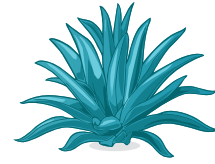


Beyond *the* Blue



March 3-7, 2020

Welcome!

We're pleased you've chosen
Washington National.

Our late-start qualifications are based on the date you're appointed—so there's plenty of time to ramp-up your sales and qualify.

Make the most of every opportunity to join Washington National in Puerto Vallarta, Mexico for the 2020 Sales Celebration, March 3-7, 2020.

Late Start Qualifications*

	JAN	FEB	MAR	APR	MAY	JUN-DEC
Agent	\$125,000	\$118,750	\$112,500	\$106,250	\$100,000	\$93,750
Agency/manager	\$500,000	\$475,000	\$450,000	\$425,000	\$400,000	\$375,000
Independent partner	\$750,000	\$712,500	\$675,000	\$637,500	\$600,000	\$562,500

See the reverse side for the official rules. For qualification details, call **(888) 266-6002**.





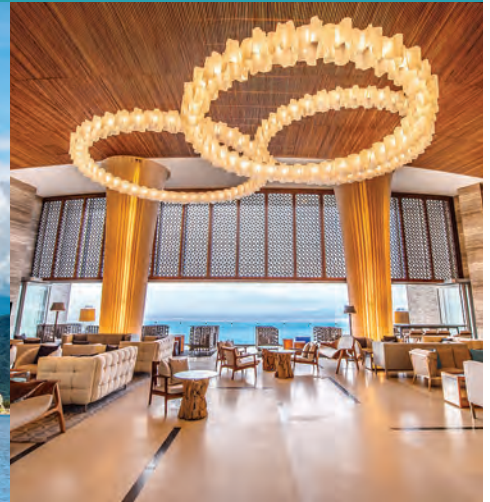
Official Rules

- ~ Qualifiers will earn an invitation to the 2020 Washington National Sales Celebration by meeting the minimum qualification criteria.
- ~ This incentive applies to all applications issued and paid between January 1 and December 31, 2019.
- ~ Partners/managers may qualify on personal NAP if they do not qualify with team NAP. Recognition is based on qualification level.
- ~ No cash reimbursements or alternate awards will be made in lieu of attending.
- ~ Policies written on agents' family members do not count toward convention credit.
- ~ Qualification is nontransferable.

Definitions

Life NAP: First-year paid annualized modal premium (i.e., minimum premium) plus any pour-in premium up to commission target premium on external 1035 exchange money.

Supplemental health NAP: First-year paid annualized modal premium minus not-takens.



**Production credits are not issued for annuity business.*

Washington National reserves the right to extend, terminate or modify this incentive program at any time. Agents must be in good standing at the time of the trip, including business persistency at or equal to the national average, and must receive a written invitation to the trip. The incentive applies only to qualifying distribution partners. This is a 1099-taxable event. Any cash awards are 1099-taxable compensation.

For agent information only. This material should not be distributed to the public or used in any solicitation.

Washington National Insurance Company
Home Office: Carmel, IN 46032

WashingtonNational.com

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SC20-FS-LS-QUALS

