



Rules and Qualifications for This Contest

Points will determine the standings, and points are awarded as follows: 50% (1/2 point per dollar) of the total submitted premium number and 200% of the total placed number. We are counting submitted premium as half value and placing double value on placed premium. Also, your paid premium number must represent no less than 60% of your submitted premium number. Anything less, and the submitted premium will be adjusted downward until at 60%.

Example: Agent "A" submits \$100,000 and places \$70,000 The total points would be 190,000.

- 50,000 points for submitted premium and 140,000 points for the placed premium.

Example: Agent "B" submits \$200,000 and places \$60,000 The total points would be 170,000.

- 50,000 for submit and 120,000 for placed.
- The submit number is adjusted down to 100,000. That's the max submit you can have at 60% placed to submit since they only placed 60,000.