

JOIN US IN
ITALY
IN
2018

Rome • Venice

June 17-23, 2018

Bankers  Fidelity®

Senior & Individual Markets

2018 Conference in Italy

Conference Qualification Period: January 2, 2017–January 1, 2018

Qualification Requirements and
Chairman's Experience/Pre-Trip Opportunity

2018 Bankers Fidelity® Sales Leaders Conference in Italy Qualification Requirements for Senior & Individual Markets and Chairman's Experience/Pre-Trip Opportunity

Chairman's Experience/Pre-Trip Upgraded
2018 Sales Leaders Conference
Experience in Italy **June 15–17, 2018**

Upgrade your time in Italy with our exceptional Chairman's Experience available before the Sales Leaders Conference to the 12 elite producers who qualify.

2018 Chairman's Experience/Pre-Trip Qualification Requirements—Senior & Individual Markets

Agent	Top 2 Ancillary Producers and Top 2 UW Med Supp Producers
GA	Top 1 Ancillary Producer and Top 1 UW Med Supp Producer
MGA	Top 1 Ancillary Producer and Top 1 UW Med Supp Producer
Partner—RSD	Top 1 Ancillary Producer and Top 1 UW Med Supp Producer
Partner Marketing Group	Top 1 Ancillary Producer and Top 1 UW Med Supp Producer

*Ancillary products include HIP, STC, DI, Cancer, Accident Expense

2018 Sales Leaders Conference in Italy June 17–23, 2018

Conference Qualification Period January 2, 2017–January 1, 2018

Qualification Requirements— Senior & Individual Markets

Contract date before January 1, 2017

Category	Production Requirement
Agent	\$125,000.00
GA	\$350,000.00
MGA	\$500,000.00
Partner–RSD	\$750,000.00
Partner Marketing Group	\$1,500,000.00

Contract date between April 1 & June 30, 2017

Agent	\$100,000.00
GA	\$275,000.00
MGA	\$375,000.00
Partner–RSD	\$550,000.00
Partner Marketing Group	\$1,000,000.00

Contract date after June 30, 2017

Agent	\$75,000.00
GA	\$175,000.00
MGA	\$250,000.00
Partner–RSD	\$375,000.00
Partner Marketing Group	\$750,000.00

Credit Amounts

Qualification is based on net submitted production during the qualification period (January 2, 2017–January 1, 2018). Policies must have an effective date no later than January 1, 2018 and must be active throughout the qualification period.

Open Enrollment/GI	60%
STC, HIP, DI, Cancer, Accident Expense	200%
U/W Med Supp	100%

All Life is credited at 150%*

*Single Premium Life is credited at 10%
All other products are credited at 100%

No credit will be given for Medicare Disability plans or any state mandated guarantee issue plans.

General Rules & Eligibility for the Conference

- Final qualification for the Conference is determined by the Company and takes into consideration such factors as percentage of underwritten business, persistency, loss ratio, indebtedness to the Company and the business relationship between the qualifier and the Company.
- Qualifiers must be in compliance with all Company and state marketing rules and regulations and be in good standing with Bankers Fidelity Life Insurance Company, Bankers Fidelity Assurance Company and its legal entities.
- The Company governs all rules and regulations of the Conference and may modify, alter or change any rules and/or regulations during the qualification period.
- The Company reserves the right to change the announced dates, destination or hotels.
- The Company and/or its authorized representatives are responsible for all Conference planning and arrangements, including airline ticketing.
- Due to the business purpose of the Conference, no cash equivalent payment will be made to any person who qualifies to attend the Conference but fails to do so for any reason.
- All qualifiers are invited to bring one guest.
- If any flight changes are made by the qualifier or their guest after they have confirmed and booked their flight itinerary, the qualifier will be responsible for any change or cancellation fees incurred. Qualifier agrees to pay by check or from their as-earned commission account where commissions can support the charge.
- Qualifiers must qualify in their contracted category.
- Only qualifying Agents, General Agents, Managing General Agents, Regional Sales Directors and Partner Marketing Groups and their guests may attend.
- Partnerships must have twice the amount of Conference credit to qualify an additional Partner and guest to attend.
- No substitutions are permitted.
- All decisions of the Company are final.

