

2020 Conference Production Requirements

(Based on 2019 Production)

2020 Danube River Cruise Summit ¹ March 28 - April 4, 2020	Production Required	AIC GDC Credit 30% Maximum Credit ²	Life Only	AIC GDC Exclusively ³
Summit of the Inner Circle	242,000 with 110,000 Life & DI Minimum	72,600	193,000	n/a
2020 Greenbrier Leaders Conference June 3 - 7, 2020	Production Required	AIC GDC Credit 30% Maximum Credit ²	Life Only	AIC GDC Exclusively ³
Inner Circle ⁴	172,000 with 44,000 Life & DI Minimum	51,600	124,000	641,000
Leaders Court ⁵	137,000	41,100	86,000	499,000
President's Club	79,000	23,700	48,000	357,000
Veterans ⁶	44,000	13,200	34,000	n/a
Associate President's Club ⁷				
Contracted in 2017	58,000	17,400	40,000	n/a
Contracted in 2018	44,000	13,200	34,000	n/a
Contracted in 2019	35,000	10,500	26,000	n/a

¹ Summit of the Inner Circle requires an 8 life and DI minimum policy count.

² AIC sales will be credited at 75% of Gross Dealer Concession and are limited to 30% of respective Club requirement.

³ Qualification is based on 100% of GDC.

⁴ Extra day (June 2) at Leaders Conference is extended to Inner Circle exclusively.

⁵ Eligibility for the Agent Non-Contributory Deferred Compensation Plan is awarded at Leaders Court qualification level and above.

⁶ Veteran status is defined as the sum of the age plus years of conference qualification to equal 75 or more. The minimum age must be at least 60 and the cumulative years of club qualification must be a minimum of 10 for a combined total of 75.

⁷ Associate status is defined as individuals new to the industry and eligible for new agent financing programs. Associates must also have satisfied his/her Agent Contract production requirement.

Reduction in Required Production allowed in 2019

The requirements in the charts above can be reduced by 5% if the associate has qualified for Leaders Conference 10+ years.

Tenure (10+ Years Conference Qualification)

5%

Conference Production Crediting

- Individual life and DI will receive 100% of FYC.
- Group dental and vision insurance will be credited at 100% paid first year commissions.
- Fixed annuities will be credited at 3% of commissionable deposits.
- Representatives affiliated with outside Broker/Dealers must qualify for non-cash benefits based exclusively on the fixed life and annuity business offered through affiliates of Ameritas. Necessary adjustments will be made at year end to exclude variable products.

Please Note: The production credit formula differs from Agent Contract validation.



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