

President's Club

OCTOBER 2020

NEW ERA PRESENTS

SAVORING FRANCE

Paris, Lyon & Provence

EXCLUSIVELY INCLUSIVE RIVER CRUISE BY TAUCK

Limited Spots Available

GUARANTEED INVITATIONS WILL BE EXTENDED TO THE FOLLOWING:

TOP PRODUCERS, AGENCIES & FMOS MUST ALSO MEET THE MINIMUM CREDIT REQUIREMENT

TOP 15 PRODUCERS

TOP 3 AGENCIES*

TOP 5 FMOS

FIFTEEN ADDITIONAL INVITATIONS WILL BE ALLOTTED BASED ON PERSISTENCY, LOSS RATIO AND PRODUCTION.

ALL INVITEES MUST MEET THE FOLLOWING MINIMUM CREDIT REQUIREMENT:

PRODUCER - 500,000 CREDITS

AGENCY - 2,000,000 CREDITS

FMO - 5,000,000 CREDITS

*AN AGENCY MUST HAVE A MINIMUM OF 10 PRODUCING AGENTS TO QUALIFY.

*Credit and qualification details
are listed on the back.*



President's Club



SUBMISSION PERIOD: JULY 1, 2019 THROUGH JUNE 30, 2020

Applications must be submitted and received between the above dates.
Policies must be issued and paid for by July 10, 2020 and remain in force throughout the entire Qualification Period.

ONLY UNDERWRITTEN NEW BUSINESS WILL COUNT TOWARDS THIS INCENTIVE. NO REPLACEMENT OR CONVERSION BUSINESS WILL COUNT.

U65 Health

100% CREDIT

**Underwritten HSP & HCS Series
Underwritten Individual Accident
Expense
Underwritten Specified Disease
Underwritten 24-Hr Enhanced
Accident Expense
Underwritten Critical Illness
Dental Plus
Underwritten GAP**

Senior

100% CREDIT

**Underwritten Medicare Supplement
Underwritten MA Gap**

Annuity

6% CREDIT

Single Premium Annuity (New Money)

CREDITS

Defined as new premium (annualized or single), minus lapsed premium (annualized or single) for each qualifying issued and paid policy. Qualification Credits for personal producers is defined as new premiums, minus lapsed premium for policies issued and paid for during the qualification period. Only underwritten new business applications will qualify for the 2020 President's Club. Conversion or replacement policies do not qualify.

SUBMISSION & QUALIFYING PERIOD

Applications must be submitted and received between July 1, 2019 and June 30, 2020. Policies must be issued and paid for by July 10, 2020 and remain in-force throughout the Qualification Period.

RULES & EXCLUSIONS

Meeting the minimum requirement does not guarantee an invitation. Invitation shall be by H.O. only, is nontransferable, and substitutions are not permitted. Qualifiers will be considered for an invitation for themselves and one approved guest. Only the qualifying producer and their guest may attend. Accommodations and transportation are not transferable and cannot be used outside of the President's Club dates. No prizes, gifts or cash will be given to non-attendees.

An Agent/Agency/FMO can only qualify at one level. No multiple qualifications. Final qualification for the conference is determined by the Company and takes into consideration factors such as persistency, loss ratio, underwritten business, indebtedness to the Company and business relationship between the qualifier and the Company. New Era reserves the right to withhold an invitation. For non-attendance by a qualifier; a 1099 will be issued for costs such as reserved room, airfare and other items unable to be canceled. The Company reserves the right to cap the number of qualifiers due to venue capacity and or contractual agreements. The Company, at its sole discretion, reserves the right to modify or change any of the qualifications, rules or offerings at any time. New Era Life Insurance Companies' interpretation and decisions of any of these rules shall be final and conclusive.