



NASSAU RE

NASSAU ELITE

2019 PROGRAM

BUILDING A WINNING
TEAM TOGETHER

WE WANT TO PARTNER WITH YOU TO SERVE
THE NEXT GENERATION OF CLIENT NEEDS

STRONG COMPENSATION

Earn up to an additional 75 bps above our already competitive street-level producer compensation.

+50 bps: Earn an extra 50 bps for all new business issued during the 2019 calendar year*. You will receive the compensation in a single, lump-sum payment after the close of the year.

+25 bps: Receive a loyalty bonus of 25 bps on 2020 sales if you meet the threshold for a second year in a row. This would be in addition to the 50 bps payment for 2020 sales, for a total of 75 bps.**

ELITE SERVICE

Get direct access to a dedicated team of case managers, suitability analysts and service representatives. Enjoy express new business processing and pre-approval of cases that meet certain criteria.

ACCESS TO LEADERSHIP

You will automatically receive direct access to Nassau Re's senior management and product development teams to share feedback and ideas.

*Based on 2019 Qualifying Production and Quality of Business requirements

**Based on 2020 Qualifying Production and Quality of Business requirements

WE WANT TO RECOGNIZE

WE WANT TO SUPPORT OUR ELITE PRODUCERS WITH BENEFITS THAT BUILD ON GREAT MOMENTUM.

HOW TO QUALIFY?

2019 Production Threshold	<ul style="list-style-type: none">• Sell at least \$1.5M annually• Minimum of 5 cases issued annually
Eligible Products*	Personal Income Annuity, Personal Protection Choice and Personal Retirement Choice (MY Annuity 5X, 7X does not apply)
Quality of Business	<ul style="list-style-type: none">• Placement rate of 80% or higher• Positive compliance history

HOW WILL WE SUPPORT YOU?

Strong Compensation	50 bps additional compensation on premium placed during the calendar year 2019. If you maintain qualifying levels in 2020, you will receive an additional 25 bps on premium placed during that calendar year, for a total of 75 bps. Elite Program payments will be paid in a lump sum during the first quarter following each qualifying year.
Elite Service	Comprehensive, dedicated Nassau Re sales and service support

Other Important Details: Placed premium excludes free looks and cancellations. All Elite Program payments will be subject to product charge back rules. Final qualification remains at the sole discretion of Nassau Re. All decisions by Nassau Re are final. *Eligible products are subject to state approval and may not be available in all states.

Do you qualify to join the Nassau Elite Program?

Contact us to get **direct access** to our professional staff via email or on a dedicated phone line. Let's work together and create the best experience for your client!



Product sales must be appropriate based on a comprehensive evaluation of the customer's financial situation needs and objectives. **For financial professional use only. Not for use with general public.**