

# Adventure Awaits



AUGUST 5–8, 2021  
AT THE BROADMOOR  
COLORADO SPRINGS, COLORADO

## QUALIFICATION PERIOD: ANCILLARY BUSINESS SUBMITTED BETWEEN JANUARY 1–MAY 31, 2021

Qualification is based on net issued ancillary production during the qualification period (January 1, 2021– May 31, 2021). Policies must have an effective date no later than June 5, 2021 and must be active throughout the qualification period.

Bankers Fidelity reserves the right to withhold an invitation to the 2021 Incentive Trip should any of the following performance criteria occur:

- Persistency drop below 70%
- Loss Ratio exceed 70%

Qualifier must be in good standing with the company.

## QUALIFICATION REQUIREMENTS

CATEGORY	MINIMUM PRODUCTION REQUIREMENT
<b>Agents</b> 10 qualifiers	\$15,000
<b>Recruiting Agencies</b> 3 qualifiers	\$50,000
<b>National Marketing Organizations</b> 2 qualifiers	\$100,000

## CREDIT AMOUNT BY PRODUCT

Life, STC, HIP, Cancer	100%
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Bankers Fidelity will only take the top agents from each category. If you reach the minimum production requirement, you are not guaranteed a spot.