



Conference of Champions

Qualification Period

Contest qualification includes business submitted on or after April 1, 2005 and through June 30, 2006. All business must be settled by July 31, 2006 to be considered.

Personal Producer Requirements

- ★ FOR PRODUCERS CONTRACTED BEFORE APRIL 1, 2000, with \$250,000 premium in-force at 3/31/05:
47,250 of Production Amount¹ written and settled within the Qualification Period;
 - *Extra Day Qualification: 59,062 of Production Amount*
- ★ ALL OTHER PERSONAL PRODUCERS:
52,500 of Production Amount¹ written and settled within the Qualification Period;
 - *Extra Day Qualification: 65,625 of Production Amount*
- ★ Minimum of 20 lives;
- ★ Minimum 13-month Persistency of 80%;
- ★ Minimum 12-month Placement Ratio of 70%.

Agency Requirements²

- ★ 39,375 of Production Amount¹ in personal production, *PLUS* one sub-agent qualifying as Personal Producer and in attendance;
- ★ 26,250 of Production Amount¹ in personal Production, *PLUS* two sub-agents qualifying as Personal Producers and in attendance;
- ★ Three sub-agents qualifying as Personal Producers and in attendance.
- ★ 225,000 of Production Amount¹ from total Agency, with NO qualifying Personal Producers.

Conference of Champions Status Reports will be posted monthly on Agent Access, beginning June 1, 2005.

¹Production Amount is equal to:

- ★ 100% of universal life 1st year premium to CAP;
- ★ 100% other life insurance 1st year premium, excluding SECURE-Mark (*SM does not count toward Conference qualification*);
- ★ 8% of Paid-Up Addition Rider premium;
- ★ 8% of Single Premium Whole Life premium;
- ★ 8% of Single Premium and Flex Premium deferred annuities and Single Premium Immediate Annuities;
- ★ **Personal business on your life, a member of your family, other agents or their families will not receive Conference Credit.**

²Satisfying Agency Requirements will qualify ONE principal / owner of the Agency. A sub-agent will be considered as part of an Agency, based on hierarchy at June 30, 2006.

The Conference of Champions is intended for Agent and Spouse. If someone other than the spouse accompanies the agent, the agent must bear all costs for such guest.

**Government Personnel Mutual Life Insurance Company
P. O. Box 659567 * San Antonio, Texas 78265-9567**