

WALDORF ASTORIA ORLANDO

2017 LEADERS CONFERENCE

Individual Life Producer Qualifications

March 22-26, 2017

Qualifiers will receive four nights of deluxe accommodations at the Waldorf Astoria Orlando and a \$1,500 travel allowance per family for their guest and dependent children (age 18 or younger) or two grandchildren (age 18 or younger); certain company-paid excursions and outings; and company-sponsored receptions and meals. Gratuities will be paid for bell staff, housekeeping and waitstaff at company-sponsored events.

Premium credit		Life policy count	Qualifies
\$70,000	or	100	One agent and guest
\$125,000	or	150	One agent and guest may receive Pinnacle Club-level package

Motorists Life Pinnacle Club Qualifications March 22-27, 2017

In addition to the main trip, Pinnacle Club-level qualifiers will receive an extra night at the Waldorf Astoria Orlando and a \$2,000 travel allowance per family.

Annualized premium credit calculations

First-year new business eligible premium	Percent toward qualification
Universal Life – Up to Target All Term Plans Non-Par & Par Whole Life Simplified & Graded Benefit Whole Life Riders (except for Single Premium Paid-Up Additions Rider)	100%
Universal Life – Excess Single Pay Non-Par Whole Life Single Premium Paid-Up Additions Rider	8%
Annuities – First-year deposits • Annuity premium credit and case count may be used for up to 50 percent of the qualification requirement	5%

Broad Street Brokerage (BSB):

- For every \$2,000 in BSB premium credit, one case count will be given (not to exceed one-half the total case count requirement).
- Credit will be applied to Motorists Life trip and combined qualifications.
- For every dollar of Motorists Life premium credit, up to an equal amount of BSB premium credit may be applied toward trip qualification. One-half of the total qualification must come from life production placed with Motorists Life.
- First-year policy lapse of unearned premium will be charged against BSB, as applicable.
- Contact BSB for premium credit calculation sheet.

- Notes**
- You must have a minimum Life persistency of 75 percent as measured by Motorists Life.
 - There will be a 100 percent chargeback of premium credit on all first-year policy lapses.
 - Qualifying agents are awarded this trip and may bring their guest and dependent children (age 18 or younger) or two grandchildren (age 18 or younger).
 - No more than two agents may attend as a result of agency qualification.
 - There is no limit to the number of agents who may qualify as a result of their own production.
 - In no case can the total life production be less than one-half of the total requirement.
 - Qualification period is Jan. 1 through Dec. 31, 2016.



MGA PRODUCER QUALIFICATIONS

WALDORF ASTORIA ORLANDO

2017 LEADERS CONFERENCE

Managing General Agent Qualifications

March 22-26, 2017

Qualifiers will receive four nights of deluxe accommodations at the Waldorf Astoria Orlando and a \$1,500 travel allowance per family for their guest and dependent children (age 18 or younger) or two grandchildren (age 18 or younger); certain company-paid excursions and outings; and company-sponsored receptions and meals. Gratuities will be paid for bell staff, housekeeping and waitstaff at company-sponsored events.

	Premium credit		Life policy count	Qualifies
MGA Agency	\$300,000	or	300	One agent and guest
	\$400,000	or	400	One agent and guest may receive Pinnacle Club-level package
Individual Producer	\$70,000	or	100	One agent and guest
	\$125,000	or	150	One agent and guest may receive Pinnacle Club-level package

Motorists Life Pinnacle Club Qualifications March 22-27, 2017

In addition to the main trip, Pinnacle Club-level qualifiers will receive an extra night at the Waldorf Astoria Orlando and a \$2,000 travel allowance per family.

Annualized premium credit calculations

First-year new business eligible premium	Percent toward qualification
Universal Life – Up to Target All Term Plans Non-Par & Par Whole Life Simplified & Graded Benefit Whole Life Riders (except for Single Premium Paid-Up Additions Rider)	100%
Universal Life – Excess Single Pay Non-Par Whole Life Single Premium Paid-Up Additions Rider	8%
Annuities – First-year deposits • Annuity premium credit and case count may be used for up to 50 percent of the qualification requirement	5%

Broad Street Brokerage (BSB):

- For every \$2,000 in BSB premium credit, one case count will be given (not to exceed one-half the total case count requirement).
- Credit will be applied to Motorists Life trip and combined qualifications.
- For every dollar of Motorists Life premium credit, up to an equal amount of BSB premium credit may be applied toward trip qualification. One-half of the total qualification must come from life production placed with Motorists Life.
- First-year policy lapse of unearned premium will be charged against BSB, as applicable.
- Contact BSB for premium credit calculation sheet.

- Notes**
- You must have a minimum life persistency of 75 percent as measured by Motorists Life.
 - There will be a 100 percent chargeback of premium credit on all first-year policy lapses.
 - Qualifying agents are awarded this trip and may bring their guest and dependent children (age 18 or younger) or two grandchildren (age 18 or younger).
 - No more than two agents may attend as a result of agency qualification.
 - There is no limit to the number of agents who may qualify as a result of their own production.
 - In no case can the total life production be less than one-half of the total requirement.
 - Qualification period is Jan. 1 through Dec. 31, 2016.



MGA LIFE QUALIFICATIONS