



# BARCELONA

## CHAIRMAN'S CLUB 2012

September 5-11, 2012

*Spain*

### **Producer Production Requirements**

**Qualify:** 300,000 Chairman's Club Credits

**Business Class Travel:**

400,000 Chairman's Club Credits

Qualifiers must have at least six life or annuity paid cases. Requirements are based on fixed insurance product production.

### **Manager Production Requirements**

**Qualify:** 2,500,000 Chairman's Club Credits

**Business Class Travel:**

3,250,000 Chairman's Club Credits

Requirements are based on fixed insurance product production. In addition to the Production Credits generated by their unit or branch, a manager will receive 250,000 of Production Credits for each Chairman's Club qualifier (capped at 1,000,000) in their unit or branch and will receive ten times their personal fixed insurance product production as Production Credits towards their qualification requirement.

**The qualification period runs from  
July 1, 2011 – June 30, 2012**

### **MGA Production Requirements**

**Qualify:** 5,000,000 Chairman's Club Credits

**Business Class Travel:**

6,500,000 Chairman's Club Credits

Requirements are based on fixed insurance product production. In addition to the total Production Credits generated by their producers, MGAs will receive 250,000 of Production Credits for each Chairman's Club qualifier (capped at 1,000,000) in their agency and will receive ten times their personal fixed insurance product production as Production Credits towards their qualification requirement.

### **IMO Production Requirements**

**Qualify:**

\$10,000,000 Chairman's Club Credits

**Business Class Travel:**

13,000,000 Chairman's Club Credits

Requirements are based on fixed insurance product production. In addition to the total Production Credits generated by their down-lines, IMOs will receive an additional 250,000 of Production Credits for each Producer, Manager and MGA Chairman's Club qualifier (capped at 2,000,000) in their down-line, if applicable, and will receive ten times their personal fixed insurance product production as Production Credits towards their qualification requirement.

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# Chairman's Club 2012 for Qualification Requirements

Start reviewing your sales plans now so you can qualify for the Chairman's Club 2012. Please be sure to review the production requirements and rules. If you have any questions about the Chairman's Club 2012 production requirements, or any of our products, please call our Sales Desk at 800-906-3310. One of our marketing representatives will be happy to assist you.

1. Your Chairman's Club 2012 will be based upon the total of your personal paid annualized target Life sales and Annuity sales (traditional fixed and fixed indexed annuities only) from 7/1/11 – 6/30/2012. Each individual producer must meet the qualification requirements, regardless of date contracted, set forth in Section 2. A minimum of six (6) qualifying policies must be sold to be eligible.

2011 Product Weightings	
Product Type	Awarded Chairman's Club Credits
\$1 of LSW SPDA or Single Sum Dump-in Premium	0.06 Chairman's Club Credit
\$1 of LSW 1st Yr. Annualized Annuity Flow Premium*	0.48 Chairman's Club Credit
\$1 of LSW Target UL, Whole Life, and/or Term Premium	1.00 Chairman's Club Credit

3. The term "individual producer" refers to any person appointed as an agent of Life Insurance Company of the Southwest (LSW), except those specifically excluded below: a) agents contracted through NLFA or ValuTeachers; b) agents contracted through Organizations who have opted out, with prior written permission, from participating in the Chairman's Club; or c) any other agent/organization determined at a future date to be ineligible.
4. Excluded LSW Products/Sales Limitations
  - a. All variable products.
  - b. Life premium in excess of Target.
  - c. Unallocated group annuities.
  - d. Sales from SureRate 2 and RetireMax Secure products.
  - e. Annuity sales in excess of \$1,000,000 of SPDA premium on a single life or \$22,000 in 1st year annualized flow on a single life.
  - f. Any other product or sale amount of which we advise you prospectively.

5. Chairman's Club 2012 Credit is awarded to the agent(s) whose signature and number(s) are shown on the application. We reserve the right to adjust Chairman's Club 2012 Credits for case size, family or controlled business, or for any other unusual circumstances.
6. Producers with life insurance persistency at December 31, 2011 of less than 65% in either of the following 2 periods: from October 1, 2008 through September 30, 2009 or October 1, 2009 through September 30, 2010 may not receive any credit for 2011 life insurance sales.
7. Chairman's Club Credits will be applied pro-rata to any adjustments to commissionable premium or commission rates.
8. Chairman's Club Credits are awarded in the year in which the policy is paid. No credits are given for sales that are "Not Taken." A deduction of credits may occur in the current or subsequent year if the premium on which an award is based is not collected, is refunded for any reason, and/or the commission on a policy is wholly or partially charged back. The Company will use its records to determine qualifications and make all judgments regarding applicable business.
9. There is no cash alternative or substitution in lieu of the Chairman's Club.
10. If you hold a Securities license, you will need to consult with your Broker-Dealer to see if you are eligible for invitation to the Chairman's Club, based on your LSW annuity and life sales.
11. You must be a producer actively writing with LSW, eligible to participate, and in good standing to receive an invitation. LSW reserves the right to determine eligibility based on company records, and attendance is by invitation only.
12. Only one invitation and one business class upgrade may be earned per qualifier. You may only qualify in one category.
13. Awards are taxable according to IRS Rules and a 1099 will be issued, to the extent applicable.
14. Only Single Sum Annuity payments made between July 1, 2011 and June 30, 2012 which are made prior to the policy's 5th anniversary will count toward 2012 Chairman's Club validation.

\* Paid by salary reduction/deduction payments and/or monthly bank draft