

# 15<sup>th</sup> Top Producers Incentive Trip

## SAN DIEGO, CALIFORNIA

### Spring 2019



**Qualification Period: July 1, 2017 – Dec 31, 2018**

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

- 10 pts** **Group Medical:** Allied National; HealthChoices; Starmark  
**Med Supp:** Aetna; Americo; Cigna; Mutual of Omaha companies  
**Senior Life & Individual DI:** All carriers
- 7 pts** **Group Medical GAP:** Beazley; Premium Saver  
**Group Medical:** Anthem MEWA; Anthem (51-99); MMO MEWA; MMO (51-99); National General  
**Medicare Advantage:** All carriers
- 5 pts** **Group Medical:** Allied National P MEC; Anthem ACA; Starmark P MEC  
**Indiv Indemnity:** Allied National; IHC  
**Med Supp:** Anthem; Medical Mutual (1/1/18 & forward)  
**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

**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 7-1-17 thru 12-31-18 • Only cases still inforce at the end of the contest period will count • All cases must be approved in writing by 1-31-19 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 inforce 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.

#### **QUALIFICATION LEVELS**

##### **LEVEL 4 2,700 pts**

4 Hotel Nights & Airfare for Two

##### **LEVEL 3 2,200 pts**

3 Hotel Nights & Airfare for Two

##### **LEVEL 2 1,600 pts**

3 Hotel Nights & Airfare for One

##### **LEVEL 1 1,000 pts**

3 Hotel Nights only