



## QUALIFY FOR THE 2023 SALES CELEBRATION AND LET'S GO CABO!

The Hard Rock Los Cabo all-inclusive resort is our destination. This amazing location promises relaxation, luxury, adventure and celebration.

Let us celebrate you! At the Hard Rock Los Cabos, you'll feast on the very best cuisine the world has to offer, dive into one of 6 refreshing pools, and relax to the sounds of the sea from an ocean front room.

*Make the most of every opportunity to join us in 2023!*

### QUALIFICATIONS

Life and supplemental health NAP\*  
January 1, 2022-December 31, 2022

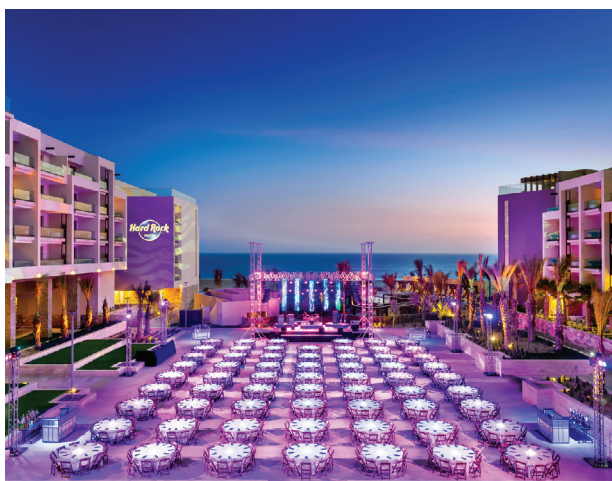
Agent	\$135,000
Agency/manager	\$500,000
Independent partner	\$1,000,000

### LATE START QUALIFICATIONS

Our late-start qualifications begin the month after you're appointed, so there's plenty of time to qualify!

	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

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



**MARCH 2023**





## OFFICIAL RULES

- Qualifiers will earn an invitation to the 2023 Washington National Sales Celebration by exceeding the minimum qualification criteria.
- This incentive applies to all applications issued and paid between January 1 and December 31, 2022.
- 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.

*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. The value of an incentive trip for you and your guest along with any gift or prize you may receive will be treated as taxable compensation.*



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**WashingtonNational.com**

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