

2021 Conference Production Requirements

(Based on 2020 Production)

| 2021 Scotland Summit ¹ May 24-28, 2021 | Production Required | Life and DI Only |
|--|---|------------------|
| Summit of the Inner Circle ¹ | 212,000 with 115,000 Life & DI Minimum | 195,000 |
| 2021 Terranea Resort March 22-26, 2021 | Production Required | Life and DI Only |
| Leaders Conference | 70,000 | 50,000 |
| Veterans ² | 39,000 | 35,000 |
| Associate Leaders Conference ³ | | |
| Contracted in 2018 | 51,000 | 41,000 |
| Contracted in 2019 | 39,000 | 35,000 |
| Contracted in 2020 | 31,000 | 27,000 |

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

² 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.

³ Associate status is defined as individuals new to the industry and eligible for new agent financing programs. Field associates must also have satisfied his/her Agent Contract production requirement.

Reduction in required production allowed in 2020

- Agent Conference qualification level will be reduced by five percent if the field associate is a registered representative with Ameritas Investment Company, LLC (AIC).
- Agent Conference qualification level will be reduced by 10 percent if the field associate is registered with AIC's RIA, Ameritas Advisory Services.
(Maximum reduction is 10 percent.)
- Conference qualification level can be reduced by five percent if the field associate has qualified for Conference 10+ years. This does not apply to Veteran field associates.

Maximum discount possible for affiliation with AIC and/or AAS is limited to 10 percent. Maximum combined discounts limited to a total of 15 Percent.

| AAS Affiliation | AIC Affiliation | Tenure (10+ Years Conference Qualification) | Total Cumulative Reduction Possible |
|-----------------|-----------------|---|-------------------------------------|
| 10% | 5% | 5% | 15% |

Paid life policy credit

| Paid Life Policies | Conference Credit |
|--------------------|-------------------|
| 10 | 1,000 |
| 20 | 2,500 |
| 30 | 4,000 |
| 40 | 6,000 |
| 50 | 10,000 |

Note: Focus 10 policies receive one credit for each five policies. Split cases will be credited based on the percentage of the policy.

Conference production crediting

- Individual life and DI will receive 100 percent of FYC.
- Group dental and vision insurance will be credited at 100 percent paid first year commissions.
- Fixed and indexed annuities will be credited at three percent 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 and Recognition validation.



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