

# TRANSAMERICA 2019

## CONVENTION

LOS CABOS, MEXICO | GRAND FIESTA AMERICANA  
GOLF & SPA RESORT | MARCH 4 - 8, 2019

### TRANSAMERICA 2019 CONVENTION

Grand Fiesta Americana Los Cabos Golf & Spa Resort |  
All-Inclusive Los Cabos, Mexico

**Qualification Period:** January 2, 2018 - December 31, 2018  
**Conference Dates:** March 4 - 8, 2019

### QUALIFICATION DETAILS

#### PRODUCERS/WRITING AGENTS:

- \$75,000 in paid premium
- Minimum 5 paid cases

#### BROKERAGE GENERAL AGENTS, MGAS, GAS, AND DIRECT MARKETERS:

- Minimum \$1,000,000 in distributor level paid premium, limited to the top 20 qualifiers  
**Note:** only unique production will be counted for distributors business and multiple up-lines can not qualify on the same policy credit

#### ELIGIBILITY:

Only those in the following distributions are eligible for the convention: Brokerage General Agency, Direct Markets, Long Term Care, Medicare Supplement, and certain Marketing Organizations (e.g., agent numbers beginning with 02, 05, 43, 44, 45, 59, 67, 70, 78, 94, and 97). Please check with your Marketing Organization leadership to determine whether or not you are eligible to participate.

Qualifiers must have an active contract with Transamerica, be in good standing at the time of the convention. Transamerica will be the sole authority in determining qualifying participants and reserves the right to determine winners and award prizes.

Those with Transamerica Agency Network - Career Agency, Transamerica Direct, Transamerica Employee Benefits, and Transamerica Life Distributors channels are not eligible for the program. Sales employees of financial institutions, Sales Directors, LOAs, and Solicitors will not be eligible for participation.

#### GENERAL INFORMATION:

The company reserves the right to modify the program and to further cease paid premium credits towards the program at any time without notice. Total number of producer/writing agent qualifiers is limited to the top 80 who meet the qualification criteria.

Life insurance products are issued by Transamerica Life Insurance Company and Transamerica Premier Life Insurance Company, Cedar Rapids, IA.

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### PASSPORT NEEDED

- Valid, updated passports are required to register for this conference and to book airfare.
- For example, if your passport expires between March 2019 and August 2019, you must renew your passport before travel as TSA will deny boarding.

### QUALIFICATION IS BASED ON PAID PREMIUM:

Only policies considered paid during the qualification period will count toward paid premium

- **First-year paid annualized premium:** Term, Whole Life, Long Term Care, and 40% qualification credit for all Med Supp sales premium
- **Target plus 10% of any first-year excess premium:** Fixed Universal Life and Indexed Universal Life
- **No credits:** Variable Universal Life, Fixed and Variable Annuities, and all business written through Transamerica Financial Life Insurance Company (TFLIC)

Program excludes non-commissionable policy rewrites. Split cases are permitted; the paid premium allocated to each producer for qualification purposes will match the agreed percentage split.

Convention expenses include: transportation, hotel room charges, organized meals, allowances for meals that are not organized, and organized tours, entertainment, etc. as designated by Transamerica. The trip is not transferable. If the qualifier cannot attend the convention, no other compensation will be offered. Under current tax laws and regulations, gross income includes amounts received as prizes or awards. Accordingly, the value of the trip will be treated as additional compensation for purposes of any applicable tax reporting.

The qualifier may bring a spouse or one adult guest to the convention. Although qualifiers may bring children to the convention, qualifiers must pay for all expenses incurred by his or her dependent children, including travel and any costs associated with attending the convention.



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