

LEADERS CLUB 2020

Qualification Guidelines

INDIVIDUAL PRODUCER

Preferred Producer,
Career Cash, & PPGA

President's Club and
Chairman's Council
April 18 - April 22, 2020

Ritz-Carlton Kapalua
on Maui, Hawaii

President's Club	Chairman's Council	Policy Production Requirement
Total Club Credits: \$75,000	Total Club Credits: \$125,000	5

Qualification Facts

The qualification period is January 1, 2019, through December 31, 2019.

- Only active, full-time producers in good standing at the time of convention are eligible.
- A minimum 87%, weighted, three-year (or since contracted, if shorter) persistency is required.
- Attaining the specified level of production does NOT result in an automatic invitation to the meeting. An invitation will be issued after home office evaluation and only to those producers maintaining an ongoing relationship with the company.
- No expenses or allowances will be made to any invited qualifiers in lieu of attending the meeting.
- The company will pay expenses for the qualifier and one guest (age 21 or older). Participation in all company-sponsored events will be limited to you and your guest. Additional guests will not be allowed to participate or buy into the program.
- The company reserves the right to adjust credits if a substantial portion of qualifying business lapses or cancels prior to the meeting.
- Club Credit is given only for business that has been issued and paid prior to the end of the qualification period. Cases received in the final weeks cannot be assured of being issued and paid.
- Club Credits and persistency calculations are combined and only one invitation will be extended for husband and wife working teams.

Club Credits

Club Credits are a function of PREMIUM as follows:

Premium

- Club Credit equals 100% of *annualized* target life premium.^{1,2}
- Please note that this calculation method will allow agents to receive full Club Credit up front for the entire *annualized* target premium when a case is paid.
- Producers who have not qualified for Leaders Club in the past, including those newly contracted in 2018, will be able to qualify for President's Club with \$50,000 of life target premium production.

Policy Production Requirement

- Minimum of 5 policies required to be eligible
- For cases with multiple writing agents, target premium and policy counts will be allocated according to the split percentage on the policy at the time of original issuance.

Required Tax Reporting

Current tax law requires that the value of travel and other awards to qualifiers and their guests be reported on IRS Form 1099 for qualifiers of specific meetings, spouse or guest attendance at meetings, or when the value of tangible property awarded exceeds \$25. The company will be reporting on IRS Form 1099 the value of your guest's portion of the President's Club Meeting paid by the company (both travel and site expenses). This value will be reported to the IRS in your name. Chairman's Council qualifiers also will receive 1099s for their own and their guest's portion of company-paid expenses for the Chairman's Council portion of the trip.

¹ Only life target premium (not including excess) counts towards the club credit requirement.

² SIGI business, as well as cases with either the BAER or ECV rider will be counted at 25% of target.