



CHAIRMAN'S CLUB
東京 2020
Japan
THE RITZ-CARLTON
TOKYO

Japan 2020 Independent Qualifications

The qualification period runs from **July 1, 2018 - June 30, 2020**.

Chairman's Club Credits Required

These credits count toward Chairman's Club 2020.

	Producer	Producer New Hire 4/1/2019 or later
Base Trip*	800,000	650,000
Business Class Air	1,200,000	1,000,000

Crediting Rates

100% of 1st Year Target Term, Whole Life, UL
3% of 1st Year Excess Life Premium
40% of 1st Year Annualized Annuity Flow Premium & PIP
5% of Single Sum Annuity Premium

Napa Valley Bonus Trip

The qualification period runs from **July 1, 2018 - June 30, 2019**.

Chairman's Club Credits Required

These credits count toward Chairman's Club 2020.

	Producer
Base Trip	350,000



*25% of quota must be met in program year 2.

Start reviewing your sales plans now so you can qualify for Chairman's Club 2020.

1. Your Chairman's Club 2020 will be based upon the total of your personal paid annualized target life sales and annuity sales (traditional fixed and fixed indexed annuities only) from 7/1/18 – 6/30/2020. Each individual producer must meet the qualification requirements, regardless of date contracted, set forth in Section 2. A minimum of six (6) qualifying policies for Napa Valley and a minimum of twelve (12) qualifying policies for Japan must be sold to be eligible.

2. Product Weightings

Product Type	Awarded Chairman's Club Credits
\$1 of 1st Year Target UL, Whole Life, and/or Term Premium ¹	1.00
\$1 of 1st Year Excess Life Premium	0.03
\$1 of 1st Year Annualized Increase to Annuity Flow Premium. ²	0.40
\$1 of 1st Year Annualized Annuity Flow Premium ³	0.40
\$1 of SPDA or Single Sum Annuity Dump-in Premium	0.05

3. The term "individual producer" refers to any person appointed as an agent of Life Insurance Company of the Southwest (LSW), except those specifically excluded below: a) agents contracted through NLFA or ValuTeachers; b) agents contracted through Organizations who have opted out, with prior written permission, from participating in the Chairman's Club; or c) any other agent/organization determined at a future date to be ineligible. We reserve the right to determine the appropriate category for each participant.

4. Excluded Products/Sales Limitations

- All variable products.
- Unallocated group annuities.
- Sales from SureRate 2 and RetireMax Secure products.
- Annuity sales in excess of \$750,000 on a single life or \$25,000 in 1st year annualized flow on a single life.
- Any other product or sale amount of which we advise you prospectively.
- Only single sum annuity payments made between July 1, 2018 and June 30, 2020 which are made prior to the policy's 5th anniversary will count toward Chairman's Club validation.

5. Chairman's Club 2020 credit is awarded to the agent(s) whose signature and number(s) are shown on the application, credits are not transferable. We reserve the right to adjust Chairman's Club 2020 credits for case size, family or controlled business, or for any other unusual circumstances.

6. Policy Persistency & Placement Requirements

- Life Persistency: Producers with life insurance persistency of less than 65% may not receive any credit for life insurance sales generated during those respective calendar years. Persistency is measured using the 24 month persistency measure.
- Annuity Persistency: Producers with annual annuity policy persistency of less than 85% and/or annualized flexible premium annual persistency of less than 82.5% during an incentive period may not be eligible to receive Chairman's Club credits. Persistency is measured for all annuity policies issued after January 1, 2017 forward and is measured for seven (7) policy years from issue for both policy and premium persistency.

7. Chairman's Club credits will be applied pro-rata to any adjustments to commissionable premium or commission rates.

8. Chairman's Club credits are awarded in the program year in which the policy is paid. No credits are given for sales that are "not taken." A deduction of credits may occur in the current or subsequent program year if the premium on which an award is based is not collected, is refunded for any reason, and/or the commission on a policy is wholly or partially charged back. The Company will use its records to determine qualifications and make all judgments regarding applicable business.

9. There is no cash alternative or substitution in lieu of Chairman's Club.

10. If you hold a securities license, you will need to consult with your Broker-Dealer to see if you are eligible for invitation to Chairman's Club, based on your annuity and life sales.

11. You must be a producer actively writing with National Life Group to be eligible to participate, and in good standing to receive an invitation. NLGroup reserves the right to determine eligibility based on company records, and attendance is by invitation only.

12. Awards are taxable according to IRS Rules and a 1099 will be issued, to the extent applicable.

13. All eligible agents must meet the conference requirements in order to attend, nonqualified agents cannot be considered a guest of a qualifying agent.

¹ Based upon the total of your personal paid 1st year annualized target life sales. Credits are based on the lesser of the CTP or the AAP.

² Subject to Premium Increase Program (PIP) rules and eligibility. See PIP flyer for more information.

³ Paid by salary reduction/deduction payments and/or monthly bank draft/or any recurring payment including those that are not auto deduct that we recognize as flow.

Production references apply to LSW products only. National Life Insurance Company life and annuity products, and all securities, mutual fund and variable annuity products, are excluded.

National Life Group® (NLGroup) is a trade name of National Life Insurance Company, Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX, and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. LSW is not an authorized insurer in New York and does not conduct insurance business in New York.