

2024 Conference Production Requirements

(Based on 2023 Production)

2024 Barcelona Summit ¹ April 17-21, 2024	Production Required	AIC/AAS GDC Credit 30% Maximum Credit ²	Life/DI Only
Summit of the Inner Circle	280,000 with 128,000 Life & DI Minimum	84,000	224,000
2024 Orlando Leaders Conference June 10-14, 2024	Production Required	AIC/AAS GDC Credit 30% Maximum Credit ²	Life/DI Only
Inner Circle ³	200,000 with 50,000 Life & DI Minimum	60,000	144,000
Leaders Court ⁴	159,000	47,700	100,000
President's Club	91,000	27,300	56,000
Veterans ⁵	50,000	15,000	40,000
Associate President's Club ⁶			
Contracted in 2021	67,000	20,100	46,000
Contracted in 2022	50,000	15,000	40,000
Contracted in 2023	41,000	12,300	29,800

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. AIC GDC qualification credits for sales to Massachusetts clients or by Massachusetts financial professionals are limited to variable insurance product commissions and advisory fees.

³ Extra day (June 9) at Leaders Conference is extended to Inner Circle exclusively.

⁴ Eligibility for the Agent Non-Contributory Deferred Compensation Plan is awarded at Leaders Court qualification level and above.

⁵ 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.

⁶ 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 2023

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%

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% 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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