



# **2018 Ireland Leaders Conference**

## **April, 2018**

### **Qualification Period**

Applications submitted and received between  
August 1, 2016 and December 31, 2017

*Experience one of the most enchanting and culturally rich countries in the world. Across the wide Atlantic Ocean sits a country where history abounds.*

*From beautiful scenery, friendly locals, fascinating history and delectable food and drink, there are countless reasons to visit Ireland. Ancient castles and ruins, mystical stories and legends, rolling green hills, crashing waves and quaint rural villages await you.*

*You will begin your adventures in Dublin, the capital city, where you can experience Guinness Storehouse and catch the tale of Ireland's famous beer along with a tasting, of course! If Irish whiskey is your passion, stop in at the Jameson distillery for a tour and sip on a remarkably smooth shot of triple-distilled whiskey. Perhaps you may want to take a stroll down Grafton Street and pop into a pub for some fish and chips and a "pint" or stop in at Brown Thomas, Ireland's famous luxury department store.*

*Next stop, County Limerick, the gateway to southwestern Ireland. You will enter the world of "Downtown Abbey" as we approach Adare Manor, a newly renovated 5-Star Castle resort. Play a round of golf on their 18 hole Tom Fazio golf course, or wander through the walled gardens on the 840 acre estate. Just outside the gates of the estate is Adare Village, Ireland's prettiest village with its thatched cottages filled with antique shops, galleries and cozy pubs.*

*There is much to discover in Ireland, so we look forward to you joining New Era and Philadelphia American Life at our 2018 Leaders Conference and enjoy a magical land full of wonder, history and fun!*

### **QUALIFICATION REQUIREMENTS**

#### **PRODUCER**

300,000 Qualifying Credits (Contracted before November 1, 2106)

225,000 Qualifying Credits (Contracted after November 1, 2016)

#### **FMO/AGCY**

3,000,000 Qualifying Credits (Contracted before November 1, 2016)

2,250,000 Qualifying Credits (Contracted after November 1, 2016)



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### QUALIFICATION CREDITS

#### 100% CREDIT

- Critical Illness
- Dental Plus
- Gap
- Enhanced Accident
- Final Expense
- MA Gap
- Health Saver Plus
- Medicare Supplement (Age 65 & Over Only) Excluding Guarantee Issue & Conversion Business
- 100% Credit for Open Enrollment
- 50% Credit for Plan F Open Enrollment

#### 80% CREDIT

- Cancer Max
- Other Accident & Health

#### 40% CREDIT

- Short Term Medical

#### 6% CREDIT

- Single Premium Annuity – New Money
- 50% Credit for Annuity Internal Exchange

#### BONUS CREDITS

- Med. Supp. – Underwritten E-Apps receive 25% Bonus
- Med. Supp. – Husband & Wife (underwritten) receive 50% Bonus
- Underwritten Med. Supp. & Life receive 50% Bonus
- E-Apps with both Health Saver & Critical Illness receive 50% Bonus
- E-Apps with both Health Saver & Enhanced Accident receive 50% Bonus

Qualification Credits for personal producers is defined as new premiums, minus lapsed premium for policies issued and paid for during the qualification period. Applications must be submitted and received between August 1, 2016 and December 31, 2017. Policies must be issued and paid for by January 15, 2018 and remain in-force throughout the Qualification Period. Only new business applications will qualify for the 2018 Leaders Conference. Conversions or replacements are not defined as qualifying credits. Applications submitted with an effective date and draft date after December 31, 2017 will not be valid for the 2018 Leaders Conference.

Qualifiers will be considered for an invitation for themselves and an approved guest. Attendance shall be by H.O. invitation only. Invitation is not transferrable. Producer must be in good standing with New Era Life Insurance Companies in order to attend. New Era Life Insurance Companies reserves the right to withhold an invitation. For non-attendance by a qualifier; a 1099 will be issued for costs such as reserved room, airfare and items unable to be cancelled. Accommodations and transportation are not transferrable and cannot be used outside of the Leaders Conference dates. No prizes, gifts or cash will be given to non-attendees. The New Era Life Insurance Companies, at its sole discretion, reserves the right to modify or change any of the qualifications, rules or offerings at any time. New Era Life Insurance Companies' interpretation and decisions of any of these rules shall be final and conclusive. An agent/agency/FMO can only qualify at one level. No multiple qualifications.

