



Qualification Deadline

JANUARY 31, 2019

2019 JSA Sales Summit

As of February 1, 2018, you can work toward qualifying for a vacation for you and one guest to Rome in April 2019.

Make your plans for a 5 day, 4 night resort trip location in the Eternal City, Rome, Italy, airfare included. To reserve your spot, you will need to earn 100 points on personal production, or 500 points for agencies with down line producers between February 1, 2018 and January 31, 2019.

POINTS ARE BASED PER APPLICATION
 † 1.5 points per \$1,000 of issued and placed premium
 \$ 1 point per \$3,000 of issued and placed premium

PRODUCT	POINTS
Individual Med Supp	.75
Group Med Supp	.10
Cancer/Critical Illness	1
Hospital Indemnity	.5
Short Term Recovery Care	1
Long Term Care	3
Dental/Vision/Hearing	.25
Final Expense*	†
Trust Life*	\$

TERMS AND CONDITIONS

1 JSA reserves the right to change or discontinue the program at its sole discretion and without notice 2 Trip is for qualifier plus (1) guest only. Guest must be 18 years of age or older. 3 Qualifier must be contracted, in good standing and actively representing JSA at the time of the trip. 4 Agents must not have any outstanding debts with JSA. 5 Qualifying business must be submitted 02/01/2018 through 01/31/2019. 6 Points are based on net production. Not all agents or agencies will qualify at these numbers. 7 Medicare supplements guarantee issue business does not qualify for credit. 8 Sharing, splitting or transferring of points is not allowed. 9 Trip is non-transferable and not redeemable for cash or any other prizes. 10 Qualifier is responsible for taxes and will receive a 1099. 11 There may be a penalty assessed for anyone who canceled after they have registered.