

2023 Worksite Leaders Conference & Getaway

Get a taste of the Midwest with this luxurious trip to Kohler!



Bring a guest and join us for **3 days and 2 nights at The American Club**, a world-class, five-diamond historic hotel.

The trip includes:

- » A three-day, two-night stay for you and a guest at The American Club in Kohler, Wisconsin from Monday, June 19 to Wednesday, June 21, 2023.
- » Round-trip airfare for two, or mileage reimbursement if traveling by car.*
- » Many different options for activities available including golf, fishing, spa amenities and more!
- » [No training or work-related sessions.](#)

See **back page** for qualifications and additional details.



Photos courtesy of Kohler Co.

Stay up to date with the latest news about this incentive trip!



[IllinoisMutual.com/DestinationKohler](https://www.IllinoisMutual.com/DestinationKohler)

Call us to hear more details, and start selling today to qualify for this trip!

(800) 437-7355, ext. 782

Worksite@IllinoisMutual.com

Check out some of the amenities yourself!

www.DestinationKohler.com



**Mileage reimbursement at current IRS rate and not to exceed price of equivalent airfare.*

Worksite Leaders Qualifications:

Agents:

- \$100,000 annualized **issued** premium from January 1, 2022 through December 31, 2022, with a 13-month 68% persistency, qualifies the agent and a guest for the incentive trip.

OR

Agency Owners: 2 ways to qualify

- **Personal Production:** \$100,000 in annualized **issued** premium from January 1, 2022 through December 31, 2022, with a 13-month 68% persistency, qualifies the agency owner and a guest for the incentive trip.
- **Team Production:** \$250,000 in combined annualized **issued** premium produced by downline agents in same hierarchy from January 1, 2022 through December 31, 2022, with a 13-month 68% persistency (calculated January 1, 2023), qualifies the agency owner and a guest for the incentive trip. The agency owner's personal production may be included in the \$250,000 total, **AND** at least two of the agency owner's downline agents must produce at least \$100,000 in annualized **issued** premium.

Additional Specifications:

- All attendees will receive 1099-NEC forms for the entire incentive.
- Qualifying products are Term Life Insurance (Policy Form LT17), Group Non-occupational Short Term Disability Income Insurance (Policy Form VSTD11), Voluntary Critical Illness Policy (Policy Form WC14), Voluntary Accident Policy (Policy Form WSA07) and Voluntary Short Term Disability Income Policy (Policy Form WSD07).
- Agents and agencies must have active status as defined by Illinois Mutual and a 13-month, 68% premium persistency for the 2022 calendar year (Qualifiers determined January 2023). Only writing agents appointed direct with Illinois Mutual or through a qualified General Agent are eligible.
- Cash substitutions in lieu of the incentive trip are not available. No cash awards will be made available in the event of cancellation of the incentive trip.
- Accommodations and amenities at the time of incentive trip subject to change based on availability.
- Agents and agency owners must meet minimum qualification requirements for Life or Worksite. Premium for Life and Worksite products may not be combined to qualify for the incentive trip.
- Illinois Mutual determines final recipients.



Guests must be 21 years of age or older at the time of the incentive trip.

Policy Form LT17, Term Life Insurance; Policy Form VSTD11, Group Non-occupational Short Term Disability Income Insurance; Policy Form WC14, Voluntary Critical Illness Policy; Policy Form WSA07, Voluntary Accident Policy; Policy Form WSD07, Voluntary Short Term Disability Income Policy.

Not available in AK, DC, HI, or NY. Coverage and availability may vary in other states. For costs and details of coverage, limitations, exclusions and terms, contact Illinois Mutual.