



JOIN US IN
ITALY
IN
2018

JUNE 17-23, 2018

Bankers  Fidelity*

Rome and Venice - a feast for the senses

Join us in a return to the age of classical art and decadent elegance in one of the world's most intoxicating countries - Italy. A country rich in history and culture, from delicious dishes to distinctive architecture to masterful works of art, there's something to appeal to every appetite and interest.

When you qualify for the Conference, you could experience a cruise down the Grand Canal or marvel at the wonder of the ceiling of the Sistine Chapel. You could experience unique dining in beautiful locations featuring authentic, exquisite meals. You could spend hours on the outskirts of Vatican City with a creamy cappuccino in hand. The sights and tastes of Italy await - but only if you qualify.

Once again, the 2018 Sales Conference should not be missed. From Rome's ancient ruins to Venice's romantic waterways, Italy provides the perfect canvas for an experience that is truly memorable.

Hope to see you in Italy!

The conference qualification period is January 2, 2017 - January 1, 2018. Click here for [complete qualification details](#). Additional information regarding the trip can be found within the Sales and Incentives folder in the ADDS® Library.



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Rome • Venice

June 17-23, 2018

Bankers  Fidelity®

Senior & Individual Markets

2018 Conference in Italy

Conference Qualification Period: January 2, 2017-January 1, 2018

**Qualification Requirements and
Chairman's Experience/Pre-Trip Opportunity**

2018 Bankers Fidelity® Sales Leaders Conference in Italy Qualification Requirements for Senior & Individual Markets and Chairman's Experience/Pre-Trip Opportunity

Chairman's Experience/Pre-Trip Upgraded
2018 Sales Leaders Conference
Experience in Italy **June 15-17, 2018**

Upgrade your time in Italy with our exceptional Chairman's Experience available before the Sales Leaders Conference to the 12 elite producers who qualify.

2018 Chairman's Experience/Pre-Trip Qualification Requirements—Senior & Individual Markets

Agent

Top **2** Ancillary Producers and
Top **2** UW Med Supp Producers

GA

Top **1** Ancillary Producer and
Top **1** UW Med Supp Producer

MGA

Top **1** Ancillary Producer and
Top **1** UW Med Supp Producer

Partner—RSD

Top **1** Ancillary Producer and
Top **1** UW Med Supp Producer

Partner Marketing Group

Top **1** Ancillary Producer and
Top **1** UW Med Supp Producer

*Ancillary products include HIP, STC, DI, Cancer, Accident Expense

2018 Sales Leaders Conference in Italy June 17–23, 2018

Conference Qualification Period January 2, 2017–January 1, 2018

Qualification Requirements— Senior & Individual Markets

Contract date **before** January 1, 2017

Category	Production Requirement
Agent	\$125,000.00
GA	\$350,000.00
MGA	\$500,000.00
Partner—RSD	\$750,000.00
Partner Marketing Group	\$1,500,000.00

Contract date **between** April 1 & June 30, 2017

Agent	\$100,000.00
GA	\$275,000.00
MGA	\$375,000.00
Partner—RSD	\$550,000.00
Partner Marketing Group	\$1,000,000.00

Contract date **after** June 30, 2017

Agent	\$75,000.00
GA	\$175,000.00
MGA	\$250,000.00
Partner—RSD	\$375,000.00
Partner Marketing Group	\$750,000.00

Credit Amounts

Qualification is based on net submitted production during the qualification period (January 2, 2017–January 1, 2018). Policies must have an effective date no later than January 1, 2018 and must be active throughout the qualification period.

Open Enrollment/GI	60%
STC, HIP, DI, Cancer, Accident Expense	200%
U/W Med Supp	100%

All Life is credited at 150%*

*Single Premium Life is credited at 10%

All other products are credited at 100%

No credit will be given for Medicare Disability plans or any state mandated guarantee issue plans.

General Rules & Eligibility for the Conference

- Final qualification for the Conference is determined by the Company and takes into consideration such factors as percentage of underwritten business, persistency, loss ratio, indebtedness to the Company and the business relationship between the qualifier and the Company.
- Qualifiers must be in compliance with all Company and state marketing rules and regulations and be in good standing with Bankers Fidelity Life Insurance Company, Bankers Fidelity Assurance Company and its legal entities.
- The Company governs all rules and regulations of the Conference and may modify, alter or change any rules and/or regulations during the qualification period.
- The Company reserves the right to change the announced dates, destination or hotels.
- The Company and/or its authorized representatives are responsible for all Conference planning and arrangements, including airline ticketing.
- Due to the business purpose of the Conference, no cash equivalent payment will be made to any person who qualifies to attend the Conference but fails to do so for any reason.
- All qualifiers are invited to bring one guest.
- If any flight changes are made by the qualifier or their guest after they have confirmed and booked their flight itinerary, the qualifier will be responsible for any change or cancellation fees incurred. Qualifier agrees to pay by check or from their as-earned commission account where commissions can support the charge.
- Qualifiers must qualify in their contracted category.
- Only qualifying Agents, General Agents, Managing General Agents, Regional Sales Directors and Partner Marketing Groups and their guests may attend.
- Partnerships must have twice the amount of Conference credit to qualify an additional Partner and guest to attend.
- No substitutions are permitted.
- All decisions of the Company are final.

