

the PULSE

What We Do Matters!

VOLUME 12 - ISSUE 13

HAVE A HAPPY EASTER NASB NATION!

AGENT OF THE WEEK

"PRIMETIME" MARTIN M

LAST WEEK MARTIN M WAS LIVE IN THE FIELD! HE WROTE A HUGE \$30,253 IN A/P ON 22 APPS! IT WAS A PRIME WEEK FOR PRIMETIME! WAY-TO-GO MARTIN!



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	\$831,085	912
Garrett H	\$716,564	789
Josh S	\$627,091	700
Keith T	\$594,930	684
Evan P	\$503,237	489
Greg B	\$447,365	427
Andrew E	\$397,129	436
Ashley C	\$376,399	377
Blair O	\$309,444	281
Nick G	\$254,018	236
Dusty T	\$252,791	262
Isaac S	\$242,550	409
Brian C	\$237,350	402
Cole T	\$173,914	214
Laura M	\$163,885	157
Max G III	\$156,825	181
Blythe W	\$145,749	161

TEAM	A/P	APPS
Garrett S	\$126,420	150
Shane R	\$106,400	125
Scott D	\$86,232	93
Will K	\$85,754	88
AJ R	\$83,601	91
Alex C	\$83,571	89
Kailyn B	\$76,639	77
Naomi G	\$72,570	90
Robert H	\$72,234	95
Alex M	\$68,057	70
Brian A	\$64,704	68
Mekayla M	\$56,668	61
Steven H	\$56,480	55
Mason D	\$54,369	40
James T	\$53,995	49
Cody L	\$52,155	61
Asia H	\$50,731	54

TEXT YOUR
PHOTOS &
STORIES
TO THE
BATPHONE!



770-840-5467



LAST WEEK'S Top Teams


\$20k-\$49,999k

TEAM	A/P	APPS	TEAM	A/P	APPS	TEAM	A/P	APPS
Abel H	\$48,608	64	Jalen D	\$34,613	29	Tai S	\$25,974	34
Derrick L	\$48,078	56	Chrystal S	\$33,642	36	Ali O	\$25,154	21
Dustin H	\$45,268	48	Josh T	\$31,704	46	Al-S	\$24,715	28
Branden D	\$44,676	55	Damon W	\$31,632	23	Marcus C	\$24,686	23
Rodney G	\$44,302	47	Dennis R	\$31,288	35	David E	\$24,230	34
Blake N	\$41,929	40	Joe B	\$31,141	35	Katie M	\$23,081	21
Dylan W	\$41,267	44	Jonathan J	\$29,665	5	Spencer V	\$22,865	29
Christina B	\$40,971	51	Fred F	\$29,538	20	Gerardo M	\$22,860	20
Storme C	\$40,350	52	Doug H	\$29,298	31	John H	\$22,343	20
Rafael R	\$40,010	53	Matt F	\$27,875	29	Alex P	\$22,338	23
Martin M	\$39,351	32	Gerardo P	\$27,869	40	Brittney P	\$22,058	24
Courtney P	\$39,256	56	Ryan B	\$27,693	31	Bethany W	\$21,844	17
Russell W III	\$39,151	33	Art T	\$27,446	36	Chelsea P	\$21,435	21
Jakob R	\$37,854	36	Danny B	\$27,253	28	Mike J	\$21,303	21
Mitch B	\$37,133	34	Stephen D	\$26,892	37	Mark B	\$21,251	18
Josiah M	\$35,827	37	Tracy E	\$26,236	31	Adrienne M	\$21,219	18
Nate S	\$34,764	45	Jaime M	\$26,154	34	Connor H	\$20,820	22



LAST WEEK'S

Top Teams

\$9k-\$19,999k 

TEAM	A/P	APPS
Tracy S	\$19,566	27
Owen M	\$19,566	27
Brooke M	\$18,505	20
Tyler K	\$18,475	18
Bobby P	\$18,373	30
Connor E	\$18,176	15
Ahmadou C	\$18,129	15
Jim H	\$17,621	17
Grayson R	\$17,413	17
Whitney H	\$17,376	13
Nate C	\$17,344	19
Walter G	\$17,239	21
Hobbs J	\$17,210	15
Zachary F	\$17,059	22
Jermaine W	\$16,852	22
Christopher H	\$16,740	19
Jack M	\$16,722	16
Eugene M	\$16,697	25

TEAM	A/P	APPS
Chris L	\$16,438	21
Eric G	\$16,257	19
Bobby B	\$15,972	18
Cam W	\$15,714	11
Candace N	\$15,539	17
Erin C	\$15,539	17
Amy M	\$15,150	27
Stephanie J	\$14,473	16
Sam P	\$14,421	13
Anthony H	\$14,377	15
Cat B	\$14,098	14
Anthony J	\$14,024	13
Riley P	\$13,361	12
Stacye T	\$12,885	11
Jason B	\$12,775	12
Crystal T	\$11,843	16
Shay J	\$11,660	13
Brittany F	\$11,521	10

TEAM	A/P	APPS
Nikki L	\$11,095	16
William D	\$10,857	15
Nick C	\$10,738	10
Dima F	\$10,738	10
Mikal R	\$10,737	11
Billy K	\$10,605	9
Becca A	\$10,558	9
Jenny G	\$10,483	14
Ineida A	\$10,250	15
Court L	\$10,250	8
Pat W	\$10,017	11
Brian J	\$10,008	9
Mason H	\$9,989	10
Larry G	\$9,886	9
Matt G	\$9,558	11
Janard H	\$9,492	7
Xavier C	\$9,435	11
Karen F	\$9,289	14

COURTNEY P
#1 app writer

WITH 37 APPS!



AGENT	A/P	APPS
Damon W	\$31,632	23
Martin M	\$30,253	22
Fred F	\$25,543	15
Courtney P	\$25,019	37
Steven C	\$23,354	19
Derrick L	\$16,911	13
Jaime M	\$16,064	15
Jim H	\$15,972	15
Gerardo P	\$15,865	14
Cameron W	\$15,714	11
Owen M	\$15,676	23
Nick G	\$15,216	11
Lydia W-T	\$13,999	6
Mike J	\$13,856	12
Naomi G	\$13,678	12
Russell W III	\$13,608	8
Mike T	\$13,571	9
Steven H	\$13,520	12
Jalen D	\$13,132	12
Christopher H	\$13,023	16
Jonathan M	\$12,934	10

AGENT	A/P	APPS
Chamberlain O	\$12,895	6
Stacye T	\$12,885	11
Ahmadou C	\$12,816	11
Chirstie N	\$12,076	15
Lydia M	\$12,004	26
Ashley G	\$11,844	5
William R	\$11,819	14
Bethany W	\$11,812	7
Shay J	\$11,660	13
Mitch B	\$11,193	12
Dima F	\$10,738	10
Robert H	\$10,732	14
Beverley C	\$10,456	8
Stephanie J	\$10,417	12
Laura B	\$10,376	11
Brittney P	\$10,373	13
Bryan B	\$10,344	14
Shelley B	\$10,090	19
Elizabeth F	\$10,012	10
Brian J	\$10,008	9

DEADLINE

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

LAST WEEK'S

Top Producers

AGENT	A/P	APPS
Damon W	\$31,632	23
Martin M	\$30,253	22
Fred F	\$25,543	15
Courtney P	\$25,019	37
Steven C	\$23,354	19
Derrick L	\$16,911	13
Jaime M	\$16,064	15
Jim H	\$15,972	15
Gerardo P	\$15,865	14
Cameron W	\$15,714	11
Owen M	\$15,676	23
Nick G	\$15,216	11
Lydia W-T	\$13,999	6
Mike J	\$13,856	12
Naomi G	\$13,678	12
Russell W III	\$13,608	8
Mike T	\$13,571	9
Steven H	\$13,520	12
Jalen D	\$13,132	12
Christopher H	\$13,023	16
Jonathan M	\$12,934	10
Chamberlain O	\$12,895	6
Stacye T	\$12,885	11
Ahmadou C	\$12,816	11
Chirstie N	\$12,076	15
Lydia M	\$12,004	26
Ashley G	\$11,844	5
William R	\$11,819	14
Bethany W	\$11,812	7
Shay J	\$11,660	13
Mitch B	\$11,193	12
Dima F	\$10,738	10
Robert H	\$10,732	14
Beverley C	\$10,456	8

AGENT	A/P	APPS
Stephanie J	\$10,417	12
Laura B	\$10,376	11
Brittney P	\$10,373	13
Bryan B	\$10,344	14
Shelley B	\$10,090	19
Elizabeth F	\$10,012	10
Brian J	\$10,008	9
Mason H	\$9,989	10
Larry G	\$9,886	9
Katie M	\$9,720	9
Addison D	\$9,669	10
Jonathan S	\$9,618	9
James A	\$9,602	20
Janard H	\$9,492	7
Spencer V	\$9,435	12
Cliff S	\$9,385	7
Brittany B	\$9,331	10
Carter P	\$9,264	9
Chrissy S	\$9,161	9
DeQuentin D	\$9,152	12
Daniel S	\$8,940	7
Smiley M	\$8,847	8
Shawn T	\$8,847	7
Billy K	\$8,839	7
Sergio D	\$8,704	8
Matthew T	\$8,610	11
Alstin V	\$8,530	6
Solon S	\$8,481	8
Tiffany T	\$8,394	7
Regine C	\$8,386	10
Mikal R	\$8,378	8
Mark B	\$8,366	7
Jack M	\$8,340	8
Maggie S	\$8,304	10

AGENT	A/P	APPS
Lucas S	\$8,163	11
Etta L	\$8,064	11
Brooke K	\$8,060	12
Brooke M	\$8,052	8
Joseph C	\$7,908	9
Jakob R	\$7,860	10
Samantha R	\$7,832	6
Micah T	\$7,811	7
Art T	\$7,783	8
Brett M	\$7,739	6
Levi H	\$7,731	6
Lois M	\$7,637	7
Corinne C	\$7,585	5
Branden D	\$7,522	9
James T	\$7,409	7
Ronnie B	\$7,384	7
Alicia W	\$7,348	5
Greg D	\$7,344	9
Danielle S	\$7,340	7
Dennis R	\$7,299	8
Keeshonya R	\$7,294	11
Daniel K	\$7,133	6
Sarah S	\$7,110	8
Sam P	\$7,072	6
Christian A	\$7,062	7
Valeska P	\$7,040	9
Jonathan J	\$7,013	9
Jackie M	\$7,003	8
Alex J	\$7,000	8
John H	\$6,969	7
Jason B	\$6,923	6
Ali E	\$6,912	4
Zach	\$6,889	8
Rodney G	\$6,846	9

LAST WEEK'S

Top Producers

AGENT	A/P	APPS
Daniel L	\$6,840	8
Cristian S	\$6,799	6
Joshua M	\$6,793	7
Tracy E	\$6,791	5
Rebekah H	\$6,734	6
Kailyn B	\$6,721	8
Kristi J	\$6,694	14
Josh W	\$6,670	9
Chance L	\$6,660	5
Jermaine W	\$6,636	10
Josiah A	\$6,624	12
Bobby B	\$6,599	5
Loc P	\$6,586	7
Hobbs J	\$6,520	4
Chelsea P	\$6,431	5
Skye H	\$6,394	4
Christie S	\$6,390	5
Renee F	\$6,386	5
Tim N	\$6,377	4
Felisha L	\$6,374	8
Kiana T	\$6,358	7
Titus H	\$6,336	6
Semos K	\$6,310	4
Riley P	\$6,234	7
Rafael M	\$6,206	9
Matt C	\$6,205	4
Bryson S	\$6,192	4
Jere M	\$6,174	8
Cameron M	\$6,152	6
Taylor C	\$6,151	8
Jack G	\$6,144	8
Austin J B	\$6,142	5
Melody T	\$6,122	5
Dajon T	\$6,100	5

AGENT	A/P	APPS
Will B	\$6,080	5
Patrick W	\$5,964	4
Olivia O	\$5,936	7
Will F	\$5,927	6
Patrick B	\$5,925	4
Mario F	\$5,912	6
Teona H	\$5,853	4
Jordan B	\$5,852	6
Josiah M	\$5,841	5
Dale P	\$5,799	7
Chad S	\$5,774	6
Ashton M	\$5,770	6
Amanda F	\$5,747	8
Nick D	\$5,732	6
Nikki L	\$5,731	8
Peggy E	\$5,701	8
Taylor R	\$5,680	7
Abass A	\$5,674	7
Dawn G	\$5,665	3
Ryan B	\$5,635	7
Parker T	\$5,630	5
Marcus A	\$5,618	5
Josh J	\$5,596	5
David E	\$5,560	7
Brandi B	\$5,558	7
Joese L	\$5,540	5
Mike R	\$5,459	4
Brandon R	\$5,447	8
Bill E	\$5,406	5
Tammy H	\$5,379	7
Grant W	\$5,369	6
Chasity J	\$5,333	6
Nicholas B	\$5,232	6
AJ R	\$5,220	8

AGENT	A/P	APPS
Anis B	\$5,206	3
Ernie P	\$5,200	7
John M	\$5,200	5
Yassir A	\$5,196	5
Kathleen I	\$5,173	4
Tissany A	\$5,171	8
Luke A	\$5,161	4
Tyler E	\$5,127	6
Nikki F	\$5,127	4
John S	\$5,088	4
Bailey G	\$5,069	4
Karim M	\$5,060	4
Eli S	\$5,038	7
Cody W	\$5,025	4
Semenya J	\$5,018	7
Debbie W	\$4,988	5
Michael C	\$4,977	7
Michelle J	\$4,970	5
Trina C	\$4,965	7
Elizabeth C	\$4,946	3
Crystal J	\$4,942	5
Melody C	\$4,926	8
Linda S	\$4,920	7
Brianna L	\$4,917	4
Grace S	\$4,908	11
Walter G	\$4,892	7
Francis T	\$4,882	5
Garrett H	\$4,832	4
Ted S	\$4,779	5
Victor	\$4,763	6
Kalid H	\$4,758	6
Ryan S	\$4,749	10
Ineida A	\$4,710	5
Avery P	\$4,704	4

LAST WEEK'S

Top Producers

AGENT	A/P	APPS
Josh M	\$4,683	4
Skylor G	\$4,662	6
Chad A	\$4,650	4
Freddie E	\$4,647	3
Ashley T	\$4,645	6
Ryan B	\$4,636	7
Court L	\$4,620	3
Donyel R	\$4,617	7
Nick B	\$4,616	6
Jay V	\$4,567	6
Kaleb R	\$4,560	2
Connor E	\$4,551	5
Shyla B	\$4,523	6
Thomas B	\$4,508	8
Deon M	\$4,500	6
Justin R	\$4,500	3
Hal C	\$4,488	3
Pat B	\$4,462	5
Joe H	\$4,436	5
Ali O	\$4,428	2
Gary P	\$4,415	8
Parker H	\$4,397	7
Oscar H	\$4,378	6
Zach G	\$4,375	4
Taylor M	\$4,360	4
Brittney B	\$4,344	3
Ryan W	\$4,340	4
Andrea W	\$4,327	3
Brandon G	\$4,296	4
Alex P	\$4,279	4
Joshua T	\$4,266	6
Jon G	\$4,224	5
Andres R	\$4,222	6
Cody L	\$4,221	5

AGENT	A/P	APPS
Antonio I	\$4,213	5
Skye K	\$4,209	4
Christina B	\$4,188	7
Doug H	\$4,153	4
Michael S	\$4,148	8
William K	\$4,142	3
Tracie B	\$4,120	5
Brian Co	\$4,108	6
Becca A	\$4,105	4
Nate C	\$4,100	3
Rachel J	\$4,099	4
Samantha B	\$4,096	5
Graham W	\$4,078	4
Stephen D	\$4,072	9
Robert C	\$4,070	5
Dylan W	\$4,060	4
Elayne G	\$4,056	4
Abel H	\$4,055	7
Jennifer M	\$4,048	4
Renee H	\$4,048	2
Brittany F	\$4,043	3
Mary Kate S	\$4,021	4
Ali A	\$4,003	6
Tonia W	\$3,995	5
George M	\$3,980	6
Elizabeth W	\$3,978	3
Stephen M	\$3,976	1
Logan Y	\$3,972	3
Samantha T	\$3,955	2
Joel F	\$3,953	6
Chris R	\$3,905	2
Randall P	\$3,890	4
Ryan S	\$3,872	5
Laquanda S	\$3,869	3

AGENT	A/P	APPS
Tai S	\$3,867	8
William D	\$3,856	5
Shawtae B	\$3,838	8
Dalton W	\$3,833	3
Linda D	\$3,831	5
Jeff B	\$3,826	4
Mike D	\$3,808	4
Jake K	\$3,804	2
Milan S	\$3,792	1
Shelby M	\$3,789	2
Matt O	\$3,783	2
Sherri W	\$3,774	3
Dawn J	\$3,767	5
Alicia R	\$3,757	8
Anthony H	\$3,740	6
Nelson C	\$3,736	6
Blair O	\$3,727	4
Frank S	\$3,717	3
Asia G	\$3,714	4
Tyler K	\$3,680	5
Jen N	\$3,679	3
Kaden G	\$3,676	4
Ashley F	\$3,660	6
Cody P	\$3,651	5
Vivian G	\$3,651	3
Chris L	\$3,648	2
Zachary F	\$3,636	3
Alayna M	\$3,632	3
Ashley B	\$3,631	5
Jake M	\$3,626	2
Renauld L	\$3,587	6
Josh A	\$3,586	5
Robert C	\$3,582	5
Canton L	\$3,560	3

LAST WEEK'S

Top Producers

AGENT	A/P	APPS
Bill P	\$3,545	4
Carter M	\$3,543	4
Zamantha M	\$3,528	4
Callie W	\$3,520	6
Chris N	\$3,516	4
Chantel H	\$3,504	5
Karen B	\$3,497	3
Caleb B	\$3,480	7
Amy M	\$3,467	4
Brad K	\$3,458	5
Anthony J	\$3,419	4
John G	\$3,412	3
Jenny G	\$3,396	7
Jeremiah M	\$3,396	3
Cody S	\$3,390	4
Eugene M	\$3,384	7
Kendra R	\$3,384	5
Whitney H	\$3,377	7

AGENT	A/P	APPS
Bruce C	\$3,375	2
Kim H	\$3,365	3
Cat B	\$3,360	4
Alan R	\$3,339	4
Blake H	\$3,336	4
Matthew M	\$3,312	2
Deedee P	\$3,308	7
Ashley M	\$3,305	5
Cortez J	\$3,304	5
Bill D	\$3,302	4
Shanna B	\$3,292	4
Ann B	\$3,278	4
Krystle H	\$3,268	4
Jim M	\$3,252	4
Tanya V	\$3,235	4
Hunter B	\$3,232	5
Brandon L	\$3,211	4
Carlos R	\$3,177	4

AGENT	A/P	APPS
Lacey L	\$3,164	5
Matt F	\$3,160	4
Chris M	\$3,148	5
Bob G	\$3,130	3
Lucas D	\$3,119	4
Delores A	\$3,118	5
Amir K	\$3,109	4
Mike R	\$3,106	5
Jake T	\$3,083	4
Lauren S	\$3,075	4
Sheena W	\$3,072	6
Leslie B	\$3,062	4
Christina S	\$3,046	3
Laura S	\$3,046	3
Elizabeth S	\$3,041	5
Lana F	\$3,001	3
Jillian M	\$3,001	3

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





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.



NASB

 HOLIDAY HOURS

NASB OFFICES WILL BE CLOSED
FRIDAY, APRIL 7TH FOR GOOD FRIDAY.
WE WILL BE BACK IN THE OFFICE
ON MONDAY APRIL 10TH



HAPPY EASTER


 NASB FAMILY



SUMMER

Richmond, VA

CAMP



1021 Koger Center Blvd Richmond VA 23235

06.23.23

9:00a - 4:00p

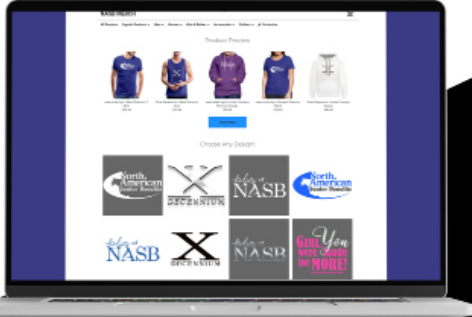
NEW! NASB CUSTOM MERCH SHOP!

**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!

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IS NOT LIFE INSURANCE**



**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.

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.

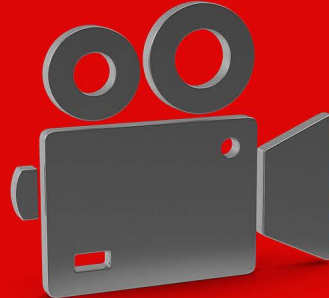
- **First-year paid annualized premium:** term, whole life, and index universal life
- **Target plus 10% of any first-year excess premium:** index universal life
- **No credits:** fixed and variable annuities, and all business written through Transamerica Financial Life Insurance Company





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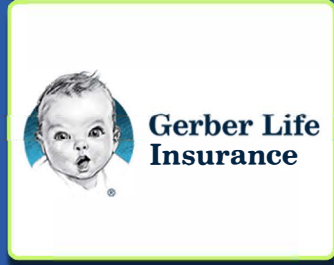
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