



HEAT UP your SUMMER SALES

CONTEST PERIOD:

JULY 1 to 31, 2019



PRIZE BOARD: **SUMMER 2019**

1 ST PLACE.....	\$5000
2 ND PLACE.....	\$4000
3 RD PLACE.....	\$3000
4 TH PLACE.....	\$2000
5 TH PLACE.....	\$1000
6 TH -15 TH PLACE.....	\$750
16 TH -20 TH PLACE.....	\$500
21 ST -30 TH PLACE.....	\$250

If you are not in the top 30, but you achieve \$6,000 in new premium credits (annualized), you will **RECEIVE \$100.**

If you achieve \$3,000 in new premium credits (annualized), you will **RECEIVE \$50**

DOUBLE CREDITS for ALL Disability Premium!
All other products 100%.

Results posted weekly are preliminary and do not guarantee a specific reward until final results are determined.

Sales Contests are subject to the Standard Incentive Program Guidelines.



Quick Start

Who is eligible? All new advisors!

1st APPLICATION

ANY NEW ADVISOR who submits their 1st application within the calendar year will receive a welcome letter with a stylus pen to help with their next application.

2nd APPLICATION

ANY NEW ADVISOR who submits their 2nd application in the same calendar year will receive a \$10.00 gift certificate, AND one or more ballots entered into a draw for a Smart TV to be drawn at year end.

You will also receive ballots for each and every application submitted thereafter within the calendar year.

Super Quick Start

Write your SECOND APPLICATION within 6 weeks of your first application and earn \$50!

Write your THIRD APPLICATION within 6 weeks of your second application and earn \$100!

VIP Bonus Pool

Top 50 Advisors qualify for the **First Division Pool**, where Incentive Premium equals 66 2/3% for H&D and 100% for all other products. First Division Bonus Pool: \$300,000

Second Division Pool is available to advisors in positions 51-100 with a minimum of \$600 of Written Premium. Second Division Bonus Pool: \$50,000

Third Division Pool is available to advisors in positions 101-150. Third Division Bonus Pool: \$25,000

Annual Tropical Conference

Top 10 qualify based on written premium. No minimum premium required, but you must be in the Top 10.

You can guarantee a spot by writing a minimum of \$100,000 in Premium credits.

All EDGE premium counts towards the Conference, however, there is 66 2/3% credit for Health and Dental Premium and 100% for all other products.

Quarterly Contests

January, April, July, October

1st Place.....	\$5,000
2nd Place.....	\$4,000
3rd Place.....	\$3,000
4th Place.....	\$2,000
5th Place.....	\$1,000
6th - 15th Place.....	\$750
16th - 20th Place.....	\$500
21st - 30th Place.....	\$250

If you are not in the top 30, but you achieve \$6,000 in new premium credits (annualized), you will receive \$100.

If you achieve \$3,000 in new premium credits (annualized), YOU WILL RECEIVE \$50

DOUBLE CREDITS for ALL Disability Premium! All other products 100%.