

VOLUME 12 - ISSUE 7

North American  
Senior Benefits

**THE PULSE**

WHAT WE DO  
**MATTERS**

## AGENT OF THE WEEK

**Mamba**  
XAVIER C

LAST WEEK XAVIER C. AKA.,  
"MAMBA" WROTE AN  
ASTOUNDING \$20,111 A/P  
ON 20 APPS!

XAVIER C. SLITHERS INTO THE  
BOOKS AS OUR AGENT OF THE  
WEEK!

CONGRATULATIONS TO THE  
MAMBA!

NASB  
-VS-  
EVERYBODY



NORTH AMERICAN SENIOR BENEFITS  
1-866-926-9000 | NASBINC.COM

922-A HURRICANE SHOALS RD  
LAWRENCEVILLE GA, 30043

LAST WEEK'S

# TOP TEAMS

\$50K ++++++

TEAM	A/P	APPS
Chris C	\$689,728	782
Garrett H	\$616,312	690
Josh S	\$524,599	585
Keith T	\$499,702	613
Evan P	\$419,491	402
Greg B	\$314,070	343
Andrew E	\$307,698	356
Dusty T	\$249,005	323
Ashley C	\$248,162	280
Blair O	\$245,921	211
Isaac S	\$229,366	279
Brian C	\$229,366	279
Nick G	\$202,726	181
Blythe W	\$141,119	208

TEAM	A/P	APPS
Max G III	\$134,326	158
Laura M	\$117,780	170
Garrett S	\$116,670	125
Will K	\$87,207	78
Cole T	\$86,948	95
Alex C	\$85,819	90
Naomi G	\$76,648	86
Scott D	\$73,361	77
AJ R	\$58,144	73
Dylan W	\$57,497	88
Alex M	\$56,464	53
Dustin H	\$56,441	55
James T	\$54,900	48

# DEADLINE

REMEMBER TO PLACE YOUR DIGITAL LEADS ORDERS BEFORE THE FIRST OF THE MONTH TO BE FILLED THE FOLLOWING MONTH!

# \$20K - \$49,999K

TEAM	A/P	APPS
Mason D	\$49,973	36
Shane R	\$48,214	48
Kailyn B	\$46,207	52
Kyle S	\$42,972	42
Storme C	\$42,972	42
Grayson R	\$42,518	43
Mekayla M	\$42,300	63
Steven H	\$41,564	41
Brian A	\$40,236	47
Asia H	\$39,109	45
Art T	\$37,634	46
Josh T	\$37,601	42
Doug H	\$37,272	50
Cody L	\$36,141	53
Xavier C	\$34,598	34

TEAM	A/P	APPS
Christina B	\$33,836	35
Robert H	\$33,593	45
Matt F	\$33,269	37
Derrick L	\$32,611	38
Branden D	\$32,009	50
Abel H	\$31,817	40
Ali O	\$31,479	28
Dennis R	\$30,759	24
Tyler K	\$30,064	42
Jermaine W	\$29,830	41
Russell W III	\$29,290	25
Jessica D	\$28,762	37
Nate S	\$27,437	28
Danny B	\$26,391	22
Blake N	\$26,288	34

TEAM	A/P	APPS
Joe B	\$26,128	25
Rafael R	\$24,896	28
Chrystal S	\$24,352	30
Josiah M	\$24,256	22
Bobby P	\$23,822	36
Eric G	\$23,031	18
Stephen D	\$22,664	23
Damon W	\$22,522	14
Carlos FV	\$22,388	27
Owen M	\$22,026	22
Ryan B	\$21,783	22
Crystal T	\$21,402	15
David E	\$21,266	24
Hobbs J	\$21,005	26
Mitch B	\$20,864	21

# \$9K - \$19,999K

TEAM	A/P	APPS
Bobby B	\$19,948	19
Jack M	\$19,434	16
Brittney P	\$19,319	18
Spencer V	\$18,933	17
William D	\$18,907	13
Will B	\$18,876	16
Jim H	\$18,635	18
Martin M	\$18,609	15
Alex P	\$18,508	18
Jaime M	\$18,382	18
Eugene M	\$18,350	20
James C	\$17,599	23
Cody N	\$17,470	10
Chris L	\$16,520	22
Tai S	\$16,120	20
Jonathan J	\$15,794	4
John H	\$15,748	19
Connor H	\$15,621	16
Anthony J	\$15,581	21
John S	\$15,548	17
Rodney G	\$14,774	13

TEAM	A/P	APPS
Brooke M	\$14,771	14
Brittany F	\$14,653	17
Katie K	\$14,333	24
Bethany W	\$13,907	11
Mark B	\$13,668	20
Mike J	\$13,242	13
Diana M	\$13,171	16
Linda S	\$13,029	17
Gerardo P	\$13,024	18
Jamal A	\$13,006	10
Corey S	\$12,976	26
Patricia B	\$12,918	14
Mike R	\$12,894	10
Bryson S	\$12,821	20
Joseph E	\$12,784	10
Shawn T	\$12,735	9
Anthony H	\$12,430	13
Courtney P	\$12,374	17
Latoya B	\$12,168	13
Willie F	\$12,049	6
Christian A	\$11,661	21

TEAM	A/P	APPS
Billy K	\$11,610	16
Candace N	\$11,381	12
Ineida A	\$11,338	15
Grace W	\$11,262	14
Brian J	\$11,005	12
Mikal R	\$10,729	14
Gerardo M	\$10,592	11
Melody T	\$10,512	11
Kristin J	\$10,331	10
Matt G	\$10,040	10
Michael C	\$9,976	18
Connor E	\$9,607	10
Tiffany T	\$9,583	11
Karen F	\$9,525	22
Karen F	\$9,525	22
Ronnie B	\$9,492	12
Tracy E	\$9,381	9
Chelsea P	\$9,316	11
Marcus C	\$9,137	13
Mike R	\$9,082	17

LAST WEEK'S

# 10K GRAND LAND AGENTS

AGENT	A/P	APPS
Damon W	\$22,522	14
Xavier C	\$20,111	20
Owen M	\$18,036	16
Brittney P	\$17,568	16
Mike T	\$15,990	9
Shelley B	\$12,930	8
Shawn T	\$12,735	9
Matthew T	\$12,447	11
Willie F	\$12,049	6
Jim H	\$12,048	11
Marcus Al-S	\$11,946	11
Steven H	\$11,840	10

AGENT	A/P	APPS
Ashton M	\$11,779	10
Naomi G	\$11,267	12
Brian J	\$11,005	12
Alex M	\$10,955	9
Katie K	\$10,904	19
Lexi L	\$10,570	10
Kavel G	\$10,373	4
Gerardo P	\$10,362	10
Jamal A	\$10,318	8
Etta L	\$10,239	12
Jack M	\$10,212	7
Drew L	\$10,068	4

**OUR #1 APP WRITER LAST WEEK**

# XAVIER C.

**WITH 20 APPS!**

# LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Damon W	\$22,522	14	Kristin J	\$8,324	6	Ali O	\$6,738	5
Xavier C	\$20,111	20	Joshua O	\$8,215	6	Lucas S	\$6,727	5
Owen M	\$18,036	16	Jake T	\$8,178	6	Cameron H	\$6,719	8
Brittney P	\$17,568	16	Josiah M	\$8,157	5	Yvette H	\$6,715	4
Mike T	\$15,990	9	Jose L	\$8,056	8	Titus H	\$6,684	6
Shelley B	\$12,930	8	Joseph C	\$7,998	11	Matthew D	\$6,597	9
Shawn T	\$12,735	9	Zach	\$7,940	9	Laura B	\$6,537	10
Matthew T	\$12,447	11	Alstin V	\$7,910	11	Cameron K	\$6,522	2
Willie F	\$12,049	6	Kathleen I	\$7,854	6	Katie M	\$6,504	7
Jim H	\$12,048	11	Martin M	\$7,844	6	Nick R	\$6,456	5
Marcus Al-S	\$11,946	11	Ronnie B	\$7,772	10	Robert H	\$6,372	8
Steven H	\$11,840	10	Rebekah S	\$7,772	9	Alicia R	\$6,369	6
Ashton M	\$11,779	10	Felisha L	\$7,740	13	Zamantha M	\$6,367	6
Naomi G	\$11,267	12	Ryan W	\$7,650	7	Alex P	\$6,366	5
Brian J	\$11,005	12	Mike J	\$7,638	10	Stephen D	\$6,352	6
Alex M	\$10,955	9	Joshua T	\$7,568	6	Daniel L	\$6,336	5
Katie K	\$10,904	19	Lucas D	\$7,561	12	Lauren F	\$6,310	6
Lexi L	\$10,570	10	Micah T	\$7,476	8	Connor H	\$6,256	10
Kavel G	\$10,373	4	Dan S	\$7,420	11	Austin B	\$6,250	6
Gerardo P	\$10,362	10	Chris N	\$7,416	6	Ashley M	\$6,237	7
Jamal A	\$10,318	8	Dylan W	\$7,258	11	Hobbs J	\$6,230	6
Etta L	\$10,239	12	Jeff B	\$7,238	7	Dale P	\$6,206	5
Jack M	\$10,212	7	Greg D	\$7,188	9	Clarence J	\$6,188	8
Drew L	\$10,068	4	Solon S	\$7,184	5	Skye H	\$6,174	5
Michael C	\$9,977	18	Janard H	\$7,179	8	Ashley B	\$5,990	6
Storme C	\$9,792	10	Linda D	\$7,139	7	Donyel R	\$5,982	6
Mark B	\$9,575	7	Jordan B	\$7,120	6	DeQuentin D	\$5,979	9
Carlos FV	\$9,570	7	Joseph E	\$7,098	4	Mitch B	\$5,969	6
Russell W III	\$9,552	7	Christian A	\$7,050	10	Patrick W	\$5,917	4
Steven C	\$9,372	11	Bobby B	\$7,000	7	Patricia B	\$5,899	7
Beverly C	\$9,024	9	Art T	\$6,906	6	Spencer V	\$5,877	6
Ashley F	\$8,520	6	Chad T	\$6,851	10	Corinne	\$5,865	9
Nelson C	\$8,474	2	Derrick L	\$6,797	6	James A	\$5,844	11
Jack G	\$8,325	9	Stephanie J	\$6,792	6	Sheena W	\$5,832	6

# LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Emily G	\$5,823	7	Jessica D	\$5,054	5	Rachel J	\$4,330	4
Nick G	\$5,813	9	Linda S	\$5,040	9	Rebekah H	\$4,281	4
Tai S	\$5,791	7	Alex M	\$5,034	10	Jake R	\$4,280	4
Brooke M	\$5,783	7	Chad S	\$4,998	6	Gabriel G	\$4,257	6
Cristina S	\$5,771	4	Amanda F	\$4,970	8	Gavin M	\$4,225	3
KC K	\$5,760	10	AJ R	\$4,879	9	Sam P	\$4,225	6
Stacey R	\$5,752	6	Brandon W	\$4,837	6	Zachary F	\$4,218	3
Loc P	\$5,705	5	Brian P	\$4,819	4	Jonathan B	\$4,217	6
Melody T	\$5,690	4	Sherry L	\$4,805	5	Taylor G	\$4,216	6
Valeska P	\$5,656	7	Semos K	\$4,726	3	Randy L	\$4,212	4
Ann B	\$5,636	18	Kimberly H	\$4,690	4	Mikal R	\$4,192	5
Courtney P	\$5,561	7	Brittany F	\$4,686	7	Jake K	\$4,188	5
Taylor M	\$5,560	6	Eli S	\$4,680	8	Bill Deck S	\$4,171	5
Smiley M	\$5,517	6	Mason H	\$4,679	3	Will B	\$4,165	3
Laquanda S	\$5,483	7	Casey W	\$4,668	8	Lana F	\$4,149	8
Mike R	\$5,478	4	John S	\$4,633	4	Matthew M	\$4,128	5
Owen H	\$5,466	3	Carlos R	\$4,632	8	Holly S	\$4,113	8
Jaime M	\$5,452	10	Sergio D	\$4,612	6	Todd H	\$4,106	2
Ingrid B	\$5,436	4	Sarah F	\$4,611	11	Thuy N	\$4,104	3
Kyle G	\$5,434	6	Moe D	\$4,607	5	Josiah A	\$4,103	6
Cody N	\$5,421	4	Karim M	\$4,484	4	Fred F	\$4,098	25
Bryan B	\$5,412	4	Daniel K	\$4,460	8	Nate S	\$4,091	4
LaTrice R	\$5,385	6	Pierce M	\$4,458	6	Branden D	\$4,086	6
John M	\$5,369	7	Val A	\$4,445	9	Patrick B	\$4,059	4
Mike B	\$5,336	6	Cody S	\$4,428	3	Brett M	\$4,059	3
Windy H	\$5,311	6	Candace N	\$4,425	3	Jeremiah M	\$4,056	6
Jenny G	\$5,278	8	Monica H	\$4,425	3	Leslie I	\$4,045	4
Billy K	\$5,253	8	Gary P	\$4,421	7	Hal C	\$4,040	3
David E	\$5,253	6	Trina C	\$4,401	5	Garrett S	\$4,020	3
Luke A	\$5,239	6	Laura S	\$4,400	4	Abel H	\$4,007	8
Shane R	\$5,232	2	Renauld L	\$4,367	3	Christina B	\$4,006	5
Michael S	\$5,227	7	Teasia M	\$4,350	3	Bryson S	\$4,005	5
Michael M	\$5,204	7	Ashley T	\$4,346	11	Randall P	\$3,990	6
Rafael M	\$5,152	6	Matt R	\$4,345	2	George M	\$3,988	5

# LAST WEEK'S

# TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Grace W	\$3,987	6	Tracie B	\$3,670	6	Victoria T	\$3,393	2
Delores A	\$3,973	7	Caleb B	\$3,648	4	Tyler E	\$3,393	2
Ryan S	\$3,972	9	Walter G	\$3,628	6	Nick B	\$3,389	4
Anthony J	\$3,971	5	Candace G	\$3,592	6	William K	\$3,385	3
Nichole B	\$3,968	5	Shayna K	\$3,565	3	Skylor G	\$3,329	4
Lindsay L	\$3,935	5	Eugene M	\$3,564	3	Brittany B	\$3,292	6
Herman R	\$3,934	3	Shantell	\$3,563	5	Ineida A	\$3,282	7
Marvin O	\$3,924	3	Brad K	\$3,562	4	Oscar H	\$3,271	6
Louden H	\$3,917	3	Jeff L	\$3,561	4	Brittany W	\$3,243	4
Grayson R	\$3,901	4	Heather D	\$3,560	3	Cortez J	\$3,231	3
Mike R	\$3,890	7	Hussian Al-D	\$3,528	4	Cody P	\$3,206	3
Jack H	\$3,888	4	Brandon L	\$3,516	2	Samantha T	\$3,201	4
Jere M	\$3,885	2	Stephen G	\$3,509	3	Lori L	\$3,200	3
Stephen C	\$3,882	4	Giuseppe S	\$3,501	2	Dave S	\$3,191	4
Mary B	\$3,871	2	Jonathan S	\$3,487	4	Courtney G	\$3,164	4
Dana S	\$3,871	6	Abass A	\$3,485	2	Carleton M	\$3,150	5
Cliff S	\$3,865	5	Karen F	\$3,480	8	Sam M	\$3,128	3
Tissany A	\$3,858	5	Addison D	\$3,473	3	Jeremy P	\$3,072	8
Mario F	\$3,845	6	Chris L	\$3,468	2	Joe H	\$3,069	4
Tim R	\$3,838	2	Bruce	\$3,468	7	Megan D	\$3,068	5
Regina L	\$3,825	6	Lynn F	\$3,455	7	Angela F	\$3,062	5
Renee F	\$3,820	4	John H	\$3,449	5	Ariel A	\$3,053	5
Allison T	\$3,796	3	Tammy H	\$3,446	4	Josh M	\$3,036	3
Joe B	\$3,780	4	Brandi B	\$3,444	5	James C	\$3,025	3
Nick D	\$3,764	4	Connor E	\$3,440	4	Matthew L	\$3,024	4
Phillip J	\$3,755	4	Antonio I	\$3,439	4	Michelle J	\$3,018	3
Gary S	\$3,755	4	Dennis D	\$3,435	5	Keeshonya R	\$3,012	3
Shyla B	\$3,736	6	Joseph D	\$3,432	4	Troy V	\$3,003	2
Danielle S	\$3,730	6	Andres R	\$3,430	3			
Dima F	\$3,724	5	Hawken S	\$3,429	5			
Robert C	\$3,720	3	Anthony H	\$3,418	4			
Regine C	\$3,704	4	Dale B	\$3,405	3			
Whitney H	\$3,691	3	Stacye T	\$3,404	2			
Theresa D	\$3,684	4	Stefanie R	\$3,396	6			

# *Lead Credit* **TikTok** **VIDEO CONTEST**

**WE ARE EXPANDING OUR MARKETING AND RECRUITING EFFORTS TO TIKTOK AND NEED YOUR HELP! FIRST, FOLLOW US AT @NASBNATION. WE ARE GIVING AWAY LEAD CREDIT TO AGENTS WHO SUBMIT THE BEST VIDEOS IN THE FOLLOWING CATEGORIES FOR US TO USE IN OUR TIKTOK POSTS.**

## **\$75.00 IN LEAD CREDIT FOR THE BEST VIDEO WHAT IS YOUR WHY**

THESE VIDEOS WILL BE OF THE AGENT (PREFERABLY WEARING SOMETHING WITH OUR LOGO ON IT TALKING ABOUT WHY THEY JOINED NASB AND/OR WHAT IT HAS HELPED THEM ACHIEVE. DO NOT ADD ANY EFFECTS, MUSIC OR TEXT TO THE VIDEO AND PLEASE STAY UNDER 3 MINUTES LONG!

## **\$75.00 IN LEAD CREDIT FOR THE BEST VIDEO RIDE-ALONG AND FIELD TRAINING**

THESE VIDEOS WILL BE OF THE AGENTS IN THE FIELD TRAINING OR RIDING ALONG IN THE CAR. COULD BE A DAY IN THE LIFE OF AN AGENT TYPE OF VIDEO. DO NOT ADD ANY EFFECTS, MUSIC OR TEXT TO THE VIDEO BUT THEY DON'T HAVE TO BE SLIENT. PLEASE STAY UNDER 4 MINUTES LONG!

## **\$75.00 IN LEAD CREDIT FOR THE BEST VIDEO AGENT OR CLIENT POINTING AT TEXT**

THESE VIDEOS WILL BE OF THE AGENT (PREFERABLY WEARING SOMETHING WITH OUR LOGO ON IT) JUST POINTING AT DIFFERENT POINTS IN THE AIR WHERE WE WILL ADD TEXT LATER ABOUT LIFE INSURANCE. DO NOT ADD ANY TEXT BUT MUSIC AND EFFECTS ARE OK. PLEASE STAY UNDER 1 MINUTE LONG!

## **\$75.00 IN LEAD CREDIT FOR THE BEST VIDEO CLIENT/BENEFICIARY TESTIMONIALS**

THESE VIDEOS WILL BE OF THE CLIENT OR BENEFICIARY TELLING HOW NASB HELPED THEM OR WHY THEY ARE GLAD THEY CAME TO THEIR DOOR. COULD BE SOMEONE WHO'S POLICY PAID OUT. DO NOT ADD ANY EFFECTS, MUSIC OR TEXT TO THE VIDEO AND PLEASE STAY UNDER 2 MINUTES LONG!

**TEXT YOUR VIDEOS TO: 770-840-5467 OR EMAIL [MARKETING@NASBCORPORATE.COM](mailto:MARKETING@NASBCORPORATE.COM)**

**CONTEST WILL RUN FROM NOW UNTIL APRIL 1ST. WINNERS WILL BE DECIDED BY APRIL 10TH  
WINNERS WILL BE DECIDED BASED ON VIEWS/LIKES THAT THEY ACHIEVE  
WITHIN 2 DAYS OF POSTING SO THE EARLY VIDEOS DON'T HAVE AN UNFAIR ADVANTAGE.**



PLEASE MAKE SURE YOU HAVE THE PERMISSION OF ANYONE FEATURED IN YOUR VIDEOS FOR US TO USE THEM IN MARKETING & ONLINE!

**BE SURE TO FOLLOW US  
@NASBNATION  
TO SEE YOUR SUBMISSIONS**





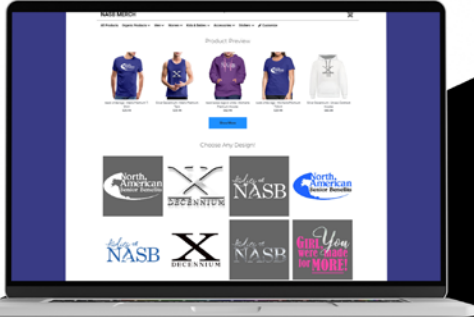
# NEW! NASB CUSTOM MERCH SHOP!

**FAST SHIPPING  
& LOW PRICES!**

CHOOSE FROM PRE-DESIGNED PRODUCTS OR CHOOSE FROM OUR DESIGN LIBRARY CONTAINING LOGOS FOR NASB, CONVENTION, TEAMS & LADIES OF NASB, AND CUSTOMIZE HUNDREDS OF PRODUCTS!

CHANGE DESIGN SIZE, PLACEMENT, AND PRODUCT COLORS AND YOU CAN EVEN ADD TEXT TO PERSONALIZE ANY ITEM!

WOULD YOU LIKE YOUR TEAM'S LOGO ADDED TO THE OPTIONS? SEND YOUR LOGO TO [MARKETING@NASBCORPORATE.COM](mailto:MARKETING@NASBCORPORATE.COM)!



[NASBINC.COM/NEW-PRINT-ON-DEMAND-MERCH](http://NASBINC.COM/NEW-PRINT-ON-DEMAND-MERCH)



**FEBRUARY 10<sup>TH</sup>-17<sup>TH</sup>, 2024**  
**\$270,000 NET TO QUALIFY**  
**FROM 7/1/2022-12/31/2023**

VIEW YOUR PROGRESS REACHING THE A/P GOAL FOR THIS TRIP BY LOGGING IN TO [NASBINC.COM](http://NASBINC.COM). THE WELCOME PAGE WILL HAVE YOUR MOST RECENT REPORTED NUMBERS FROM THE QUALIFICATION PERIOD. NUMBERS WILL BE UPDATED WEEKLY!



**LOG-IN  
NOW!**



**WE ARE NOW ON  
TIKTOK!**



**FOLLOW US  
@NASBNATION**



**SEND YOUR ZOOM,  
FACE TIME, TELEMETING,  
OUTSIDE-THE-BOX  
PHOTOS TO US!**

**WE WANT TO FEATURE THE CREATIVITY  
AND FLEXIBILITY OF OUR TALENTED AGENTS  
WHO ARE HARD AT WORK PROTECTING LIVES.**

**TEXT US:  
770-840-5467**

**EMAIL:  
MARKETING@NASBCORPORATE.COM**



**HOSTED BY  
BRIAN CELESTINE**

**DON'T MISS THIS!  
MONDAY  
7:30PM CENTRAL  
8:30 PM EASTERN**



**HOSTED BY  
NICK GOJCAJ**



# Columbian Life Cash Payout Program

Qualification Period:  
January 1 - December 31, 2023

**Our most lucrative payout ever!**



## Producer

	Annualized Paid Premium	Cash Payout
Tier 1	\$80,000	\$5,000
Tier 2	\$115,000	<i>Additional</i> \$750
Tier 3	\$135,000	<i>Additional</i> \$1,000
Tier 4	\$150,000	<i>Additional</i> \$1,500
Tier 5	\$170,000	<i>Additional</i> \$2,000

**Earn up to \$10,250**

### Top 10 Producers - SALES -

#1	\$2,500
#2	\$2,000
#3	\$1,700
#4	\$1,500
#5	\$1,200
#6	\$1,000
#7	\$750
#8	\$500
#9	\$300
#10	\$200

### Top 10 Producers - QUALITY -

#1	\$2,500
#2	\$2,000
#3	\$1,700
#4	\$1,500
#5	\$1,200
#6	\$1,000
#7	\$750
#8	\$500
#9	\$300
#10	\$200



## IMO/Agency Owner/Manager

	Annualized Paid Premium	Cash Payout
Tier 1	\$400,000	\$5,000
Tier 2	\$725,000	<i>Additional</i> \$1,000
Tier 3	\$800,000	<i>Additional</i> \$1,500
Tier 4	\$1,000,000	<i>Additional</i> \$2,000
Tier 5	\$1,500,000	<i>Additional</i> \$2,500

**Earn up to \$12,000**

**- OR -**

If you don't qualify based on annualized paid premium, you can still qualify for a \$5,000 cash payout if two or more of your direct reports qualify.

### Top 3 Organizations - SALES -

#1	\$5,000
#2	\$2,500
#3	\$1,000

### Top 3 Organizations - QUALITY -

#1	\$5,000
#2	\$2,500
#3	\$1,000



**Tier 5 Qualification \$10,250**  
**Payout Example** #1 in Sales + \$2,500  
 #1 in Quality + \$2,500  
**Total Potential Payout \$15,250**

**President's Cabinet** - Qualify with \$135,000 or more in annualized paid premium for any two years within a four-year period and you will be awarded your choice of the prestigious gold President's Ring or \$1,000 cash. This award is limited to agents who are not already President's Cabinet members.

**Tier 5 Qualification \$12,000**  
**Payout Example** #1 in Sales + \$5,000  
 #1 in Quality + \$5,000  
**Total Potential Payout \$22,000**

**President's Cabinet** - Qualify with \$725,000 or more in annualized paid premium for any two years within a four-year period and you will be awarded your choice of the prestigious gold President's Ring or \$1,000 cash. This award is limited to agents who are not already President's Cabinet members.

IMO/Agency Owner/Manager may qualify as Producer or IMO/Agency Owner/Manager, but not both.  
 See next page for terms and Pro-Rata qualifications.



# Columbian Life Cash Payout Program

Qualification Period:  
January 1 - December 31, 2023

## Pro-Rata Qualifications

### Producer

Contract Date	Annualized Paid Premium	Cash Payout
January 2023	\$80,000	\$5,000
February 2023	\$76,800	\$4,800
March 2023	\$73,728	\$4,608
April 2023	\$70,779	\$4,423
May 2023	\$67,948	\$4,246
June 2023	\$65,230	\$4,076
July 2023	\$62,621	\$3,913

Producers contracted after July 2023 may be eligible to qualify at the discretion of the Company.

### IMO/Agency Owner/Manager

Contract Date	Annualized Paid Premium	Cash Payout
January 2023	\$400,000	\$5,000
February 2023	\$384,000	\$4,800
March 2023	\$368,640	\$4,608
April 2023	\$353,894	\$4,423
May 2023	\$339,729	\$4,246
June 2023	\$326,149	\$4,076
July 2023	\$313,103	\$3,913

IMOs/Agency Owners/Managers contracted after July 2023 may be eligible to qualify at the discretion of the Company.

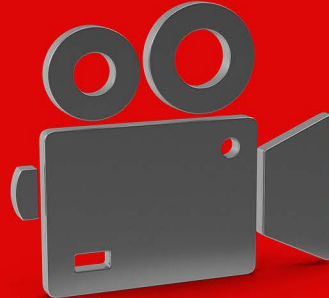
This program applies to policies issued through Columbian Life Insurance Company. Business must be recorded as issued and paid during the period of January 1, 2023 through December 31, 2023. Policies not taken/NTOs will be deducted from production. Credit for policies with commission splits will go to the writing agent. Producer/IMO/Agency Owner/Manager must be in good standing. The Company reserves the right to determine eligibility for payment. Criteria for Quality awards to be determined by the Company. The Company reserves the right to change or discontinue any award program at its sole discretion and without further notice.

The value of any prize awarded may be reported for tax purposes as required by law. Each winner is solely responsible for reporting and paying any and all applicable taxes related to the above referenced prize. Awards subject to state limitations on agent expensing/prizes.



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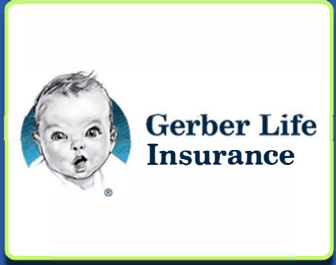


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