



LONDON SUMMIT 2025



Qualification period:

January 1 – December 31, 2024 by 12:00 PM (CST)



Event Date:

President's Club:
April 28 – May 2, 2025
(4 Nights | 5 Days)

Chairman's Club:
April 28 – May 4, 2025
(6 Nights | 7 Days)

Summit travel requires an overnight flight to London (depart April 27)



Destination:

J.W. Marriott Grosvenor House London
London, United Kingdom

Qualifications for President's Club

Minimum NBC Requirements

Marketing General Agents (MGAs)	Year 1	\$142,500
	Year 2	\$225,000
	Year 3+	\$325,000

General Agents Under MGAs (GAs)	Year 1	\$92,500
	Year 2	\$137,000
	Year 3+	\$187,000

Personal Producing General Agents (PPGAs)	Year 1	\$72,000
	Year 2	\$100,000
	Year 3+	\$132,000

Writing Agents (WAs)	Year 1	\$44,000
	Year 2	\$68,000
	Year 3+	\$92,500

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.

Special Reminders

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

- Whole Life: 52.5%
- Horizon Legacy (SPWL): 3%
- Indexed Universal Life (Target premium): 52.5%
- Indexed Universal Life (Excess premium): 2.5%
- 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

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.





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 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.



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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
- A Managing General Agency (MGA) may qualify with his/her own production at the Agent 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



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Disclaimer: Pan-American Life Insurance Group reserves the right to terminate this promotion at any time. PALIG 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.