

2023 VIVA LAS VEGAS SALES BASH



OCT. 24 – 27, 2023 | WYNN LAS VEGAS

KANSAS CITY LIFE INSURANCE COMPANY

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Shining lights, casinos, and world-class entertainment of Las Vegas – there’s no other place like it. Often referred to as the entertainment capital of the world – Vegas is known for its world-class dining, nightlife, and attractions. As the destination for Kansas City Life Insurance Company’s 2023 Viva Las Vegas Sales Bash, qualifiers will be dazzled by the glowing city and the deluxe accommodations at the Wynn Las Vegas. The luxurious resort and casino will be your home base as you take in the mystique of sin city. With glitz and glamour at every turn, you won’t want to forgo one of the most visited cities in the world during this getaway.

There’s no time to waste; accomplish your sales goals and see this iconic city in a new light. Viva Las Vegas!

QUALIFICATION PERIOD
Sept. 1, 2022, through Aug. 31, 2023

- 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 2023 Viva Las Vegas 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 2022	64,750
November 2022	59,500
December 2022	54,250
January 2023	48,125
February 2023	42,875
March 2023	42,875
April 2023	42,875
May 2023	42,875
June 2023	42,875
July 2023	42,875
August 2023	42,875

- FIELD MANAGER QUALIFICATION**
- There are two ways to become a Qualified Field Manager for the 2023 Viva Las Vegas 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 2023 Viva Las Vegas 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, 2022, and Aug. 31, 2023.

GENERAL REGULATIONS

1. A qualified member will be invited to attend the 2023 Viva Las Vegas 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 the individual 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

