

# **New Era Life Insurance Companies 2015 Leader's Conference**

**March 4 – 9, 2015**

Escape to the sun-kissed bliss of the Caribbean, where turquoise waters, golden beaches, green fairways, brilliant sunsets, and the rhythms of the night will enchant your spirit. Paradise awaits you at the all-inclusive **Grand Velas Riviera Maya Resort**, the resort that made history by raising the bar for all-inclusives with fine dining, a la carte restaurants, butlers, top shelf liquor, 24-hour room service, and first class service and amenities all around. So, get ready to recline in a cabana draped with billowing white curtains and attended by beach butlers proffering chilled towels, cocktails and silver platters of fruit at one of the world's most exclusive beach resorts with the highest possible AAA 5-Diamond rating.



**Qualification Period: October 1, 2013 – December 31, 2014**

**Qualification Requirement: 265,000 Credits**

**Agents appointed on or after January 1, 2014**

**Qualification Requirements: 80% of credits above**

(See details on following page for full requirements)

**Qualification Credit is defined** as new premium, minus lapsed premium for policies issued and paid-for during the Qualification Period. Applications must be submitted and received between October 1, 2013 and December 31, 2014. Policies must be issued and paid for by January 15, 2015 and remain in-force throughout the qualification period. New business only; no conversions or replacements. Applications submitted with **an effective date and draft date** after the end of the contest period will not qualify.

#### **QUALIFICATION CREDITS:**

##### **100% Credit for:**

**Medicare Supplement**, excluding guarantee issue and conversion business

*Underwritten Medicare Supplement submitted electronically will be counted at 125% credit!*

*50% credit for Open Enrollment.*

**Health Saver Plus Series**

*Health Saver Plus submitted electronically along with a Critical Illness will be counted at 150% credit!*

**Critical Illness**

**Enhanced Accident**

**Dental Plus**

**Final Expense**

**Health Link (GAP)**

##### **80% Credit for:**

**Cancer Max and other Accident and Health**

##### **6% Credit for:**

**Single Premium Annuity - New Money**

*50% credit for Internal Exchange.*

Qualifying producers will be considered for an invitation for themselves and an approved guest. Attendance at the Leaders Conference shall be by invitation only. Producers must be in good standing with the New Era Group at the time of the Leaders Conference in order to attend. The New Era Group reserves the right to withhold an invitation if persistency and production levels do not meet a minimum acceptable level. For non-attendance by a qualifier, a 1099 will be issued for costs such as reserved room, airfare and items unable to be cancelled. Accommodations and transportation are not transferable and cannot be used outside of the Leaders Conference dates. No prizes, gifts or cash will be given to non-attendees in lieu of the Leaders Conference. The New Era Group, at its sole discretion, reserves the right to modify or change any of the qualifications or offering at any time. The decision of the New Era Group on any interpretation of these rules shall be conclusive.

NOTE: Not all products available in all states, thus credits only apply to approved products.

**For Agent use only.**

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