

Oh the places you'll go!

New Era Life Insurance Companies' 2019 Leaders Conference

You are off to great places! Today is your day! Your next adventure is waiting... And you are already well on your way! There is fun to be done. There are credits to score. Where will New Era take you next? It is a mystery for sure! And will you succeed? With hard work, yes you will indeed!

Qualifying Period

Starts: JANUARY 1, 2018

All Apps you have previously submitted have already counted towards this incentive!!!

Ends: MAY 31, 2019

Applications must be submitted and received between the above dates.

Contracted before April 1, 2018

Producer 350,000

Agency* 1,500,000

FMO 3,500,000

Contracted after April 1, 2018

Producer 262,500

Agency* 1,125,000

FMO 2,625,000

*An agency must have a minimum of 10 producing agents

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 & received between January 1, 2018 and May 31, 2019.

Policies must be issued & paid for by June 14, 2019 and remain in-force throughout the Qualification Period. Only new business applications will qualify for the 2019 Leaders Conference.

Conversions or replacements are not defined as qualifying credits. Applications submitted with an effective date and draft date after May 31, 2019 will not be valid for the 2019 Leaders Conference.

Qualifying Credits

Senior Market

- 100%**
- Underwritten Final Expense
 - MA Gap
 - Medicare Supplement Policy (Age 65 and Over. Excludes: Guarantee Issue, Conversion & Open Enrollment Plan F)

- 50%**
- Medicare Supplement Plan F Open Enrollment
 - Guarantee Issue Final Expense

Underage Market

- 100%**
- Dental Plus
 - Underwritten Critical Illness
 - Underwritten Gap
 - Underwritten Enhanced Accident
 - Underwritten Health Saver Plus & Underwritten Health Choice Select
 - Cancer Only Policy with Enhanced Benefits for Breast Cancer

- 80%**
- Cancer Max
 - Other Accident & Health

- 40%**
- Short Term Medical

Annuity Market

- 6%**
- Single Premium Annuity (New Money Only)

- 3%**
- Internal Exchange Annuity (Old Money)

**100% Plus
Below Amount!**

Bonus Credits

Senior Market

- 100%**
- Medicare Supplement Underwritten (E-Apps Only)
 - Medicare Supplement Underwritten Husband & Wife
 - Underwritten Medicare Supplement Plus Final Expense

Underage Market

- 50%**
- If you add both a Critical Illness Policy & Enhanced Accident Policy to a Underwritten Health Saver Plus Plan (E-Apps Only)
 - If you add both a Critical Illness Rider & Enhanced Accident Policy to a Health Choice Select Plan (E-Apps Only)

Credits are defined as new annualized premium on every issued and paid policy.

Qualifiers will be considered for an invitation for themselves and one approved guest. Only the qualifying producer and their guest may attend. Attendance shall be by H.O. Invitation only. Invitation is not transferable and substitutions are not permitted. New Era reserves the right to withhold an invitation. Final qualification for the conference is determined by the Company and takes into consideration factors such as persistency, loss ratio, underwritten business, indebtedness to the Company and business relationship between the qualifier and the Company. For non-attendance by a qualifier, a 1099 will be issued for costs such as reserved room, airfare and other items unable to be canceled. Accommodations and transportation are not transferable and cannot be used outside of the Leaders Conference dates. No prizes, gifts or cash will be given to non-attendees. 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. An agent/agency/FMO can only qualify at one level. No multiple qualifications. The Company reserves the right to cap the number of qualifiers due to venue capacity and or contractual agreements. New Era Life Insurance Companies' interpretation and decisions of any of these rules shall be final and conclusive.