



2024

Globe Life General Agency Division

# CONVENTION

The Brown Palace Hotel

Denver

Colorado



June 7-10, 2024

## Convention Qualifications for 2024

There are two ways to qualify for Convention 2024: By meeting production qualifications or by issuing 100 or more Convention Apps as personal production during the 2023 Convention qualification period, Dec 28, 2022 through Dec 23, 2023.

All production qualifications for Awards, Clubs, and the 2024 Convention in Denver, Colorado, are based on Net Annualized Issued Premium (NAIP), which must be 70 percent or more of the Gross Annualized Premium (GAP).

A Convention App is Medicare Supplement Insurance, Cancer, Critical Illness, Final Expense (except in New York), and MMGAP. Globe Life And Accident agents will be considered Rookie Agents in the year 2023 regardless of appointment date. The Rookie Qualification will only apply to Globe Life And Accident production.

Production Qualifications	Agency	Rookie Agency	Writing Agent	Rookie Agent
<b>Health &amp; Life</b>	\$350,000	\$175,000	\$150,000	\$75,000
<b>Life (only)</b>	\$180,000	\$90,000	\$100,000	\$75,000
<b>Convention Apps Issued</b>	N/A	N/A	100	100

Non-standard (Underage Disability) Medicare Supplement Insurance production, annuity production, and, in New York, life production do not count toward qualifications for Convention, awards, or club honors. Rookie agents can only earn convention by the Rookie Agent Qualification once.

