



2021 NASHVILLE SALES BASH

NOV. 8 – 11, 2021



2021 NASH

A longtime player in the music scene, Nashville is a city full of creative legends – and creative legends in the making. This down-home treasure has recently reinvented its classic beauty and grit into one of the newest, coolest Southern cities around. With a side of authentic charm mixed with traditional sophistication, Nashville continues to excite as a true cornerstone of the South.

Along with your fellow agents, join the vibrant spirit of Nashville for Kansas City Life Insurance Company's 2021 Nashville Sales Bash. Energize your sales and create memorable experiences in this genuine Southern capital of cool.



SALES BASH

QUALIFICATION PERIOD

Sept. 1, 2020, through Aug. 31, 2021

PRODUCTION REQUIREMENTS

1. Minimum production of 70,000 of issued and in-force annual premium will entitle the qualifier and one adult guest (at least 21 years old) to attend the 2021 Nashville Sales Bash. Number of qualifying attendees will be limited to 15.
2. Not more than 1% of the required production may come from business written on oneself and immediate family members. (Immediate family being defined as the agent's spouse, children, parents, brothers and sisters.)
3. Credit may be earned on Kansas City Life Insurance Company's Signature Term Express product only.

PERSISTENCY REQUIREMENTS

Qualifiers must have a rolling 12-month, 24-month and 36-month persistency at least equal to the Company average for the same qualification period.

PRO-RATA PERSONAL PRODUCTION

Qualification schedule for qualifiers

First paid case	Issued annual premium
October 2020	64,750
November 2020	59,500
December 2020	54,250
January 2021	48,125
February 2021	42,875
March 2021	42,875
April 2021	42,875
May 2021	42,875
June 2021	42,875
July 2021	42,875
August 2021	42,875

GENERAL REGULATIONS

1. A qualified member will be invited to attend the 2021 Nashville Sales Bash in accordance with these rules, provided that member is a Kansas City Life representative in good standing when the trip is held.
2. Only qualified members may attend. No other person may attend in the qualifier's place, and qualifiers who do not attend will not be compensated in any other way.
3. Each qualifier is allowed to bring one adult guest (at least 21 years old). Unless otherwise stated, only the qualifier and registered adult guest may attend Company-sponsored functions.
4. No other Kansas City Life agent or general agent may be the guest of a qualifier unless that person is the spouse of the qualifier.
5. If two qualifiers are married and both attend, no other guest(s) will be eligible to attend.
6. The Company reserves the right to exclude from membership a representative of any other life insurance company, even though he or she may have met all of the other membership requirements.
7. A qualifier who has not produced new business within 90 days preceding the date invitations are extended will not be eligible to attend.

