182,000** annualized issued-and-paid adjusted life premium **or**,

CHIPs – Combined Production

- After Producing a minimum of 80% of the Qualifying Annuity Requirement (\$2,480,000), you can add 20 times the amount of your Qualifying Life Production to meet the Annuity Requirement **or**,
- Produce a minimum of 80% of the Qualifying Life Requirement (\$1,040,000 – SPUL or \$145,600 – total adjusted life) and you can add 5% of your Qualifying Annuity Production to meet the Life Requirement.

Persistency Requirement

Measured by Duration Scores (must be met by January 31, 2019)

12 months = Duration Score of 100

24 months = Duration Score of 97.50

36 months = Duration Score of 92.50



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