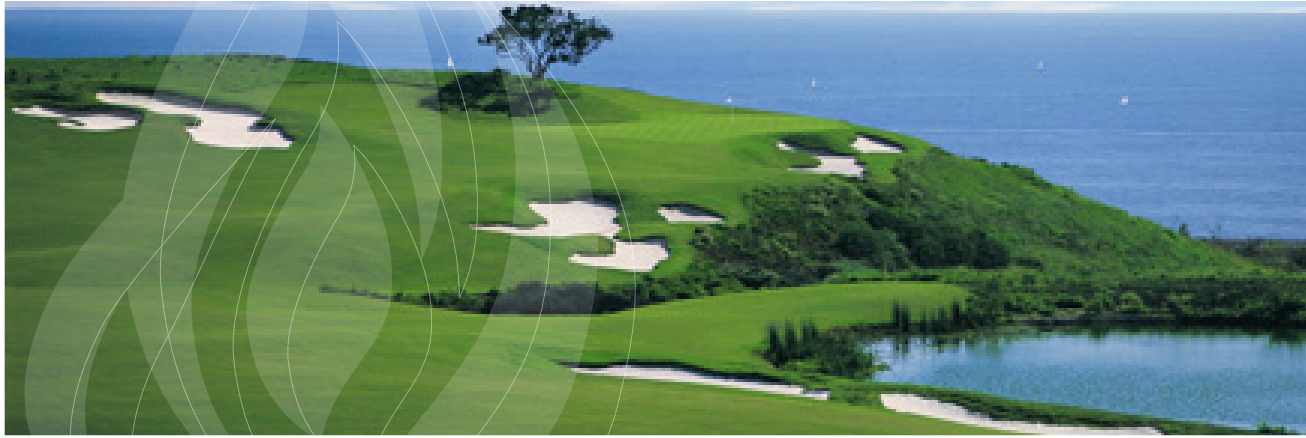


# THE RESORT AT PELICAN HILL

Newport Beach, California

pelicanhill.com

March 2012



## Producer Production Requirements

Individual Producers:

\$75,000 in Issued Annualized Premium

General Agents:

350,000 in Issued Annualized Premium

NMO:

\$600,000 in Issued Annualized Premium



## Guidelines and Restrictions

- NTO rates must be 12% or less
- Persistency: 6 months / 12 months
- Must be in good standing with the company at the time of incentive trip
- Trip is non-transferable; gifting of trip is not permitted
- Trip must be completely earned; no buy-ins permitted
- Madison National Life reserves all rights with respect to this program. Other restrictions may apply.

## Qualification Period

Qualifications period applies to new business issued between October 1, 2010 and September 30, 2011.

## The Experience

When you qualify for the 2012 Legacy Select Incentive Trip, you will enjoy:

- A hotel room with 850 square feet and an ocean view
- Two 18-hole, championship golf courses designed by Tom Fazio
- A spa with 22 private treatment rooms and a Roman soaking pool
- Five dining options from northern Italian fare to California cuisine
- An exclusive resort located on 3.5 miles of dramatic California coastline

## The Accolades

Conde Nast Traveler - "Hot List: 2009 Resort and Spa" ranking

Travel & Leisure - "It List" 2009

Golf Digest - "The World's Greatest Golf 2009/2010"

GolfWeek - "Best Courses You Can Play" 2009

GolfWorld - "2009-2010 Readers Choice Awards Top 50 Resorts"

Elite Traveler - "July/August 2009 ~ 101 Top Hotel Suites"