

# SALES CONFERENCE



YOUR CHARIOT  
AWAITS AT

CAESARS®

**Sales Conference Date: March 23-26, 2000**



Use the last three months of 1999 to earn your place on the high rollers list.  
Agents on schedule as of September 24, 1999 are shown in color on  
pages 10-11.



## 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
<b>SEPT.</b>	\$112,500	\$56,250	\$187,500	93,750
<b>OCT.</b>	125,000	62,500	208,333	104,167
<b>NOV.</b>	137,500	68,750	229,167	114,583
<b>DEC.</b>	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.