



# CONVENTION 2012

*Friday, 6/22/12 - Wednesday, 6/27/12*

We are excited to announce changes to the qualification guidelines for Convention 2012!

Now it is even easier to qualify for the annual sales convention! We have reduced the premium amount needed for individual producers to qualify from **\$75,000** to **\$65,000**, as well as increased the number of top qualifiers from **20** to **25**!

## INTRODUCING CLUB "25"

CLUB 25 INCLUDES THE TOP 15  
PRODUCERS, AND THE  
TOP 10 IMOS AND/OR  
GENERAL AGENTS

(PREVIOUSLY CLUB 20)

## PRODUCER QUALIFICATION

INDIVIDUAL PRODUCERS CAN  
NOW QUALIFY WITH A MINIMUM  
OF **\$65,000** ANNUALIZED FIRST  
YEAR NET ISSUED AND  
DELIVERED PREMIUM!

(PREVIOUSLY \$75,000)