



Ameritas.
March 27 – April 3

2023 Summit Production Travel Requirements

(Based on 2022 Production)

| Tiers | Weighted Conference Credit Requirement | Maximum AIC/AAS Credit Recognized ¹ | Life & DI Credit Required | Life/DI Only Credit Required | Travel Allowance* |
|-------|--|--|---------------------------|------------------------------|-------------------|
| 3 | 379,000+ | 113,700 | 183,000 | 299,000+ | \$14,500 |
| 2 | 324,000 - 378,999 | 97,200 | 144,000 | 255,000 - 298,999 | \$9,500 |
| 1 | 267,000 - 323,999 | 80,100 | 122,000 | 213,000 - 254,999 | \$7,500 |

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

***Additional travel allowance eligibility is based on life and DI production only.**

| Life & DI Credit Required | Additional Travel Allowance |
|---------------------------|-----------------------------|
| 220,000 | \$2,000 |
| 360,000 | \$4,000 |
| 500,000 | \$6,000 |
| 640,000 | \$8,000 |
| 780,000 | \$10,000 |
| 920,000 | \$12,000 |

For example: If you have 365,000 of life and DI Conference credits, you would earn a \$14,500 travel allowance based on Tier 3 and an additional \$4,000 based on the chart to the left.

Conference production crediting

¹ AIC sales will be credited at 75% of Gross Dealer Concession and are limited to 30% of respective tier requirement. AIC GDC qualification credits for sales to Massachusetts clients or by Massachusetts financial professionals are limited to variable insurance product commissions and advisory fees.

- Group dental and vision insurance will be credited at 100% paid first year commissions.
- Fixed and indexed annuities will be credited at 3% of commissionable deposits.

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