

**16<sup>th</sup> Top Producers Incentive Trip**

**JW Marriott Beach Resort  
Marco Island, Florida**

**May 24-27, 2020**



**Qualification Period: January 1, 2019 – December 31, 2019**

**Points awarded based on product sold and # of lives.**

- 10 pts** **Group Medical:** Allied National; HealthChoices; Starmark; HR360 Wrap Doc (per grp)  
**Med Supp:** Aetna; Americo; Cigna; Mutual of Omaha companies  
**Senior Life & Individual DI:** All carriers
- 7 pts** **Group Medical GAP:** Beazley; IHC; Premium Saver  
**Group Medical:** Anthem MEWA; Anthem (51-99); IHC; MMO MEWA; MMO (51-99); National General  
**Medicare Advantage:** All carriers
- 5 pts** **Group Medical:** Allied National PMEC; Anthem ACA; MMO ACA; Starmark PMEC  
**Indiv Indemnity:** Allied National; IHC  
**Med Supp:** Anthem; Medical Mutual  
**LTC/HHC:** All Carriers  
**Specialty:** Companion Life Defined Contribution
- 3 pts** **Group Medical:** Aetna Funding Advantage; UHC (5+ lives)  
**Group Dental:** Anthem; Companion Life; Delta Dental; Dental Care Plus; Kansas City Life; Reliance Std  
**Indiv Medical:** Medical Mutual; Molina; Oscar
- 1 pt** **Indiv Dental:** Dental Care Plus; Morgan White  
**Group Vision/STD/LTD:** Anthem; AUL; Companion Life; KC Life; Reliance Std

QUALIFICATION LEVELS	
<b>LEVEL 3</b>	<b>1,850 pts</b> 3 Hotel Nights & Airfare for Two
<b>LEVEL 2</b>	<b>1,325 pts</b> 3 Hotel Nights & Airfare for One
<b>LEVEL 1</b>	<b>825 pts</b> 3 Hotel Nights only

**Contest Rules:** Only approved new business within contest period will be eligible • Minimum case count of 5 • All cases must be approved with effective dates 1-1-19 thru 12-31-19 • Only cases still in force at the end of the contest period will count • All cases must be approved in writing by 1-31-20 to qualify • Individual medical credit given per insured member • Rewrites, Travel, & Short-Term cases do not count • Credit applies only to commissionable cases • Credit given only on products with override compensation • Number of lives credit applies to medical lives only on group business • No credit given on guaranteed issue Med Supp • Special consideration will be given for persistency and overall in force block of business with MIS • An agency can have two qualifiers if they reach 2.5 times the individual qualifying level • MIS reserves the right to revise the contest rules or terminate the contest at any time without notice • MIS will make all determinations regarding the contest qualifications • MIS decisions are final & conclusive • No cash substitution.