

Clubs and Awards



At UA and First UA outstanding achievement can bring many different rewards: recognition before your peer group, extra money in your pocket, or a fun-filled trip with other top producers. Here's a complete list of the honors and rewards available to any United American or First United American General or Writing Agent whose energy, ability, and enthusiasm make him or her stand out in a crowd.

Annual Sales Convention

Our annual Sales Convention is a very important part of our organization. Each year United American and First United American rewards its top sales people and their spouses/guests with a trip to this prestigious event. Conventions are always held in colorful vacation areas and are the highlight of the sales year.

United American and First United American have always invited the spouse of the Agent to Convention because of the sacrifices he or she makes when the Agent is in the field. At United American and First United American, we always will consider Convention qualifying as our *top* award.

Convention Qualifications for 2013

All production qualifications for the 2013 Convention are based on Net Annualized Premiums (NAP), which must be 70 percent or more of the Gross Annualized Premiums (GAP). Qualification Period: Dec. 25, 2011, through Dec. 24, 2012.*

General Agent:

Life Only:	\$180,000 NAP
Health Only:	\$350,000 NAP
Combined:	\$350,000 NAP

Writing Agent:

Life Only:	\$100,000 NAP
Health Only:	\$150,000 NAP
Combined:	\$150,000 NAP

**Agents contracting after February 1, 2012 will be on a prorated basis, reducing the qualification period by one or more months, depending on their contract date. As a result, the amount of required production also is reduced.*

Example: contract in February and the Writing Agent life/health requirement is 11 months or \$137,500 of combined NAP; \$12,500 combined NAP monthly average.

Example: contract in March and the Writing Agent life/health requirement is 10 months or \$125,000 of combined NAP; \$12,500 combined NAP monthly average.

Minimum NAP for a Writing Agent who contracts in June is six months or \$75,000 combined NAP. Agents must be contracted and produce at a six-month minimum production level to be eligible for Convention.

Annual Production Awards

Each year United American and First United American honor their best producers. A production and persistency award is presented for Quantity and Quality of Business. This **Q2 Award** goes to the top five General Agents and Writing Agents for the highest production with the highest persistency for the year. Additionally, the company recognizes the **Top Production Agency** and **Top Production Agent**. Each of these winners receives a special award and recognition at the Annual Convention.

General Agents can also earn membership in the prestigious **Eagle Club**. To be an Eagle, a General Agent must have NAP of \$500,000 with at least 70 percent persistency. All Eagles receive an award at Convention. First-time qualifiers also receive an Eagle Club ring. For each five years a General Agent is an Eagle, they receive diamond upgrades to their ring.