



**Qualification Period** | January 1 – December 31, 2020

## Production Requirements

### Individual Producer

#### Silver

\$88,000 in annualized paid-for business qualifies for four nights at Secrets Spa & Resort in St. Martin with a guest.

#### Gold

\$140,000 in annualized paid-for business qualifies for five nights at Secrets Spa & Resort in St. Martin with a guest.

#### Platinum

\$180,000 in annualized paid-for business qualifies for six nights at Secrets Spa & Resort in St. Martin with a guest.

### Agency Owner/Manager

#### Base

\$850,000 in annualized paid-for business qualifies for five nights at Secrets Spa & Resort in St. Martin with a guest.

#### Elite

\$2,000,000 in annualized paid-for business qualifies for six nights at Secrets Spa & Resort in St. Martin with a guest.  
Plus an extra invite to bring an additional attendee with a guest.

### IMO Level

**\$1,000,000**

1 invite with guest

**\$2,000,000**

2 invites with guests

**\$3,000,000**

3 invites with guests

## Prorated Qualification Tier

Contract Date	Producer	Agency Owner
January 2020 or prior	\$88,000	\$850,000
February 2020	\$82,000	\$770,000
March 2020	\$76,000	\$740,000
April 2020	\$70,000	\$710,000
May 2020	\$64,000	\$680,000
June 2020	\$58,000	\$650,000
July 2020	\$52,000	\$620,000

## 2020 Elite Council Terms and Conditions

- The Elite Council award trip is for the qualifying producer and his or her guest. The guest may not be another appointed producer who did not qualify.
- In some cases, a manager or principal of an IMO/agency may also qualify based on personal production. A person may only qualify once and qualification will be allocated at Assurant's discretion.
- Once awarded, participation in the trip is voluntary. Attendance at organized events such as the dinner banquet is expected.
- If a qualifier or guest does not attend the Elite Council award trip, there is no substitution. The award has no cash value.
- No credits or trips may be transferred to other individuals. Assurant must make all trip arrangements. No substitutions for portions of the travel, lodging or other considerations are accepted.
- Assurant will resolve all questions regarding the Elite Council qualification, and the terms and conditions, at its discretion.
- Assurant will provide airfare from the nearest airport (for each qualifier and guest), ground transportation to and from the resort, accommodations and other expenses at the discretion of the company. Expenses outside of the program are the responsibility of the qualifier.
- Room accommodations are subject to change based on availability.
- Assurant appreciates your efforts and is sponsoring the Elite Council award trip as a marketing promotion. This promotion is complimentary, subject to change and non-binding.
- If the Elite Council award trip is canceled due to a natural disaster such as a flood, fire, hurricane, etc. or other causes outside of Assurant's control, the company may make any substitution for the award at its discretion.
- Qualifiers are responsible for paying taxes incurred with all prizes awarded. The award for the qualifier's guest may be considered taxable income paid to the qualifier.
- Each qualifier and his or her guest are responsible for obtaining required travel documents (i.e., passport, driver's license, etc.).
- IMO/agency owner/manager/national agency director/general agent/agent must be active and in good standing at the time of the trip and must not owe any outstanding balance to Assurant or have any unresolved complaints against them.
- In order to qualify for production requirements, business must be recorded as paid during the qualification period of January 1, 2020 to December 31, 2020. Policies not taken/NTOs will be deducted from production requirements during the qualification period.
- Assurant reserves the right to determine who shall and shall not attend any conference. Invitations are not transferable, and qualifications that are not used are forfeited. A qualification may not be converted to cash, transferred or applied to future conferences.

### Paid-for business

Consists of all applications issued (net-annualized premium) with the exception of not-takens, rejections and applications without premium collected during the qualification period.

