

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

## Marco Island, Florida

### May 9-12, 2021



**Qualification Period: January 1, 2020 – December 31, 2020**

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

10 pts

**Group Medical:** Allied National; IHC Self-funding; HealtheChoices; Trustmark; HR360 WrapDoc & PrimePay (per group)  
**Med Supp:** Aetna; Americo; Cigna; Mutual of Omaha companies  
**Senior Life & Individual DI:** All carriers

7 pts

**Group Medical:** Anthem MEWA; Anthem (51-99); MMO MEWA; MMO (51-99); National General  
**Group Medical GAP:** Beazley; IHC; Premium Saver  
**Medicare Advantage:** All carriers

5 pts

**Group Medical:** Aetna Funding Advantage; Anthem ACA; MMO ACA  
**Indiv Indemnity:** Allied National; IHC  
**Med Supp:** Anthem; Medical Mutual  
**LTC/HHC:** All Carriers  
**Specialty:** Companion Life & Kansas City Life Defined Contribution

3 pts

**Group Medical:** Allied National P MEC; Beazley P MEC; IHC P MEC; Trustmark P MEC; UHC (5+ lives)  
**Group Dental:** Anthem; Companion Life; Delta Dental; Dental Care Plus; Kansas City Life; Reliance Standard  
**Indiv Medical:** Anthem, 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**

**LEVEL 3 1,850 pts**  
 3 Hotel Nights &  
 Airfare for Two

**LEVEL 2 1,325 pts**  
 3 Hotel Nights &  
 Airfare for One

**LEVEL 1 825 pts**  
 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 1-1-20 thru 12-31-20 • Only cases still inforce at the end of the contest period will count • All cases must be approved in writing by 1-31-21 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.