

Mutual Trust Life Solutions Qualifications

summit



Qualification period:

January 1 –
December 29, 2023
by 12:00 PM (CST)



Event date:

President's Club:
April 10 – 14, 2024
(4 nights | 5 Days)

Chairman's Club:
April 10 – 16, 2024
(6 Nights | 7 Days)



Destination:

 **President's Club:**
Casa de Campo,
Dominican Republic

 **Chairman's Club:**
Casa de Campo &
Eden-Roc Cap Cana,
Dominican Republic



Mutual Trust Life Solutions Qualification Requirements

Qualifications for President's Club

Minimum NBC Requirements		
Marketing General Agents (MGAs)	Year 1	\$130,000
	Year 2	\$195,000
	Year 3+	\$275,000
General Agents Under MGAs (GAs)	Year 1	\$85,000
	Year 2	\$125,000
	Year 3+	\$170,000
Personal Producing General Agents (PPGAs)	Year 1	\$65,000
	Year 2	\$90,000
	Year 3+	\$120,000
Writing Agents (WAs)	Year 1	\$40,000
	Year 2	\$62,500
	Year 3+	\$85,000

Qualifications for Chairman's Club

The top three qualifiers in each category who also meet the NBC requirements will qualify for the elite Chairman's Club level.

Notes:

- **Year 1 Agency:** An agency with less than 19 months under contract at the end of the Conference qualification period.
- **Year 2 Agency:** An agency with more than 18 but less than 31 months under contract at the end of the Conference qualification period.
- **Year 3+ Agency:** An agency with more than 30 months under contract at the end of the Conference qualification period.



SPECIAL REMINDERS

Product/Coverage: New Business Credit (NBC) percentage*

- **Whole Life:** 52.5%
- **Horizon Legacy (SPWL):** 3%
- **PUA Riders:** 2.50%
- **Term Riders:** 52.5%
- **Child Rider:** 35%
- **Term:** 60%
- **Integrity Annuities:** 3%

Minimum Paid Lives: 6

Minimum Persistency: 85%, 36-Month Premium Persistency Rate

**Subject to change*

ADDITIONAL REQUIREMENTS:

New Business Credit (NBC): New Business Credit is calculated on a percentage of annualized premiums.

Production: Requirements must be met through the production of Mutual Trust life and annuity products.

Summit Standings: Summit standings are updated at the end of each business day and can be accessed in the Summit section of the Agent Website.

Co-General Agents: Co-General Agents need double the agency production requirements for both General Agents to qualify for either the President's Club or Chairman's Club.

Qualifications: Qualifications for the Summit include expenses for the qualifier and spouse or guest.

QUALIFYING GUIDELINES

- All cases must have an effective date within the qualification period
- All qualifiers must be under contract with Pan-American Life or any of its subsidiaries
- The qualifier must be in good standing with the company. Those who receive a termination letter prior to the start of the event cannot attend
- Each line of business must qualify separately (except where noted)
- A Managing General Agency (MGA) may qualify with his/her own production at the Producer Level
- Awards may not be transferred or substituted
- Qualifiers cannot receive cash payments in lieu of attendance
- We will not count applicable Value Added Tax (VAT) towards qualifications
- All production figures in our qualifications are expressed in U.S. dollars
- Qualifications are defined as: Double: 2 persons / 1 hotel room

Disclaimer: Pan-American Life Insurance Group reserves the right to terminate this promotion at any time. PALIG also reserves the sole right to validate the eligibility of guests to attend and to determine whether any business submitted has met the necessary criteria to award this promotion.

