

VOLUME 12 - ISSUE 14

Impulse

WHAT WE DO MATTERS!

AGENT OF THE WEEK

DAMON W, AKA THE GRAY WOLF IS CRUSHING IT THIS YEAR AGAIN! HE WROTE 38 APPS LAST WEEK TOTALLING A PHENOMENAL \$56,241 IN A/P. AMAZING DAMON!



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	\$644,116	721
Josh S	\$581,575	648
Garrett H	\$578,855	646
Keith T	\$431,865	514
Evan P	\$412,603	395
Greg B	\$352,838	342
Andrew E	\$320,815	379
Blair O	\$297,243	276
Ashley C	\$284,508	290
Nick G	\$224,141	227
Isaac S	\$204,389	281
Brian C	\$204,389	281
Dusty T	\$163,490	206

TEAM	A/P	APPS
Garrett S	\$148,326	151
Max G III	\$136,586	152
Cole T	\$108,379	132
Laura M	\$102,976	157
Will K	\$95,479	105
Alex C	\$95,346	99
Blythe W	\$92,313	124
Shane R	\$58,739	70
Naomi G	\$57,720	70
Damon W	\$56,241	38
Mekayla M	\$55,708	45
Nate S	\$55,276	55
Alex M	\$51,699	67

DAMON W
#1 app writer
WITH 38 APPS!

\$20K-\$49,999K

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Scott D	\$49,263	43	Asia H	\$30,755	36	Christina B	\$23,800	29
AJ R	\$47,329	56	Danny B	\$29,578	28	Josh T	\$23,508	37
Dustin H	\$46,511	50	Dylan W	\$29,522	40	Brooke M	\$23,102	19
Storme C	\$44,723	43	Fred F	\$29,118	19	Steven H	\$22,840	22
Mason D	\$43,563	42	Matt F	\$28,877	34	Art T	\$22,747	51
Branden D	\$42,353	46	Bobby P	\$28,791	35	Alex P	\$22,260	21
Dennis R	\$40,993	42	Bobby B	\$28,298	36	Jermaine W	\$21,776	24
Kailyn B	\$40,732	43	Cody L	\$27,959	34	Tai S	\$21,647	27
Robert H	\$38,155	47	Marcus C	\$27,705	21	Stephen D	\$21,611	27
Martin M	\$37,788	37	Rafael R	\$27,491	31	Amy M	\$21,185	23
Abel H	\$37,532	48	Joe B	\$27,011	25	Walter G	\$20,832	20
Blake N	\$36,455	43	Russell W III	\$26,691	30	Connor H	\$20,739	19
Derrick L	\$36,159	54	Jonathan J	\$26,503	30	Chrystal G	\$20,485	28
Eugene M	\$33,119	32	Brian A	\$26,396	30	Rodney G	\$20,406	27
James T	\$32,835	38	Carlos FV	\$26,073	27	Al-S	\$20,005	17
Jakob R	\$32,814	31	Doug H	\$24,783	28			

\$9K-\$19,999K

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Mike J	\$19,744	18	Jalen D	\$16,326	13	Sam P	\$12,203	12
Mark B	\$19,396	16	John S	\$16,008	6	Anthony J	\$11,947	15
Karen F	\$18,729	22	Mitch B	\$15,995	21	Will B	\$11,619	13
Jaime M	\$18,511	23	Tyler K	\$15,853	17	Brianna L	\$11,573	6
Spencer V	\$18,106	20	Grayson R	\$15,694	15	Ali O	\$11,493	19
Eric G	\$18,082	17	Hobbs J	\$15,372	17	Brittney P	\$11,431	12
Josiah M	\$18,021	18	Gerardo M	\$15,212	17	Pat W	\$11,100	10
Kristi J	\$17,455	21	Ryan B	\$14,779	15	Katie M	\$11,062	19
Owen M	\$17,455	21	Bethany W	\$14,615	20	Jessica D	\$10,946	22
Connor E	\$17,368	23	Joseph E	\$14,279	10	Anthony H	\$10,929	10
John H	\$17,337	20	William D	\$14,105	16	Ashley T	\$10,904	6
Jack M	\$17,086	15	Candace N	\$13,791	11	Latoya B	\$10,778	16
Courtney P	\$17,063	20	Erin C	\$13,791	11	Jason B	\$10,704	11
Jim H	\$16,920	14	Crystal T	\$12,726	12	Zachary F	\$10,592	10
David E	\$16,626	18	Chelsea P	\$12,435	13	Tissany A	\$10,222	12
Chris L	\$16,380	24	Adrienne M	\$12,383	12			

Last Week's

\$10k+ Grand Land Agents

AGENT	A/P	APPS
Damon W	\$56,241.00	38
Dennis R	\$19,221.00	17
Fred F	\$16,935.00	12
Jim H	\$16,920.00	14
Martin M	\$16,171.00	15
DeQuentin D	\$13,786.00	12
Carlos FV	\$13,500.00	12
Mike J	\$13,443.00	11

AGENT	A/P	APPS
Mark B.	\$12,274.00	11
Joshua M	\$12,000.00	12
Shelley B	\$11,497.00	12
Owen M	\$11,455.00	15
Naomi G	\$10,984.00	11
Christina B	\$10,531.00	13
Marcus C	\$10,104.00	7
Michael M	\$10,046.00	14

DIGITAL LEADS
are on Sale
\$4 EACH
UNTIL APRIL 30TH



TEXT THE
BATPHONE YOUR
PHOTOS & VIDEOS
FROM THE FIELD!
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Last Week's TOP PRODUCERS

AGENT	A/P	APPS
Damon W	\$56,241	38
Dennis R	\$19,221	17
Fred F	\$16,935	12
Jim H	\$16,920	14
Martin M	\$16,171	15
DeQuentin D	\$13,786	12
Carlos FV	\$13,500	12
Mike J	\$13,443	11
Mark B.	\$12,274	11
Joshua M	\$12,000	12
Shelley B	\$11,497	12
Owen M	\$11,455	15
Naomi G	\$10,984	11
Christina B	\$10,531	13
Marcus C	\$10,104	7
Michael M	\$10,046	14
Joe H	\$9,863	12
Ashley T	\$9,789	5
Nick G	\$9,672	7
James T	\$9,376	13
Tissany A	\$9,285	11
Amy M	\$9,066	6
Trevor S	\$9,030	11
Tai S.	\$8,997	12
Storme C	\$8,973	8
Mason D	\$8,969	6
Art T.	\$8,926	17
Jack G	\$8,892	9
Steven C	\$8,864	9
Lucas D	\$8,660	8
James A	\$8,633	10
Connor E	\$8,476	9
Joseph E.	\$8,380	5
Derrick L.	\$8,300	12

AGENT	A/P	APPS
Mia E	\$8,205	5
Cameron W	\$8,169	6
Blair O	\$8,145	3
Steve D	\$8,080	9
AJ R	\$7,955	9
Mary B	\$7,930	8
Beverley C	\$7,907	9
Jason B	\$7,857	3
Josh D	\$7,843	8
Michelle J	\$7,833	6
Rebekah H	\$7,772	6
Ali Al-K	\$7,758	7
Jonathan J	\$7,747	11
Mason H	\$7,694	6
Tim N	\$7,671	4
Frank W	\$7,521	10
Elizabeth F	\$7,415	6
Jack M	\$7,358	4
Kalid H	\$7,245	6
Smiley M	\$7,217	8
Stacye T.	\$7,122	5
Eugene M	\$7,122	7
Rafael M	\$7,119	7
Stefanie R	\$7,109	6
Jessica D	\$7,083	6
Alex P	\$7,046	7
Jaime M	\$7,014	11
Nikki L	\$6,961	5
Dima F	\$6,951	8
Mikal R	\$6,916	3
Nelson C	\$6,879	4
Marcus Al-S	\$6,828	5
Karen F	\$6,732	10
Cameron M	\$6,673	7

AGENT	A/P	APPS
Ryan B	\$6,649	6
Brandi M	\$6,623	3
Chris L	\$6,617	3
Ryan D	\$6,599	5
Janard H.	\$6,509	5
Jakob R.	\$6,439	6
Matthew T	\$6,408	6
Gary P.	\$6,362	9
William D	\$6,259	4
Sam P	\$6,227	5
Chad A	\$6,216	6
Chirstie N	\$6,118	6
Chelsea P	\$6,085	4
Ryan S	\$6,076	3
Nick R	\$6,064	6
Fatima J	\$6,061	6
Brianna L	\$6,059	5
Randall P	\$6,000	6
Joseph C	\$5,987	7
Hobbs J	\$5,980	3
Titus H	\$5,976	8
Robert H	\$5,971	7
Nathan A	\$5,964	3
Sergio D	\$5,900	4
Herman R.	\$5,898	5
Shawn T	\$5,870	5
Joshua O	\$5,848	7
John H	\$5,839	6
Randy L	\$5,816	4
John C	\$5,800	4
Connor H	\$5,800	7
Anthony J	\$5,673	3
Carter P	\$5,631	7
Avery P	\$5,628	3



Last Week's TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Fred P	\$5,624	7	Devin G	\$4,980	5	Michael M	\$4,247	5
Branden D	\$5,621	7	Ashton M	\$4,900	4	Erin C	\$4,246	3
Blake H	\$5,619	3	Ryan W	\$4,860	3	Valeska P	\$4,225	3
lauren F	\$5,567	5	Daniel K	\$4,819	4	Josh J	\$4,207	5
Tonia B	\$5,560	4	Daniel L	\$4,788	4	Katie McC	\$4,192	6
Grace S	\$5,546	10	Kristi B	\$4,767	5	Josh W	\$4,188	6
Thomas B	\$5,532	6	Jalen D	\$4,764	3	Victoria T	\$4,171	5
Olivia O	\$5,514	1	Thuy N	\$4,742	5	Tyler E	\$4,171	5
Melody T	\$5,477	5	Ali O	\$4,729	5	Stacey R	\$4,131	4
Vivian G	\$5,469	5	Jere M	\$4,728	6	Taylor M	\$4,128	3
Michelle	\$5,460	4	Russell W	\$4,728	7	Brittney P	\$4,105	4
Alstin V	\$5,430	3	Jennifer M	\$4,705	4	Brooke M	\$4,095	3
Ahmadou C	\$5,348	8	Dale P	\$4,683	7	Tanner R	\$4,090	4
Mitch B	\$5,325	5	Kiana T	\$4,677	3	Rachel H	\$4,088	3
Chad T	\$5,321	8	Dajon T	\$4,666	4	Brian P	\$4,086	4
Corinne C	\$5,286	6	Lana F	\$4,633	5	Gerardo M	\$4,080	4
Ty K	\$5,280	3	Bobby B	\$4,620	2	Stephen D	\$4,070	10
Nate S	\$5,278	4	Bill E	\$4,612	5	Robert C	\$4,067	7
Robert D	\$5,276	8	Eli S	\$4,612	4	Brad K	\$4,066	5
Spencer V	\$5,270	7	Clarence J	\$4,561	4	Yvette H.	\$4,062	4
Nichole B	\$5,232	8	Sarah F	\$4,549	3	Walter G	\$4,052	6
Chamberlain O	\$5,230	3	Rodney G	\$4,545	6	Regina L	\$4,035	5
Addison D	\$5,169	6	Trina C	\$4,519	4	David E.	\$3,995	6
Ashley F	\$5,160	4	Cat B	\$4,480	5	Donna T	\$3,992	4
Zamantha M	\$5,157	4	Kim M	\$4,423	9	George M	\$3,980	3
Andrea W	\$5,152	5	Michael C	\$4,422	7	Renauld L	\$3,964	3
Etta L.	\$5,125	6	Oscar H	\$4,418	5	Jeremy P	\$3,956	12
John S	\$5,108	3	Marta C	\$4,408	3	Samantha T	\$3,955	3
Jonathan M	\$5,094	6	Matthew D	\$4,352	3	Mick P	\$3,940	5
Patrick B	\$5,086	8	Courtney P	\$4,351	5	Cortez J	\$3,938	3
Antonio I	\$5,084	5	Greg D	\$4,308	6	Logan Y	\$3,921	4
Doris M	\$5,074	9	Travis N	\$4,279	5	Brandi B	\$3,921	6
Alex M	\$5,044	8	Samantha R	\$4,265	6	Andres R	\$3,917	4
Asia G	\$5,030	5	Connor F	\$4,253	2	Stephen C	\$3,900	4

Last Week's TOP PRODUCERS

AGENT	A/P	APPS	AGENT	A/P	APPS	AGENT	A/P	APPS
Josh A.	\$3,898	2	Jonathan S	\$3,587	5	La Trice R	\$3,267	6
John M	\$3,870	2	Isaiah J	\$3,579	2	Jacob W	\$3,250	3
Luke R	\$3,849	4	Josh M	\$3,567	4	Zachary F	\$3,232	4
Jermaine W	\$3,840	5	Brian J	\$3,565	4	Karen B	\$3,231	3
Linda S	\$3,828	3	Deborah H	\$3,564	3	Owen H	\$3,231	1
Maggie S	\$3,825	7	Michelle E	\$3,555	4	Stephanie J	\$3,224	3
Cliff S	\$3,812	4	Madison K	\$3,547	5	Lynn F	\$3,220	3
Brandon R	\$3,794	7	Brett M	\$3,532	3	Felisha L	\$3,216	3
Christian A	\$3,780	3	Troy B	\$3,520	5	Joey H	\$3,214	3
Youssef K	\$3,769	4	Amanda F	\$3,519	6	Bill P	\$3,210	4
Mario F	\$3,756	3	Katie K	\$3,514	4	Regine C.	\$3,209	3
Ellesa C	\$3,752	4	Carlos M	\$3,510	6	Shirley S	\$3,204	2
Skye H	\$3,738	5	Blake N	\$3,502	3	Cameron K	\$3,192	3
Kristi J	\$3,721	4	Lee C	\$3,496	6	Tracy E	\$3,179	2
Will B	\$3,720	4	Renee H	\$3,495	2	Alicia R	\$3,156	4
Milio L	\$3,697	8	Kathleen I	\$3,472	6	Phillip J	\$3,134	4
Billy K	\$3,693	3	Nolan H	\$3,427	2	Maria P	\$3,090	5
Matt C	\$3,689	5	Francis T	\$3,422	5	Bethany W	\$3,077	7
Tameka D.	\$3,671	9	Rachel J	\$3,393	4	Carleton M	\$3,065	3
Stephen G	\$3,669	4	Matthew M	\$3,360	3	Renee F	\$3,055	3
Pierce M	\$3,648	4	Marianna A	\$3,359	2	Lydia W-T	\$3,052	3
Jack B	\$3,636	5	Ryan B	\$3,348	3	Nicholas R	\$3,023	2
Taylor R	\$3,636	1	Mycharra S.	\$3,345	4	Blaine M	\$3,021	3
Josiah A	\$3,626	6	Whitney H	\$3,329	3	Josh S.	\$3,012	3
Laura B	\$3,612	2	Mike R.	\$3,326	6	Rekan S	\$3,000	2
Ashley J	\$3,609	2	Jake M	\$3,314	4			
Michael G	\$3,591	5	Caleb B	\$3,300	3			

DEADLINE

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



COMFORT ON THE COAST

THE RITZ-CARLTON, LAGUNA NIGUEL
JUNE 2-5, 2024

ROYAL NEIGHBORS AGENT SALES TRIP

Earn your ticket to **Comfort on the Coast** at The Ritz-Carlton, Laguna Niguel, where the Pacific Ocean meets the California Coast. Indulge in unparalleled luxury with comfortable rooms, exquisite dining options, and world-class spa services. Experience the ultimate in relaxation and rejuvenation at this coastal oasis.

You won't want to miss this. Write in 2023 and earn your ticket to The Ritz-Carlton, Laguna Niguel in California, in June of 2024.

QUALIFYING PERIOD:

January 1 to December 31, 2023

85,000 Production Amount for Agents

Production Amount:

Equal to Weighted Premium of certificates issued during the Qualifying Period (less not-taken, lapsed, and surrendered certificates issued during the Qualifying Period)

Weighted Premium Equals:

- **Jet Term and Jet Whole Life:**
 - 150% of the annualized premium
- **Single Premium Whole Life:**
 - 15% of single premium
- **Simplified Issue Whole Life/Graded Death Benefit:**
 - 100% of annualized premium



**INSURING LIVES
SUPPORTING WOMEN
SERVING COMMUNITIESSM**

For agent information only. Agent must hold an active contract at time of event to attend. Attendance is by invitation only. No cash equivalent will be offered. Agents cannot cash out or transfer the trip to another person. All agents must meet Royal Neighbors' expected QOB guidelines (NT/EL below 28%, Activation Ratio above 70%, and Persistency above 75%) throughout the entire qualifying period to be eligible for the trip. The agent must be in good standing both at the time the trip is awarded and at the time of the trip to attend. Agents are required to deliver a minimum of 5,000 convention credits during the last 3 months of the qualification period (Oct., Nov., and Dec. 2023). Agent must have a minimum of 12 issued life applications with Royal Neighbors during 2023 to qualify. All valid promotions, current and

future, for the 2024 Agent Sales Trip, will be calculated into the production amount.

Federal/state income tax incurred as a result of attending the convention is the responsibility of the qualifier. A 1099 in the amount of the "fair market value" of the trip will be issued. It is suggested that participants consult their tax advisor in regard to tax treatment. Total number of qualifiers who may be invited to attend is limited to the top 30 who meet the qualification criteria. Additional qualifiers may be added at the discretion of RNA. All decisions on the trip and the eligibility of each participant are at the sole discretion of Royal Neighbors of America. Royal Neighbors reserves the right to modify or cancel this promotion at any time.

TRANSAMERICA 2024 CONVENTION

PROGRAM QUALIFICATIONS

TRANSAMERICA 2024 CONVENTION

Solage Resort
Napa Valley, California

Qualification Period:

January 1, 2023–December 31, 2023

Conference Dates:

April 15–19, 2024

QUALIFICATION DETAILS

PRODUCERS/WRITING AGENTS:

- \$90,000 in paid premium
- Minimum five paid cases

**BROKERAGE GENERAL AGENTS, MGAs, GAs,
AND DIRECT MARKETERS:**

- Minimum \$1 million in distributor-level paid premium, limited to the top 10 qualifiers. Note: Only unique production will be counted for distributor's business, and multiple up-lines cannot qualify on the same policy credit.

QUALIFICATION IS BASED ON PAID PREMIUM:

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

- **First-year paid annualized premium:** term, whole life, and index universal life
- **Target plus 10% of any first-year excess premium:** index universal life
- **No credits:** fixed and variable annuities, and all business written through Transamerica Financial Life Insurance Company



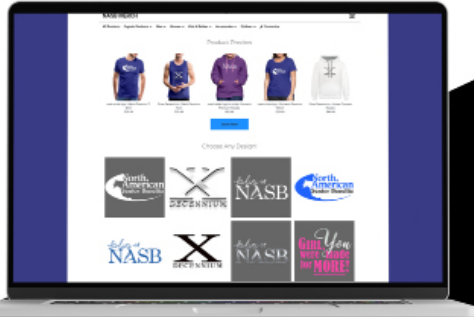
NEW! NASB CUSTOM MERCH SHOP!

FAST SHIPPING & LOW PRICES!

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**FEBRUARY 10TH-17TH, 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.
THE WELCOME PAGE WILL HAVE YOUR MOST
RECENT REPORTED NUMBERS FROM THE
QUALIFICATION PERIOD.
NUMBERS WILL BE UPDATED WEEKLY!**



**LOG-IN
NOW!**

2023 MANA MADNESS



MARCH 6TH - APRIL 15TH WIN \$75,000 IN CASH

CONTEST INFORMATION

**** WEEK OF FEB 27TH IS LAST CHANCE TO SELL YOUR WAY INTO A BRACKET ****

**** WEEK OF MARCH 6TH IS FIRST ROUND OF BRACKETS ****

*** \$20K TEAM WINNER (TEAM BRACKET WILL START HALF WAY THROUGH INDIVIDUAL BRACKETS)**

*** \$10K OVERALL GRAND CHAMPION PLACED BUSINESS (REGARDLESS OF BRACKET)**

*** \$25K (\$5K PER CONF CALL BRACKET WINNER)**

*** \$5K THOMASON/COLE/DUSTY TEAM**

*** \$5K BADEN/COLIE/SISCO TEAM**

*** \$5K CANROBERT/HOLLIFIELD/SHERRILL/EVERHART/MAX TEAM**

*** \$5K PROACH/BLAIR/NICK/KEMP TEAM**

*** \$5K ISAAC/CELESTINE TEAM CALL**

*** \$3K EXTRA FOR EACH OF THE 5 REGIONS ABOVE TO USE HOWEVER THEY SEE FIT**

*** \$4K TRIP FOR CLASH OF CHAMPIONS WINNER (MORE INFO SOON)**

*** \$1K MADNESS MISSIONS WINNER**

PARTNERS CAN RAISE ANY ADDITIONAL \$\$\$ AS THEY CHOOSE FOR OTHER WINNERS





2024 Agent Incentive Trip

ATELIER RESORT – PLAYA MUJERES, MEXICO

TRIP DATES: JUNE 3-8, 2024

Experience a luxurious and relaxing getaway to a 5+ star private resort in Playa Mujeres, Mexico, with Liberty Bankers Insurance Group (LBIG). Explore all the Caribbean has to offer during your six-day, five-night stay when you travel BIG with LBIG.

Qualification Period: January 1 – December 31, 2023

Credits Earned per One Dollar of Issued Annualized Premium:

- Medicare Supplement = 1.0 Credit
- Ordinary Life = 2.0 Credits
- Supplemental Health = 3.0 Credits

Qualifying Credit Requirements:

Producer Type	One Trip	Two Trips*
Agent	200,000	N/A
IMO	750,000	1,000,000
FMO	1,250,000	2,500,000
NMD	2,500,000	5,000,000

*Two trips available if lower hierarchy levels have <= 1 trip qualification

Earn your journey to Mexico when you sell BIG with LBIG!

Earn up to \$2500
extra on your
SimpliNow Legacy® sales!

Final Expense Agent Bonus Program

Get a maximum bonus of \$2500 on your
SimpliNow Legacy simplified issue whole life sales!

The Final Expense Agent Bonus Program runs from January 1 to December 31, 2023 and you're automatically enrolled.

Just sell **SimpliNow Legacy Max** (level death benefit) or **SimpliNow Legacy** (graded death benefit) and receive a bonus after writing one qualifying application. Write ten applications and earn \$2500!

Tier 1	\$25 bonus for 1 paid SIWL application
Tier 2	\$250 bonus for 3 paid SIWL applications*
Tier 3	\$2500 bonus for 10 paid SIWL applications*

*Net of tiers already paid.

**Prepare to sell
and earn
your bonus today.**

Make sure you've registered on Connex, completed your required AML training, and can access the SIWL eApp under "Start Your Application" section in Connex.

Check out our [Agent Site](#) for how-to videos and more!

Kick off your SimpliNow Legacy sales!

Be sure to review the following list of program rules.

CASH CLIMB INCENTIVE

Get rewarded for selling more first-day coverage and graded benefit plans

Get your footing and start your climb with this limited-time opportunity to earn cash and prizes while selling Great Western Insurance Company (GWIC®) Final Expense products. With GWIC's Cash Climb incentive, the more you sell, the higher you climb, and the bigger the reward.

Incentive details

1. From Jan. 1, 2023, through June 30, 2023, achieve a taken rate¹ of 65% or higher with at least 40% of business issued as first-day coverage or graded benefit (Great Assurance® or Graded Benefit) policies.
2. Earn cash and other prizes with each level you hit.
3. Double your bonus. If you achieve a taken rate exceeding 80%, you'll double your cumulative bonus.²

Number of taken policies	Payout amount per level
5-9	\$150
10-14	\$200
15-19	\$250
20-24	\$300
25-29	\$350
30-39	\$400
40-49	\$450
50-64	\$500 + Two tickets to an exclusive Des Moines GWIC home office art tour and agent advisory meeting with leadership
65-84	Tumi luggage (\$700 value)
85-99	Trip for two to see Billy Joel in New York City live at Madison Square Garden, date to be determined
100+	Cartier Tank watch (\$3,000 value)

Example

Each level also qualifies for the preceding levels.

15 taken policies that fit all criteria = \$150 + \$200 + \$250 = \$600 total payout



If you have questions about GWIC's incentive program, please contact Agent Sales Support by calling 866-252-5594, option 2, or by emailing magentsupport@americanenterprise.com.

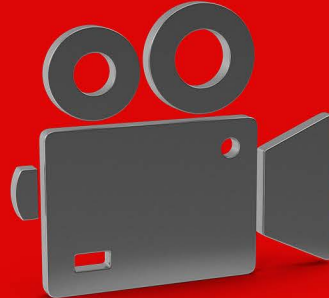
1. Taken rate is defined as the number of taken policies divided by the total applications submitted (minus any pending applications and any policies that have been issued but are not yet effective). A taken policy is any policy that goes into force and premium is retained.

2. The doubled bonus only applies to those who qualify and is only paid out on cash awards.



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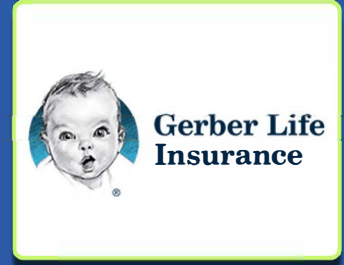
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