



# MARCO ISLAND

16<sup>TH</sup> ANNUAL ALLIANCE GROUP LEADERS CONFERENCE



**MAY 2 – 6, 2022 | JW MARRIOTT MARCO ISLAND BEACH RESORT**

**RULES AND GENERAL GUIDELINES**

Attendance is by invitation only. All attendees must remain contracted and in good standing with the company at the time of the trip. The trip is for the qualifier plus one adult guest. Production is based on net paid weighted annualized fixed premium. Only Transamerica life products, ANICO life products, GPM life products, Ameritas life products, NLG/LSW life products, Foresters life products, and Annuities will count toward the production requirements. A minimum of 10 cases must be placed during the qualification period. The trip is not transferable and no compensation will be allowed if the qualifier chooses not to attend. The business must be submitted and placed during the qualification period to count towards the trip. A minimum persistency is required. Awards are taxable and IRS form 1099 will be issued if applicable. Alliance reserves the right to determine eligibility based on company records. For agent use only. Not for public distribution.

**PRODUCT WEIGHTINGS**

NLG Life Premium up to Target	100%
Transamerica Life Premium up to Target	100%
GPM Life Premium up to Target	100%
Ameritas Life Premium up to Target	100%
ANICO Life Premium up to Target	100%
Foresters Life Premium up to Target	100%
Excess Premium Over Target	10%
Annuities	5%

Qualification Period – 1/1/21 – 12/31/21

**QUALIFICATIONS**

Sales Seminar Credit for Double = \$90,000  
Sales Seminar Credit Double = \$60,000\*  
(\*For Agents Appointed with Alliance in 2021)  
Minimum 10 Placed Policies