



## Rules

- This year, the tournament will be a bracket challenge between Directs (minus downline Directs) and their teams (25 in all); however, at the end of the qualification period, the top three overall Producers will also be awarded individual prizes. (See prize details)
- The first and second week of the tournament are a combined two-week turn in. **Only the top 25 agents (and any remaining Directs) will be allowed to compete in the final two weeks.** (See schedule)
- **NO SANDBAGGING!** Any agent that holds business to pad numbers for upcoming weeks will be disqualified.
- **Contestants must be registered and in good standing for the 2020 Celebrate Life Conference after the first round ends on 11/8.**

## How to Earn Points

Each week, points earned by the top five producers and the top five recruiters within each Direct team will be added together to reflect each Direct's total points for the week. Overall Producer totals will be calculated separately.

- 1 point earned per submitted application
  - Applications written by agents on themselves or their immediate family members will not earn points
  - Applications must be entered into the OPT! system and received by SFG Corporate before each week's turn-in deadline. All business must be submitted to SFG Corporate by 11:59pm EST on Fridays, or it will count for the following week. **NO EXCEPTIONS!**
  - Applications that require contracting: Any pending items from your SFG contract must be submitted to the SFG Contracting Department by 5pm EST on Fridays or the business will count for the following week.
- 1 point earned per recruit (may be licensed or unlicensed) *with completed contract and proof of pre-licensing course enrollment, dated during the qualification period.*

## Tie Breaker

In the event of a tie, the win will go to the Producer or Direct with the highest APV (\$7,500 max credit applies).

## How to Submit Unlicensed Recruits to SFG Contracting

Please submit the following information to [contracting@sfglife.com](mailto:contracting@sfglife.com)

**Subject Line** - Unlicensed Recruit

*The body of the email must contain the following information:*

- |                 |                         |
|-----------------|-------------------------|
| - Full Name     | - Commission Percentage |
| - Direct Upline | - Email                 |
| - Agency Owner  | - State of Residence    |

**Attached in PDF Format** - A fully scrubbed and completed contract and proof of enrollment in a pre-licensing course.