

Beyond the Blue



Go Beyond the Blue! Experience paradise on earth at the Grand Fiesta Americana resort in **Puerto Vallarta, Mexico.**

The 2020 Washington National Sales Celebration will be one of our most relaxing, lavish events ever.

As our celebrated guest, you'll indulge in a five-day escape to the beautiful, historic city of Puerto Vallarta, Mexico. Here, cobblestoned streets and old-world charm are set against rugged mountains and sweeping ocean views.

At the adults-only Grand Fiesta Americana resort, you'll splash in oceanfront infinity pools, whale watch from your private balcony, and enjoy well-earned luxury—in an environment that favors relaxation.

Make the most of every opportunity to join us for the 2020 Sales Celebration, March 3-7, 2020.

SAVE THE DATE: MARCH 3-7, 2020

Qualifications

Life and supplemental health NAP*

January 1, 2019–December 31, 2019

Agent	\$125,000
Agency/manager	\$500,000
Independent partner	\$750,000



For full details and sales support,
call **(888) 266-6002.**



Official Rules

- Qualifiers will earn an invitation to the 2020 Washington National Sales Celebration by exceeding the minimum qualification criteria.
- This incentive applies to all applications issued and paid between January 1 and December 31, 2019.
- Partners/managers may qualify on personal NAP if they do not qualify with team NAP. Recognition is based on qualification level.
- No cash reimbursements or alternate awards will be made in lieu of attending.
- Policies written on agents' family members do not count toward convention credit.
- Qualification is nontransferable.

Definitions

Life NAP: First-year paid annualized modal premium (i.e., minimum premium) plus any pour-in premium up to commission target premium on external 1035 exchange money.

Supplemental health NAP: First-year paid annualized modal premium minus not-takens.

**Production credits are not issued for annuity business.*

Washington National reserves the right to extend, terminate or modify this incentive program at any time. Agents must be in good standing at the time of the trip, including business persistency at or equal to the national average, and must receive a written invitation to the trip. The incentive applies only to qualifying distribution partners. This is a 1099-taxable event. Any cash awards are 1099-taxable compensation.

For agent information only. This material should not be distributed to the public or used in any solicitation.

Washington National Insurance Company
Home Office: Carmel, IN 46032

WashingtonNational.com

© 2019 Washington National
(01/19) 189431

SC20-FS-QUALS

