

CONFERENCE QUALIFICATIONS

Qualify For Recognition And Rewards!

Any United American producer (Agency, Personal Producing General Agent or Writing Agent) is eligible to receive the honor of club membership and enjoy the rewards of a job well done. All it takes is meeting the new business requirements shown below.

EAGLES The Top 10 President's Club members who are named as Eagles will constitute an Advisory Panel to UA's Sales Management team. Additionally, each year's Eagle members will receive a different limited edition, cold-cast porcelain eagle sculpture (shown at right).

PRESIDENTS CLUB United American recognizes the production achievement of the top 30 General Agencies yearly with the announcement of a new President's Club. This year can mean more to you if the specified production goals shown below are met — you and a guest will have the opportunity of attending the sales conference in Bermuda. Names of those Agencies and General Agencies who are on schedule will be shown in color in monthly issues of *UA News*. All 30 club members will receive a special recognition award.

PACESETTERS Your new business can count for more this year when you meet the Production Qualifications shown below for Writing Agents. You will be eligible to attend the sales conference in Bermuda. All 30 Writing Agents will receive a recognition award.



Limited
Edition
Eagle for
2000

Check future issues of *UA News* production pages to see if your name appears in color. If it is, you're on track for Bermuda!

New Business Production Qualifications*

All 2000 Production Qualifications are based on Net Annualized Premiums (NAP).

QUALIFICATION PERIOD: December 25, 1999 through December 24, 2000

	LIFE ONLY		COMBINED / HEALTH ONLY	
	Agencies/General Agents \$150,000 NAP	Writing Agents \$75,000 NAP	Agencies/General Agents \$250,000 NAP	Writing Agents \$125,000 NAP
JAN.	\$ 12,500	\$ 6,250	\$ 20,833	\$ 10,416
FEB.	25,000	12,500	41,667	20,833
MAR.	37,500	18,750	62,500	31,250
APR.	50,000	25,000	83,333	41,667
MAY	62,500	31,250	104,167	52,083
JUNE	75,000	37,500	125,000	62,500
JULY	87,500	43,750	145,833	72,917
AUG.	100,000	50,000	166,667	83,333
SEPT.	112,500	56,250	187,500	93,750
OCT.	125,000	62,500	208,333	104,167
NOV.	137,500	68,750	229,167	114,583
DEC.	150,000	75,000	250,000	125,000

*Reduced commission, lead supported Agents and Agencies have special qualifications which will be furnished under separate cover.