



Feel the Vibe

WITH **CASH!**

OUR SALES CELEBRATION TRIP TO JAMAICA IS POSTPONED UNTIL 2022—
but you can still feel the vibe in 2021...with cash! Meet qualification levels for the 2021 Sales Celebration—and get rewarded with a meaningful cash payout for your success.

Cash Award Qualifications*

	NAP MINIMUM	AWARD
Agent	\$135,000	\$6,000
	\$175,000	\$7,500
	\$270,000	\$9,000
	\$400,000	\$11,000
	\$500,000	\$15,000
Agency/manager	\$500,000	\$6,000
Independent partner	\$1,000,000	\$6,000
Late Start qualifiers	See table on back.	\$6,000
PUSH Perks	2X	\$2,000

*Via Standard WNIC tracking or Verified tracking via agency head of operations

Win even MORE when you're recognized for one of these top awards!

AWARDS ELIGIBLE FOR \$1,000 CASH

- » Top National Marketing Organization
 - » Top Partner Telesales
 - » Top Partner Non-Telesales
 - » Top Manager
 - » Top Agent Worksite
- » Top Agent Consumer Non-Telesales
- » Top Agent Telesales
- » Top Rookie Worksite
- » Top Rookie Consumer Non-Telesales
- » Top Rookie Telesales

In addition to the cash prizes outlined above, qualifiers will also enjoy:

RECOGNITION + PRIZES during a virtual awards ceremony.

A 10% PRODUCTION CREDIT that will count toward qualifying for the 2022 Sales Celebration.

(For example, if you write \$150k in 2020, we'll give you \$15k in credit in 2021 to use towards 2022 Sales Celebration qualifications.)

PUSH your sales through the end of 2020 to feel the vibe...with CASH!

Call **(888) 266-6002** for sales ideas!



ATTENTION: 2021 Sales Celebration incentives update!

Late Start Qualifications*

	JAN	FEB	MAR	APR	MAY	JUN-DEC
Agent	\$135,000	\$125,000	\$120,000	\$110,000	\$100,000	\$80,000
Agency/manager	\$500,000	\$475,000	\$450,000	\$425,000	\$400,000	\$375,000
Independent partner	\$1,000,000	\$900,000	\$800,000	\$700,000	\$600,000	\$500,000

Official Rules

- Qualifiers will earn a cash award for meeting the qualification criteria.
- This incentive applies to all applications issued and paid between January 1 and December 31, 2020.
- 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 external1035 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, including business persistency at or equal to the national average. The incentive applies only to qualifying distribution partners and will be treated as taxable compensation.

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