



MANHATTAN
INSURANCE GROUP™

Chairman's Club Conference

Qualification Period: June 1, 2011 – May 31, 2012
\$100,000 Net Paid Annualized Premium

MADRID SPAIN

SUMMER 2012



Chairman's Club Qualifications . . . MADRID Manhattan Life, Central United, Family Life, Investors Consolidated

Personal: \$100,000 net paid annualized premium, Minimum 25 sales or 5 groups

New Associate: \$75,000 net paid annualized premium, Minimum 20 sales or 3 groups
(Contracted after June 1, 2011)

Agency: \$300,000 agency net paid annualized premium or 3 personal qualifiers in agency

Marketing Director: \$450,000 agency net paid annualized premium or 4 personal qualifiers in agency

** 50% premium credit for Group Dental, Vision, Basic Care, Employer Paid Group Life, and Employer Paid Group Accident.

** For Med Pay associates, 50% of the qualification amount must come from life/health products other than Med Pay.

** Medicare Supplement and Secure Care do not qualify.

The following guidelines will be followed to qualify associates and agency managers for the 2012 Chairman's Club conference:

1. The qualification period will be from June 1, 2011 to May 31, 2012. Only net paid annualized premium produced during the qualification period will count for conference qualification. Qualification numbers are final on 5/13/2012.
2. The Company will confirm qualification for the conference by a personal invitation to the associate.
3. Only actively contracted and producing associates in good standing at the time of the conference will be eligible to attend the conference.
4. Business written on an associates own life or on immediate family members will not be eligible for qualification for the conference. Immediate family members include spouse, mother, father, brother, sister, mother-in-law, father-in-law, brother-in-law, sister-in-law, and children.
5. Production credit is not transferable among associates or agency managers.
6. Multiple associate qualifications are not allowed.
7. If an associate qualifies for the conference on a personal, agency or Marketing Director basis, the associate will only be awarded one qualification.
8. Cash will not be paid in lieu of attending the conference.
9. The qualifying associate will be allowed to bring their spouse or guest. A guest can not be a contracted associate with the Company. Children are welcome at the expense of the associate.
10. The Company reserves the right to modify or cancel the event if deemed necessary.
11. Any exceptions to the above guidelines or special requests must be approved by the Director of Marketing of the Company.
12. The company reserves the right to modify or cancel the event if deemed necessary.