



Escape
AMONG THE VINES



2022 Napa Sales Bash | Dec. 5 – 8, 2022

Nestled in the heart of the breathtaking Napa Valley is the charming Yountville, Calif., the site of the exciting 2022 Napa Sales Bash. Your idyllic escape begins at The Estate, which redesigned the wine country experience to become the gateway to world-renown wine, top-rated restaurants, exhilarating outdoor adventures and vineyard experiences. Set on an alluring 22 acres like a village within a village, your respite at The Estate is accentuated by two luxury hotels with an easy-going lifestyle that is casual yet sumptuous.

Take full advantage of this mesmerizing paradise and join your fellow agents to savor the fruits of your efforts in the perfection of Yountville for Kansas City Life Insurance Company's 2022 Napa Sales Bash. The Escape is calling your name ...



Qualification Period

Sept. 1, 2021, through Aug. 31, 2022

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Production Requirement

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 2022 Napa 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 2021	64,750
November 2021	59,500
December 2021	54,250
January 2022	48,125
February 2022	42,875
March 2022	42,875
April 2022	42,875
May 2022	42,875
June 2022	42,875
July 2022	42,875
August 2022	42,875



Field Manager Qualification

There are two ways to become a Qualified Field Manager for the 2022 Napa Sales Bash.

1. Have a 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 2022 Napa Sales Bash.
2. Have a unit total of 200,000 eligible issued annual premium from new agents with a Kansas City Life first-issue date between Sept. 1, 2019 and Aug. 31, 2022.

General Regulations

1. A qualified member will be invited to attend the 2022 Napa 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.



KANSAS CITY LIFE