

08/20

NEW PROGRAM QUALIFICATIONS

TRANSAMERICA 2021 CONVENTION

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Hyatt Zilara Rose Hall | Montego Bay, Jamaica | All-Inclusive Resort

Qualification Period: January 1, 2020 – December 31, 2020
Conference Dates: March 28 – April 1, 2021

QUALIFICATION DETAILS

PRODUCERS/WRITING AGENTS:

- $75,000 in paid premium
- Minimum 5 paid cases

BROKERAGE GENERAL AGENTS, MGAS, GAS, AND DIRECT MARKETERS:

- Minimum $1 million in distributor-level paid premium, limited to the top 20 qualifiers.
  Note: Only unique production will be counted for distributor's business, and multiple up-lines cannot qualify on the same policy credit.

PASSPORT NEEDED

- Valid, updated passports are required to register for this conference and to book airfare.
- For example, if your passport expires between March 2021 and August 2021, you must renew your passport before travel as TSA will deny boarding.

QUALIFICATION IS BASED ON PAID PREMIUM:

Only insurance policies paid during the qualification period will count toward paid premium.

- **First-year paid annualized premium:** term, whole life, index universal life, long term care, and 40% qualification credit for all Medicare supplement sales premium.
- **Incentive Sprint for Final Expense Solutions Portfolio:** First-year paid annualized premium for cases paid and placed September 1 – December 31 will be doubled for qualification crediting.
- **Target plus 10% of any first-year excess premium:** indexed universal life.
- **No credits:** fixed and variable annuities, and all business written through Transamerica Financial Life Insurance Company (TFLIC).

ELIGIBILITY:

Only those in the following distributions are eligible for the convention: Brokerage General Agency, Direct Markets, Long Term Care, Medicare Supplement, and certain marketing organizations (e.g., agent numbers beginning with 02, 05, 43, 44, 45, 59, 67, 70, 78, 94, and 97). Please check with your marketing organization leadership to determine whether or not you are eligible to participate.

Qualifiers must have an active contract with Transamerica and be in good standing at the time of the convention. Transamerica will be the sole authority in determining qualifying participants and reserves the right to determine winners and award prizes.

Those with Transamerica Agency Network – Career Agency, Transamerica Direct, Transamerica Employee Benefits, and Transamerica Life Distributors channels are not eligible for the program. Sales employees of financial institutions, sales directors, LOAs, and solicitors will not be eligible for participation.

GENERAL INFORMATION:

The company reserves the right to modify the program and to further cease paid premium credits toward the program at any time without notice. Total number of producer/writing agent qualifiers is limited to the top 80 who meet the qualification criteria.

Program excludes noncommissionable policy rewrites. Split cases are permitted; the paid premium allocated to each producer for qualification purposes will match the agreed percentage split.

Qualifying participants must register to attend. We will send the qualification invitation to the email that we have on file. It is the duty of the producer to ensure that their email address is updated with Transamerica to ensure the invite is deployed and registration can be completed before the deadline. Transamerica will not offer any additional compensation or exceptions for missed or unopened emails. Convention expenses include: transportation, hotel room charges, organized meals, allowances for meals that are not organized, and organized tours, entertainment, etc. as designated by Transamerica. The trip is not transferable. If the qualifier cannot attend the convention, no other compensation will be offered. Under current tax laws and regulations, gross income includes amounts received as prizes or awards. Accordingly, the value of the trip will be treated as additional compensation for purposes of any applicable tax reporting.

The qualifier may bring a spouse or one adult guest to the convention. Although qualifiers may bring children 16 and over to the convention, qualifiers must pay for all expenses incurred by his or her dependent children, including travel and any costs associated with attending the convention.

Life insurance products are issued by Transamerica Life Insurance Company or Transamerica Premier Life Insurance Company, Cedar Rapids, IA.

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