

# SALES INCENTIVE 2027 QUALIFICATIONS



Agent/Producer | Qualifying Period: January 1 – December 31, 2026 (12 months)



**PRODUCTION CREDIT  
REQUIREMENT**  
**300,000**



**PERSISTENCY  
REQUIREMENT**  
**80%**



**TRIP OR CASH ELECTIONS**  
Trip or \$4,000 cash

## PRODUCTION CREDIT PER \$1 ANBP

Annualized New Business Premium (ANBP) is not issued.

| PRODUCT / TYPE                                                                                                                               | PRODUCTION FACTOR |
|----------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
|  Med Supp Innovative Plan G                                  | 2.0               |
|  Med Supp Underwritten<br>(Plan F, G, N, High Deductible)    | 2.0               |
|  Med Supp Open Enrollment<br>(Plan F, G, N, High Deductible) | 1.0               |
|  Dental                                                      | 1.0               |
|  Life                                                        | 1.0               |
|  Cancer                                                      | 1.0               |



TOP 10

## PRESIDENT'S CLUB — TOP 10 AGENTS IN PRODUCTION CREDITS



Qualifiers who achieve the 2026 President's Club  
earn an extra night's stay.

Invitation/credits cannot be transferred or reassigned.



**TOGETHER, WE CAN PROTECT MORE FAMILIES.**  
*Thank you for making a difference!*



**PROTECT MORE LIVES.**  
Our mission.



**EARN MORE REWARDS.**  
Your success.



**MORE POSSIBILITIES.**  
Make an impact.