

2020 ATHENS, GREECE



CONVENTION
June 17-22



CONVENTION 2020

ATHENS, GREECE

Divani Caravel Hotel



WEDNESDAY, 6/17/20 — MONDAY, 6/22/20

2020 CONVENTION QUALIFICATION GUIDELINES

Club “40”, which includes the top 25 Producers and the top 15 IMO’s and/or General Agents, will receive special recognition and awards as well as an additional night at the landmark luxury resort.

QUALIFICATION PERIOD:

JANUARY 1 - DECEMBER 31, 2019

MINIMUM QUALIFICATION:

- PRODUCERS: \$85,000
- IMO/MGAs: \$750,000
- MAXIMUM 2 PRINCIPALS PER IMO (\$750,000 X 2 MAXIMUM)

AGENT LEVELS:

CLUB 40 - TOP 25 AGENTS AND TOP 15 IMO/GMAs:

- 5 NIGHTS, JUNE 17 - JUNE 22, 2020

PRODUCERS:

- 4 NIGHTS, JUNE 18 - JUNE 22, 2020

Invitations are for qualifier* and one official guest only. Official guests must be 18 or over. Office staff and non-qualifying agents are not eligible to attend as guests of qualifiers.

Company is not responsible for making arrangements for anyone other than qualifiers and one adult guest to include: rooms, air, transfers or activities. No extra guests or anyone under 18 years of age are permitted to attend Company functions.

Company will make transfer arrangements, room reservations and activity arrangements on designated dates only.**

* Attendance is by Company invitation only and qualification is based on annualized first year net issued and delivered life insurance premiums during the qualification period and is credited at 100% (No credit will be given for Annuity Policies or Annuity Riders). Qualifiers must meet persistency and placement requirements. Invitations are not transferable and may not be redeemed in cash. Invitees must be in good standing with the Company, duly licensed and appointed with an American-Amicable Group Company, producing and submitting a normal amount of business at the time of convention in order to receive an invitation. The Company reserves the right to withhold an invitation.

** The Company reserves the right to charge a qualifier’s account, due to late cancellation or failure to attend, for actual expenses incurred by the Company on behalf of either the qualifier and/or their official guest, to include but not limited to airfare, hotels, transfers, activities, and functions.

American-Amicable Life Insurance Company of Texas
 IA American Life Insurance Company
 Occidental Life Insurance Company of North Carolina
 Pioneer American Insurance Company
 Pioneer Security Life Insurance Company

