

2010

NILICO

Convention Qualifications

Career Agents

50%, 52.5% & 55%-----Write \$80,000 of Net ALP as of December 31, 2009 AP&P report.

For Career Agents (50%, 52.5% & 55% levels) contracted less than one year, the Net ALP will be prorated based on number of months contracted after the 6th month.

Contracted less than 7 months (Hired after May 31, 2009) - \$40,000 Net ALP

Contracted 7 months (May 2009 hire date) – \$46,700 Net ALP

Contracted 8 months (April 2009 hire date) - \$53,300 Net ALP

Contracted 9 months (March 2009 hire date) - \$60,000 Net ALP

Contracted 10 months (February 2009 hire date) - \$66,700 Net ALP

Contracted 11 months (January 2009 hire date) - \$73,300 Net ALP

Contracted more than 11 months (Hired before January 2009) - \$80,000 Net ALP

❖ See net to gross and retention requirements outlined below.

****Personal Producers can also qualify by writing \$100,000 of Net Annualized Premium as of December 31, 2009 AP&P Report. This includes Career Agents, SAs and GAs. – See net to gross and retention requirements outlined below.****

Supervising Agents

Write \$80,000 of Personal Net ALP as of December 31, 2009 AP&P report.

OR

Write \$126,700 of First Six Months Agent Production Net ALP

AND

Have at least 1 active First Six Months Agent as of December 31, 2009.

❖ See net to gross and retention requirements outlined below.

* Can qualify on Pro-Rated basis if contracted less than 1 year.

General Agents

Write \$80,000 of Personal Net ALP as of December 31, 2009 AP&P Report.

OR

Write \$126,700 of First Six Months Agent Production Net ALP

AND

Have at least 2 active First Six Months Agents as of December 31, 2009.

❖ See net to gross and retention requirements outlined below.

* Can qualify on Pro-Rated basis if contracted less than 1 year.

Master General Agents – Agency Production

Have \$253,400 of First Six Months Agent Production Net ALP

We will allow any combination of Personal and First Six Months Agent Production Net ALP that add up to the total production requirement.

AND

Have at least 4 active First Six Months Agents as of December 31, 2009.

❖ See net to gross and retention requirements outlined below.

* Can qualify on Pro-Rated basis if contracted less than 1 year.

Regional General Agents

Must have two MGAs who qualify for convention under the MGA guidelines.

OR

The RGA can qualify as an MGA with his/her own MGA agency production.

- ❖ See net to gross and retention requirements outlined below.

State General Agents

Must meet YTD SGA standards as of December 31, 2009.

- ❖ See net to gross and retention requirements outlined below.

Net to Gross and Retention – For All Levels

Using the 12/31/2009 AP&P report:

Through the 8th month (contract level date of 5/1/09 or after)

78% net to gross

9 or more months (contract date of 4/30/09 or before)

68% retention rate

- ❖ The net to gross and retention rates as shown in the qualifier's December 2009 AP&P report will be used in determining qualification.
- ❖ Year-To-Date award winners must also have 78% net to gross (from AP&P report) or a 68% retention rate to be eligible for recognition.

Qualifying for the convention entitles one to attend only if he or she is an active National Incomer at the time the Convention is being held. In other words, there is no monetary equivalent related to having qualified for the Convention. No substitutions or transfers are permitted.

Please note individuals on Red Watch cannot qualify for convention.

Please remember that expenditures for the Qualifier and the Spouse/Guest will be included in the Qualifier's taxable income for the year.