



How to  
Qualify

The contest period runs from October 17<sup>th</sup> 2011 through July 15<sup>th</sup> 2012

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**QUALIFYING LEVELS:** • Writing Agent: 100,000 points

- **\*General Agency:** Top 10 General Agencies with a minimum of 250,000 points
- **Managing General Agency / FMO:** Top 15 MGA's / FMO's with a minimum of 400,000 points

**HOW TO ACCUMULATE POINTS:**

- **Advantage Plus & Supplemental Solutions Cancer** = Earn 1.5 points for every dollar of A.P.I.
  - **Critical Illness, Accident & Ancillary Health** = Earn 1.25 points for every dollar of A.P.I.
  - **Non-Med Term and all other Life** = Earn 1.0 point for every dollar of A.P.I.
- A.P.I. = Annualized Premium Issued

**QUESTIONS:**

Contact your Regional Sales Manager or Sales Support at 1-800-323-6907  
Our 2012 Sales Convention, located at The Broadmoor in Colorado Springs, Colorado,  
is from Wednesday Sept. 19<sup>th</sup> through Sunday Sept. 23<sup>rd</sup> 2012

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\* A General Agency is defined as an agency who reports directly to a Managing General Agency or FMO.

All applications must be dated within the contest period and issued, paid for and in force by July 31st, 2012 to qualify.

All qualifiers must meet minimum placement and persistency levels to qualify. Qualification and status updates will be provided on a monthly basis.

