

VENICE

2024 CONVENTION

June 19 - June 24, 2024

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





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QUALIFICATION GUIDELINES

Club "40", which includes the top 25 Agents and the top 15 IMO's and/or General Agents, will receive special recognition and awards.

PRODUCTION QUALIFICATION PERIOD:

January 1 - December 31, 2023

MINIMUM QUALIFICATION:

- Producers: \$95,000
- 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, June 19* - June 24, 2024**

Producers:

- 4 Nights, June 20* - June 24, 2024**
- * Depart 1 Day Prior (overnight flight)
- ** Arrive Home 1 Day After (overnight flight)

Invitations are for qualifier¹ 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 additional guests or anyone under 18 years of age are permitted to attend Company functions or participate in company sponsored activities.²

Company will make transfer arrangements, room reservations and activity arrangements on designated dates only.³

1 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.

2 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. If you plan on extending your stay (arriving early or staying later) beyond the standard dates of the Convention, please make note of the following:

- **You are responsible** for the following items at your own expense:
 - Transfers to and from the resort/hotel
 - Any difference in airfare resulting from the alternate dates
 - Hotel rooms for nights beyond the regular dates

3 If you decide to bring additional guests (including children), please make note of the following items:

- **You are responsible** for the following items at your own expense:
 - Transfers to and from the resort/hotel
 - Airfare for additional guests
 - Rooms for additional guests