



Conference of Champions

GRAND HYATT BAHA MAR

NASSAU, BAHAMAS
APRIL 29–MAY 3, 2021

National Life Insurance Company® | Life Insurance Company of the Southwest®

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2021 Conference of Champions Qualification Requirements

Producers Qualification Requirements:

130,000 Conference of Champions Credits
(includes trip for Producer & Guest)

First Year Contract Qualification Requirements:

87,000 Conference of Champions Credits
(includes trip for Producer only)

1. Conference of Champions (“COC”) Credits are based upon the total of your qualifying life and annuity sales from 1/1/20 – 12/31/20. Each individual producer must meet the above qualification requirements, regardless of the date contracted, applying the Product Weightings in Section 2 below. A minimum of six (6) qualifying policies is required to be eligible.

First year contract qualification is available to agents who are initially contracted in the 2020 calendar year, reach the required 87,000 COC Credits and have a minimum of five(5) qualifying policies. Qualifier can pay to bring a guest (air, guest fees, etc.).

2. Eligible Premium

Product Type	Credit Weighting
1st Year Target/Term/Whole Life ¹	100%
Flow and PIP Annuity Premium ²	25%
Single Premium Annuity	6%
1st Year Excess Life Premium	3%

3. The term “individual producer” refers to any person appointed as an agent of companies with the National Life Group, except those specifically excluded below: a) agents contracted through the Affiliated Channel; b) agents contracted through organizations who have opted out, with prior written permission, from participating in the Conference of Champions; or c) any other agent/organization determined at a future date to be ineligible.

4. Definitions, Limitations and Exclusions:

- a. Definitions

1. 1st Year Annualized Flow Premium: The expected premium, subject to the limitations herein, to be received in the first policy year when considering the amount of initial payment, payment modes, special payment patterns and any other factors National Life Group deems relevant.

2. Qualified Flow Increase: This occurs to the extent premium paid via salary reduction/deduction when annualized exceeds the highest anticipated flexible premiums to be paid into the policy during a prior policy year. Subject to PIP rules and details.

- b. Limitations

1. Annuity sales in excess of \$750,000 of SPDA premium on a single life or \$25,000 in first year annualized flow on a single life.

2. Single sum payments into existing annuity policies during the first 5 policy years will receive 0.06 credit per premium dollar subject to above maximum. Thereafter, any single sum payment will receive no credit.

- c. Exclusions

1. All mutual funds, and variable annuity products are excluded.

2. Sales from SureRate, RetireMax Secure products, NL policies, or SPIA, 3121 Plans, Group Unallocated Annuities or other products deemed to be ineligible.

5. COC Credit of 0.06 is awarded for each dollar of net annuity premium increase (on any salary reduction/deduction and monthly bank draft) after the first policy year. Writing agent is responsible for tracking increases and submitting same for possible credit.
6. COC Credit is awarded to the agent(s) whose signature(s) and number(s) are shown on the application. We reserve the right to adjust COC Credits for case size, family or controlled business, or for any other unusual circumstances.
7. Producers with persistency of less than 65% on life insurance sales may not be eligible to receive an invitation. The persistency minimum does not apply to producers that have less than 10 cases or \$10,000 of issued premium between October 1, 2017, through September 30, 2018. Persistency is measured using the 24-month persistency measurement. Production credit for each policy will be given to the agent whose signature and number are shown on the application.
8. COC Credits will be applied pro-rata to any adjustments to commissionable premium or commission rates.
9. COC Credits are awarded in the 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 year if the premium on which an award is based is not collected, is refunded for any reason, and/or the policy is fully surrendered in any year and there were single premium deposits within 12 months from the surrender date. The Company will use its records to determine qualifications and make all judgments regarding applicable business.
10. There is no cash alternative or substitution in lieu of attendance at the Conference of Champions.
11. If you hold a Securities license, you will need to consult with your Broker-Dealer to see if you are eligible for invitation to the Conference of Champions, based on your National Life Group annuity and life sales.
12. You must be a producer actively writing with National Life Group, eligible to participate, and in good standing to receive an invitation. All eligible agents must meet the conference requirements in order to attend, nonqualified agents cannot be considered a guest of a qualifying agent. NLGroup reserves the right to determine eligibility based on company records, and attendance is by invitation only.
13. Invitation to the Conference of Champions is for the qualifier and a guest.
14. Awards are taxable according to IRS Rules and a 1099 will be issued, to the extent applicable.
15. Credits may not be transferred to another producer.
16. We reserve the right to terminate or modify any bonus or incentive program at anytime.

Now includes sales from
qualifying NL paper!

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. Paid by salary reduction/deduction payments and/or monthly bank draft. Subject to Premium Increase Program (PIP) rules and eligibility. See PIP Flyer for more information.