

# LEADERS CLUB 2022

## Writing Agent Qualification Guidelines

Preferred Producer,  
Career Cash, & PPGA

**President's Club**  
May 14 – 18, 2022

**Chairman's Council**  
May 14 – 19, 2022

**Grand Velas**  
**Los Cabos, Mexico**

### NEW QUALIFICATION LEVELS!

First Time Qualifiers	President's Club	Chairman's Council	Policy Production Requirement
Total Club Credits: \$50,000 Minimum \$35,000 GAFG Life Credits	Total Club Credits: \$70,000 Minimum \$55,000 GAFG Life Credits	Total Club Credits: \$110,000 Minimum \$90,000 GAFG Life Credits	5 issue-paid GAFG Life policies

### Club Credits

Club Credits are a function of PREMIUM as follows:

- Club Credit equals 100% of annualized target life premium on GAFG life sales and life insurance sales through GAIN's 3rd party carrier network, unless indicated below.
  - Please note that this calculation method will allow members to receive full Club Credit up front for the entire *annualized* target premium when a case is paid.
  - Excess premium on life sales will not be counted towards the Club Credit requirements.
  - Cases with an Early Cash Value (ECV) rider will be credited at 45% of target premium.
- Forethought issued fixed and fixed index annuities offered through the GAIN program will be counted at 6% of premium.
- Producers who have not qualified for Leaders Club in the past, including those newly contracted in 2021, will be able to qualify for President's Club based on the First Time Qualifier requirements.
- For all sales with multiple writing agents, premium credit and policy counts will be allocated according to the split percentage on the policy at the time of original issuance.

## Required Tax Reporting

Current tax law requires that the value of travel and other awards to qualifiers and their guests be reported on IRS Form 1099 for qualifiers of specific meetings, spouse or guest attendance at meetings, or when the value of tangible property awarded exceeds \$25. For both Chairman's Council and President's Club qualifiers, Global Atlantic will report on IRS form 1099 the value of you and your guest's expenses (both travel and on-site expenses) which are paid by Global Atlantic.

## Qualification Facts

**The qualification period is January 1, 2021, through December 31, 2021.**

- To qualify, a member must meet BOTH the total Club Credit requirement as well as the minimum GAFG Life Credit requirement.
- Minimum of 5 GAFG Life policies required to be eligible.
- Only active, full-time members in good standing at the time of convention are eligible.
- A minimum 87%, weighted, three-year (or since contracted, if shorter) persistency is required.
- Attaining the specified level of production does NOT result in an automatic invitation to the meeting. An invitation will be issued after evaluation and only to those members maintaining an ongoing relationship with the company.
- No expenses or allowances will be made to any invited qualifiers in lieu of attending the meeting.
- The company will pay expenses for the qualifier and one guest (age 21 or older). Participation in all company-sponsored events will be limited to you and your guest. Additional guests will not be allowed to participate or buy into the program.
- The company reserves the right to adjust credits if a substantial portion of qualifying business lapses or cancels prior to the meeting.
- Club Credit is given only for business that has been issued and paid prior to the end of the qualification period. Cases received in the final weeks of the qualification period cannot be assured of being issued and paid.
- Club Credits and persistency calculations are combined and only one invitation will be extended for spouses working as a team.

Products issued by and all policy benefits are the responsibility of Accordia Life and Annuity Company, 215 10th Street, Des Moines, Iowa. Accordia Life is a subsidiary of Global Atlantic Financial Group Limited.

Fixed and fixed index annuities are issued by Forethought Life Insurance Company, 10 West Market Street, Suite 2300, Indianapolis, Indiana.

The Global Atlantic Insurance Network<sup>SM</sup> is a network of licensed insurance professionals authorized to offer products of Accordia Life and Annuity Company (Accordia Life), Des Moines, IA. These licensed insurance professionals are independent and are not employees of Accordia Life.

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