

# Iceland Nights & Northern Lights

A Bankers Fidelity Sales Contest



August 25–29, 2023

..... AT **THE REYKJAVIK EDITION** .....

📍 REYKJAVÍK, ICELAND

### Qualification Period

All Business Submitted Between  
**October 15, 2022 – June 15, 2023**

..... Includes business submitted October 1, 2022

Qualification is based on net issued production for all products during the qualification period (October 1, 2022 – June 15, 2023). Policies must have an effective date no later than July 1, 2023 and must be active throughout the qualification period. Bankers Fidelity will only take the top agents from each category. If you reach the minimum production requirement, you are not guaranteed a spot.

Bankers Fidelity reserves the right to withhold an invitation to the 2022/2023 Incentive Trip should any of the following performance criteria occur:

- ... Persistency drop below 70% .....
- ... Loss Ratio exceed 70% .....

Qualifier must be in good standing with the company

### Qualification Requirements

Category	Minimum Production Requirement
<b>Agents</b> – 15 QUALIFIERS	<b>\$90,000</b>
<b>Recruiting Agencies</b> – 3 QUALIFIERS	<b>\$215,000</b>
<b>National Marketing Organizations</b> – 2 QUALIFIERS	<b>\$650,000</b>

### Credit Amount by Product

Med Supp, Life, STC, HIP and Cancer is 100% of annual premium

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This is a sales contest, separate from the annual Sales Leaders Conference, and no cash equivalent payments will be made.