

## 2019 Conference Production Requirements

(Based on 2018 Production)

2019 Bahamas Grand Hyatt Baha Mar Resort Leaders Conference May 8 – 12, 2019	Production Credit Required	AIC Non-Qualified GDC 30% Maximum Credit <sup>1</sup>	Life Only	AIC Non-Qualified GDC Exclusively <sup>2</sup>
Inner Circle <sup>3</sup>	147,000 with 42,000 Life & DI Minimum	44,100	118,000	384,000
Leaders Court <sup>4</sup>	105,000	31,500	82,000	300,000
President's Club	58,000	17,400	46,000	214,000
Veterans <sup>5</sup>	40,000	12,000	32,000	n/a
Associate President's Club <sup>6</sup>				
Contracted in 2016	47,000	14,100	38,000	n/a
Contracted in 2017	40,000	12,000	32,000	n/a
Contracted in 2018	31,500	9,450	25,000	n/a

<sup>1</sup> AIC sales will be credited at 75% of Non-Qualified Gross Dealer Concession and are limited to 30% of respective Club requirement.

<sup>2</sup> Qualification is based on 100% of Non-Qualified GDC.

<sup>3</sup> Extra day (May 7) at Leaders Conference is extended to Inner Circle exclusively.

<sup>4</sup> Eligibility for the Agent Non-Contributory Deferred Compensation Plan is awarded at Leaders Court qualification level and above.

<sup>5</sup> Veteran status is defined as the sum of the age plus years of conference qualification to equal 75 or more. The minimum age must be at least 60 and the cumulative years of club qualification must be a minimum of 10 for a combined total of 75.

<sup>6</sup> Associate status is defined as individuals new to the industry and eligible for new agent financing programs. Associates must also have satisfied his/her Agent Contract production requirement.

### Reduction in Required Production Allowed in 2018

The requirements in the charts above can be reduced by 5% if the field associate has non-qualified GDC of 30,000 or higher earned in 2017. It can also be reduced either by 5% or 10% due to the number of past conference qualifications. The total cumulative reduction credit possible is 15%.

AIC Non-Qualified GDC 30,000 or higher	Tenure (5 - 9 Years Conference Qualification)	Tenure (10+ Years Conference Qualification)	Total Cumulative Reduction Possible
5%	5%	10%	15%

### Conference Production Crediting

- Non-qualified individual life and DI will receive 100% of FYC.
- Group dental and vision insurance will be credited at 100% paid first year commissions.
- Non-qualified individual and fixed annuities will be credited at 6% of commissionable deposits.
- Representatives affiliated with outside Broker/Dealers must qualify for non-cash benefits based exclusively on the fixed life and annuity business offered through affiliates of Ameritas. Necessary adjustments will be made at year end to exclude variable products.

**Please Note:** The production credit formula differs from Agent Contract validation.

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