



QUALIFICATION DEADLINE

JANUARY 31ST, 2018

2018 JSA SALES SUMMIT!

As of February 1st, 2017, you can work toward not only the satisfaction of a job well done for your clients and a great income, but also toward qualifying for a fabulous vacation for you and a guest to Ireland in April 2018!

Make your plans for a 5 day, 4 night resort trip located in the beautiful Irish countryside, airfare included!

To reserve your spot, you will need to earn 100 points on personal production, or 500 points for agencies with downline producers between February 1st, 2017 and January 31st, 2018.

Contact JSA Marketing at 1-800-203-0433 for more information.

Terms and Conditions for Qualifiers

- 01.** JSA reserves the right to change or discontinue program at its sole discretion and without notice.
- 02.** Trip is for qualifier plus (1) guest only. Guest must be 18 years of age or older.
- 03.** Qualifier must be contracted, in good standing and actively representing JSA at the time of the trip.
- 04.** Agents must not have any outstanding debts with JSA.
- 05.** Qualifying business must be submitted 02/01/2017 thru 01/31/2018.
- 06.** Points are based on net production. Not all agents or agencies will qualify at these numbers.
- 07.** Medicare supplement guarantee issue business does not qualify for credit.
- 08.** Sharing, splitting, or transferring of points is not allowed.
- 09.** Trip is non-transferable and not redeemable for cash or any other prize.
- 10.** Qualifier is responsible for taxes and will receive a 1099.
- 10.** There may be a penalty assessed for anyone who cancels after they have registered.

| 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 * | § |
| PER APPLICATION | |

‡ 1.5 points per \$1,000 of issued & placed premium

§ 1 point per \$3,000 of issued & placed premium

