



Globe Life



**United American
Insurance Company**

2022 CONVENTION

VICTORIA
BRITISH
COLUMBIA

THE FAIRMONT EMPRESS HOTEL • JUNE 24-27, 2022

Clubs and Awards

Outstanding achievement can bring many different rewards: recognition before your peer group, extra money in your pocket, or a fun-filled trip with other top producers. Here's a complete list of the clubs and awards available to any Globe Life or United American Insurance ("United American" or the "Company") General Agent or Writing Agent whose energy, ability, and enthusiasm make him or her stand out in a crowd.

All production qualifications for Awards, Clubs, and the 2022 Convention in Victoria, British Columbia, are based on Net Annualized Issued Premium (NAIP), which must be 70 percent or more of the Gross Annualized Premium (GAP). Non-standard (Underage Disability) Medicare Supplement Insurance production, and Annuity production will not count towards qualification for Convention, Awards, or Club honors. Qualification Period: Dec 28, 2020, through Dec 23, 2021.

Annual Sales Convention

Each year the Company rewards its top sales people and their spouse/guest with a prestigious trip to Convention.

United American has always invited the spouse of the agent to Convention because of the sacrifices he or she makes when the agent is in the field. We always will consider Convention qualifying as our top award.

Convention Qualifications for 2022

There are two ways to qualify for Convention 2022: By meeting production qualifications or by issuing 100 or more non-disability ProCare or SilverCare Medicare Supplement insurance plans as personal production during the 2021 convention qualification period.

Production Qualifications

Non-standard (Underage Disability) Medicare Supplement and Annuities production do not count toward qualifications.

	Agency Production	Writing Agent	Rookie
Health & Life	\$350,000	\$150,000	\$75,000
Life (only)	\$180,000	\$100,00	\$75,000
Med Supp Apps Issued	N/A	100	100



Annual Production Awards

Eagle Club

Company-direct contracted agents (any level) who produce \$1,000,000 or more in NAIP and have 70% persistency may qualify for the Eagle Club. Membership in this elite club is limited to the top ten (10) producers by NAIP. All Eagles receive an award at Convention and their personal sketch will hang in the Home Office. First-time qualifiers also receive an Eagle Club ring. The ring is updated with an additional diamond each year the General Agent qualifies for the Eagle Club, up to 10 years. Eagle Club members are invited to a second meeting to communicate with senior management as an agent advisory board.

President's Club

Company-direct contracted agents (any level) who produce \$350,000 or more in NAIP during the qualification period may qualify for the President's Club. Membership in this exclusive club is limited to the top ten (10) producers not earning Eagle status. President Club members receive an award at Convention and have their photo displayed on the wall at the Home Office.

Pacesetter's Club

Writing Agents may qualify with their 2021 NAIP as a Pacesetter. Members of this production club are those ranking 1-30 who achieve the highest personal production NAIP in during the qualification period. Writing Agents who make the club will receive a plaque at Convention; the top 10 Pacesetters will be invited on stage for special recognition of their achievement.

Rookie of the Year Award

The Rookie of the Year Award will be awarded at Convention to the top (five) producing agents who qualify and attend Convention. To qualify, the agent must be contracted directly with the Company (any level) for the first time, produce a minimum \$75,000 NAIP qualifying personal production during the qualification period and attend Convention. Non-standard (Underage Disability) Medicare Supplement Insurance production and Annuity production will not count towards qualification for Convention, Awards, or Club honors.

Highest Increase Award

The top 10 (ten) agents/agencies with the highest NAIP increase year-over-year will receive an award recognizing outstanding achievement.

