



Monarch Beach
 MASTER THE ART 2009
 OF THE GOOD LIFE

QUALIFICATIONS

	AGENT/PERSONAL PRODUCER	AGENCY/MANAGER	MGA	IMO
LIFE	\$75,000	\$250,000	\$375,000	\$750,000
HEALTH				
Supplemental health	\$100,000	\$300,000	\$500,000	\$750,000
Medicare supplement	\$125,000	N/A	\$600,000	\$1,000,000
ANNUITY				
Transfer	\$1,000,000 and 80% persistency	N/A	N/A	\$10,000,000 and 70% persistency
Periodic	\$250,000	N/A	N/A	\$1,250,000

All life, health and annuity production will be counted toward qualification.

For all lines of business, managers may qualify on personal NAP if their team NAP is less than thresholds listed below.

If their team NAP exceeds these thresholds, they may only qualify on team NAP.

> \$100,000 NAP—Life and supplemental health

> \$125,000 NAP—Medicare supplement

OFFICIAL RULES

- This contest applies to all applications issued and paid between January 1, 2008, and December 31, 2008.
- Winners must meet minimum sales quality standards to qualify.
- IMOs and MGAs must meet minimum requirements to attend and cannot qualify as a personal producer.
- Production credit will only be given to those who are receiving commission on production.
- To qualify, no change in rank will be recognized after June 30, 2008.
- No cash reimbursements or alternate awards will be made in lieu of attendance.
- Policies written on agents' family members will not count toward convention credit.
- Qualification is nontransferable.

NAP DEFINITIONS

LIFE: 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: First-year paid annualized modal premium minus not-takens

ANNUITY: First-year plus subsequent rollovers, transfers or exchanges

PLEASE NOTE: Check consecobizlink.com for updates and point standings.

Conseco Marketing reserves the right to extend, terminate or modify this incentive program at any time. Agents must be in good standing at time of trip. Conseco Marketing also reserves the right to limit eligibility in these programs. PMA agents are excluded from this incentive.



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