

AWARDS

Come Visit **CAESARS** **PALACE** and the



- Neon signs
- Slot machines
- Keno runners
- Blackjack
- Roulette
- High rollers
- Monster buffets
- Elvis impersonators
- Siegfried & Roy
- Wayne Newton

Vegas Strip

Experience the wonders of Vegas by qualifying for the 1999 sales conference. Check pages 10-11 to see if you're on schedule.

New Business Production Qualifications*

All 1999 Production Qualifications are based on Net Annualized Premiums (NAP).

QUALIFICATION PERIOD: December 25, 1998 through December 24, 1999

	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
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.