



Achieve the following production goals so that you and a guest may join us for the 2020 Business Conference and Executive Extension. We are excited to welcome you and other top producers to **Charleston, SC**. Come and experience a city rich in history and Southern charm.

QUALIFYING PERIOD

Credit will be earned for applications issued-and-paid between January 1, 2019, to December 31, 2019.

QUALIFICATION REQUIREMENTS

- Meet minimum case count and production requirements with total issued-and-paid premium or total CHIPs.
- Conference Honors Incentive Points (CHIPs) is a qualification program that allows crossover credit between life and annuity premium.
- Meet minimum persistency requirements (measured by Duration Scores) by January 31, 2020.

AGENTS, GENERAL AGENTS, AND SPECIAL PRODUCERS

CHARLESTON – BUSINESS CONFERENCE QUALIFICATIONS

Case Count

Minimum of **8** issued-and-paid cases during the qualification period.

Production

Meet minimum annuity or life premium production requirement or a combination of annuity and life production based on CHIPs.

Annuities (Internal Exchanges are excluded)

- **\$2,380,000** of issued-and-paid annuity premium **or**,

Life

- **\$860,000** issued-and-paid target Single Premium Universal Life premium **or**,
- **\$120,400** annualized issued-and-paid adjusted life premium **or**,

CHIPs – Combined Production

- After Producing a minimum of 80% of the Qualifying Annuity Requirement (\$1,904,000), you can add 20 times the amount of your Qualifying Life Production to meet the Annuity Requirement **or**,
- Produce a minimum of 80% of the Qualifying Life Requirement (\$688,000 – SPUL or \$96,320 – total adjusted life) and you can add 5% of your Qualifying Annuity Production to meet the Life Requirement.

CHARLESTON – EXECUTIVE EXTENSION QUALIFICATIONS

Case Count

Minimum of **16** issued-and-paid cases during the qualification period.

Production

Meet minimum annuity or life premium production requirement or a combination of annuity and life production based on CHIPs.

Annuities (Internal Exchanges are excluded)

- **\$3,140,000** of issued-and-paid annuity premium **or**,

Life

- **\$1,315,000** issued-and-paid target Single Premium Universal Life premium **or**,
- **\$184,100** annualized issued-and-paid adjusted life premium **or**,

CHIPs – Combined Production

- After Producing a minimum of 80% of the Qualifying Annuity Requirement (\$2,512,000), you can add 20 times the amount of your Qualifying Life Production to meet the Annuity Requirement **or**,
- Produce a minimum of 80% of the Qualifying Life Requirement (\$1,052,000 – SPUL or \$147,280 – total adjusted life) and you can add 5% of your Qualifying Annuity Production to meet the Life Requirement.

Persistency Requirement

Measured by Duration Scores (must be met by January 31, 2020)

12 months = Duration Score of 100

24 months = Duration Score of 97.50

36 months = Duration Score of 92.50



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MANAGERS

Managers, defined as Executive General Agents (EGA) and Managing General Agents (MGA) with a minimum of five agents contracted with National Western Life.

CHARLESTON – BUSINESS CONFERENCE QUALIFICATIONS

Case Count

Minimum of **16** issued-and-paid cases written by agents they have recruited during the qualification period.

Production

Meet minimum annuity or life premium production requirement or a combination of annuity and life production based on CHIPs.

Annuities

- **\$8,960,000** of issued-and-paid annuity premium **or**,

Life

- **\$4,475,000** issued-and-paid target Single Premium Universal Life premium **or**,
- **\$626,500** annualized issued-and-paid adjusted life premium **or**,

CHIPs – Combined Production

- After Producing a minimum of 80% of the Qualifying Annuity Requirement (\$7,168,000), you can add 20 times the amount of your Qualifying Life Production to meet the Annuity Requirement **or**,
- Produce a minimum of 80% of the Qualifying Life Requirement (\$3,580,000 – SPUL or \$501,200 – total adjusted life) and you can add 5% of your Qualifying Annuity Production to meet the Life Requirement

CHARLESTON – EXECUTIVE EXTENSION QUALIFICATIONS

Case Count

Minimum of **32** issued-and-paid cases written by agents they have recruited during the qualification period.

Production

Meet minimum annuity or life premium production requirement or a combination of annuity and life production based on CHIPs.

Annuities

- **\$10,900,000** of issued-and-paid annuity premium **or**,

Life

- **\$7,850,000** issued-and-paid target Single Premium Universal Life premium **or**,
- **\$1,099,000** annualized issued-and-paid adjusted life premium **or**,

CHIPs – Combined Production

- After Producing a minimum of 80% of the Qualifying Annuity Requirement (\$8,720,000), you can add 20 times the amount of your Qualifying Life Production to meet the Annuity Requirement **or**,
- Produce a minimum of 80% of the Qualifying Life Requirement (\$6,280,000 – SPUL or \$879,200 – total adjusted life) and you can add 5% of your Qualifying Annuity Production to meet the Life Requirement

Persistency Requirement

Measured by Duration Scores (must be met by January 31, 2020)

12 months = Duration Score of 100

24 months = Duration Score of 97.50

36 months = Duration Score of 92.50

QUALIFYING PRODUCTS

ANNUITIES: Annuity products allow 100% credit of 1st year issued-and-paid premium. The NWL® Lifetime Returns Solutions Single Premium Immediate Life Annuity premium is excluded.

LIFE: Universal Life allows the following adjusted credit of the issued-and-paid target premium: NWL Lifetime Returns Select® and NWL Lifetime Returns Solutions® – 14% of Single Premium (SPUL), 55% of 5 Pay Premium and 85% of 10 Pay Premium. All other qualifying Universal Life premium allows 100% credit of the annualized issued-and-paid target premium and 5% credit for excess premium. NWL® SafeGuard Select Premium is excluded. Whole life and term life products allow 100% credit of the annualized issued-and-paid premium.

ADDITIONAL INFORMATION

Life and Annuity policies issued on the agent or the agent's immediate family do not qualify. Immediate family members are defined as spouse, child, parent, brother, sister, grandparent, grandchild, and in-laws in the same categories.

Qualifiers must be under active contract and in good standing through the 2020 Conference trip dates. No substitutions will be allowed, nor cash paid in lieu of attendance. National Western Life reserves the right to change the site or dates. The qualifier may bring one guest. This guest may not be another agent licensed by the Company unless it is a spouse or a domestic partner.

Business Conference and Executive Extension qualification criteria are independent of all other agent incentive programs. Attendance at the Business Conference will be by invitation only. Only those agents who receive a formal invitation and are in good standing with the Company at the time of the Business Conference will be allowed to attend. The Company will limit the total number of trip invitations. An invitation to a couple includes air travel and accommodations for two. Married agents will be invited as a couple, regardless of individual contracting or qualification status.

Duration Score Qualification will be determined as of January 31, 2020. Because the Internal Revenue Service of the United States considers the costs incurred at sales conferences to be additional income to the producer, the Company must report these expenses as taxable income. Qualifiers may wish to consult their tax advisor in advance.

Please Note: National Western Life reserves the right to adjust Qualification Requirements at any time; including but not limited to Production Requirements, Qualifying Products and/or the eligibility of tax-qualified sales.