



TRAVEL
WITH TRANSAMERICA

KAUAI, HAWAII

Transamerica 2018 Convention

Grand Hyatt Kauai Resort and Spa | Kauai, Hawaii

Qualification Period: July 1, 2016 – December 31, 2017 | Conference Dates: March 21 – 25, 2018

QUALIFICATION DETAILS

Brokerage General Agents, MGAs, GAs, and Direct Marketers:

- > \$1,000,000 in distributor level paid premium
- > 15% increase in total paid premium as compared to previous 18-month period*

Producers/Writing Agents:

- > \$140,000 in paid premium
- > 15% increase in total paid premium as compared to previous 18-month period*
- > Minimum 10 paid cases

Qualification is based on paid premium:

- > Only policies considered paid during the qualification period will count toward paid premium
- > First-year paid annualized premium: Term, Whole Life, Long Term Care, and Medicare Supplement
- > Target plus 10% of any first-year excess premium: Fixed Universal Life and Indexed Universal Life
- > No credits: Variable Universal Life, Fixed and Variable Annuities, and all business written through Transamerica Financial Life Insurance Company (TFLIC)

*For comparison purposes, TransACE® paid premium will be excluded from the 18-month prior period lookback (January 1, 2015–June 30, 2016).

ELIGIBILITY:

Only those in the following distributions are eligible for the convention: Brokerage General Agency, Direct Markets, Long Term Care, Medicare Supplement, and certain Marketing Organizations (e.g., agent numbers beginning with 02, 05, 13, 43, 44, 45, 67, 70, 78, 83, and 94). Please check with your Marketing Organization leadership to determine whether or not you are eligible to participate.

Qualifiers must have an active contract with Transamerica, be in good standing at the time of the convention, and have achieved a 75% persistency and 60% placed business

ratio over the 18-month qualification period. Transamerica will be the sole authority in determining qualifying participants and reserves the right to determine winners and award prizes.

Those with Transamerica Agency Network – Career Agency, Transamerica Direct, Transamerica Employee Benefits, and Transamerica Life Distributors channels are not eligible for the program.

GENERAL INFORMATION:

The company reserves the right to modify the program and to further cease paid premium credits towards the program at

any time without notice. Total number of qualifiers is limited to the first 170 who meet the qualification criteria.

Program excludes non-commissionable policy rewrites. Split cases are permitted; the paid premium allocated to each producer for qualification purposes will match the agreed percentage split.

Convention expenses include: transportation, hotel room charges, organized meals, allowances for meals that are not organized, and organized tours, entertainment, etc. as designated by Transamerica. The trip is not transferable. If

the qualifier cannot attend the convention, no other compensation will be offered. Under current tax laws and regulations, gross income includes amounts received as prizes or awards. Accordingly, the value of the trip will be treated as additional compensation for purposes of any applicable tax reporting.

The qualifier may bring a spouse or one adult guest to the convention. Although qualifiers may bring children to the convention, qualifiers must pay for all expenses incurred by his or her dependent children, including travel and any costs associated with attending the convention.

Life insurance products are issued by Transamerica Life Insurance Company and Transamerica Premier Life Insurance Company, Cedar Rapids, IA.

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