



LOS CABOS MEXICO

12TH ANNUAL ALLIANCE GROUP SALES CONFERENCE
HYATT ZIVA, APRIL 26TH-30TH, 2018

RULES AND GENERAL GUIDELINES

Attendance is by invitation only. All attendees must remain contracted and in good standing with the company at the time of the trip. The trip is for the qualifier plus one adult guest. Production is based on net paid weighted annualized fixed premium. Only Transamerica, NLG/LSW life products, GPM life products, Foresters, and Annuities will count toward the production requirements. A minimum of 10 cases must be placed during the qualification period. The trip is not transferable and no compensation will be allowed if the qualifier chooses not to attend. The business must be submitted and placed during the qualification period to count towards the trip. A minimum persistency is required. Awards are taxable and IRS form 1099 will be issued if applicable. Alliance reserves the right to determine eligibility based on company records.

For agent use only. Not for public distribution.

PRODUCT WEIGHTINGS

NLG Target UL & Term Prod. 100%
Transamerica Target UL & Term Prod. 100%
GPM Target UL & Term Prod. 100%
Forester's Plan Right 100%
Forester's Non Plan Right Business 50%
Excess Premium Over Target 10%
Annuities 5%
Qualification Period – 1/1/17 – 12/31/17

QUALIFICATIONS

Sales Seminar Credit for Double = \$90,000
Sales Seminar Credit Double = \$60,000*
(*For Agents Appointed with Alliance in 2017)
Minimum 10 Placed Policies



**ALLIANCE
GROUP**