



2019 AIG Partners Group Leaders Development Conference Montage Palmetto Bluff | Bluffton, South Carolina



Please qualify to join us for the **2019 AIG Partners Group Leaders Development Conference**, to be held at the Montage Palmetto Bluff Resort in Bluffton, South Carolina. As always, our focus will be on working with you to grow your business through idea sharing, workshops and interactive discussions.

This annual meeting of our most valued distribution partners will give you the opportunity to:

- Define ways AIG can better support you and your clients
- Hear from experts how to improve your customers' experience
- Discover how we are redefining the way we do business through technology advances and automation
- Discuss your individual needs for a customized approach to your business
- Gain a better understanding of how recent government regulations affect the life insurance industry
- Learn about new market opportunities

Heralded for its passionate approach to hospitality, the Montage Palmetto Bluff is the consummate setting for you to network with peers, share best practices and discuss your individual business needs with members of AIG leadership.

Please study the qualification rules carefully and set your sights on qualifying for the 2019 AIG Partners Group Leaders Development Conference in South Carolina!

LEADERS DEVELOPMENT CONFERENCE

May 14-17, 2019

ELITE LEADERS DEVELOPMENT CONFERENCE*

May 17-19, 2019

*Each Elite Leaders Development Conference qualifier and guest will be eligible to attend both the Leaders Development Conference and the Elite Leaders Development Conference at the Montage Palmetto Bluff.

QUALIFICATION PERIOD

January 1, 2018 – December 31, 2018

See next page for complete qualification rules and details.

LEADERS DEVELOPMENT CONFERENCE

May 14-17, 2019

Montage Palmetto Bluff | Bluffton, South Carolina

Producer Qualification

- \$100,000 Paid Net-Weighted First-Year Life Premium
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)

MGA Qualification

- \$1,000,000 Paid Net-Weighted First-Year Life Premium
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)
- MGA's cannot qualify as Individual Producers.

ELITE LEADERS DEVELOPMENT CONFERENCE

May 17-19, 2019

Montage Palmetto Bluff | Bluffton, South Carolina

Producer Qualification

- \$150,000 Paid Net-Weighted First-Year Life Premium
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)

MGA Qualification

- \$1,500,000 Paid Net-Weighted First-Year Life Premium*
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)
- MGA's cannot qualify as Individual Producers.

NET-WEIGHTED LIFE PREMIUM

Term	100%
UL / IUL / GUL up to and including Benchmark	100%
UL / IUL / GUL Excess Benchmark	10%

*Paid Net-Weighted First-Year Life Premium equals American General Life Insurance Company (AGL) annualized target first-year premium plus 10% of excess premium paid during the first year in excess of target. Reversals will apply for free-look, early lapse and not-taken policies. To be counted toward qualification, the policy must have initial premium applied to put the policy in force.

OTHER DETAILS

- Qualification includes one guest.
- Production credit based on Paid Net-Weighted First-Year Life Premium from Jan. 1, 2018 – Dec. 31, 2018.
- Policies written on the agent's own life or the lives of family members may be excluded.
- Only agents actively contracted and appointed by and in good standing with AGL at the time of the trip are eligible to participate.
- Policies covered by the Department of Labor's Fiduciary Rule will be excluded from qualification for this event.



The Montage is devoted to delivering exceptional personalized guest experiences making it the perfect venue for AIG's top performers.



AIG Partners Group is a sales and distribution unit of American General Life Insurance Company (AGL) and is a member of American International Group, Inc. (AIG). AGL reserves the right to make any and all decisions regarding eligibility and qualification for awards, recognition and attendance at company sponsored conferences and seminars. Qualification may not be transferred to another individual/appointed agent. No 'in lieu of' payment will be made to the qualifier if the qualifier is unable to attend the conference. The guest may not be an employee of American General or an appointed agent of American General unless the guest is an immediate family member of the qualifier. Travel arrangements, including airfare, reasonable baggage fees, ground transfers, hotel accommodations, meals, program activities and customary tips, will be provided by AGL at its sole discretion. Other individual arrangements will be at the qualifier's own expense. AGL reserves the right to cancel or change the dates or site without prior notice. In accordance with Internal Revenue Code and applicable regulations (as well as applicable state tax law), the fair market value of the travel award will be reported as income to the invited qualifier. The Montage Palmetto Bluff is not a sponsor of this promotion.

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