

WEDNESDAY, 4/14/21 — MONDAY, 4/19/21  
2021 CONVENTION

# BUENOS AIRES

A R G E N T I N A



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

2021 CONVENTION  
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# BUENOS AIRES

ARGENTINA

## 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.

### PRODUCTION QUALIFICATION PERIOD:

JANUARY 1 - DECEMBER 31, 2020

### MINIMUM QUALIFICATION:

- PRODUCERS: \$90,000
- IMO/MGAs: \$750,000
- MAXIMUM 2 PRINCIPALS PER IMO (\$750,000 X 2 MAXIMUM)

### QUALIFICATION LEVELS:

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

- 5 NIGHTS, APRIL 14\* - APRIL 19, 2021\*\*

PRODUCERS:

- 4 NIGHTS, APRIL 15\* - APRIL 19, 2021\*\*

\* DEPART 1 DAY PRIOR (OVERNIGHT FLIGHT)

\*\* ARRIVE HOME 1 DAY AFTER (OVERNIGHT FLIGHT)

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% except for Single Premium Whole Life which is credited at 10% (No credit will be given for Annuity Policies or Annuity Riders). Qualifiers must meet persistency and placement requirements. Current Persistency must be 80% or higher, 13th month persistency must be 60% or higher and placement rate must be 70% or higher. 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.

