



WHERE **MAGIC**
HAPPENS



Qualification period

January 1–December 31, 2020
by 12:00 PM (CST)



Event date

PRESIDENT'S CLUB
May 25–29, 2021
5 Days | 4 Nights

CHAIRMAN'S CLUB
May 25–31, 2021
7 Days | 6 Nights

Summit travel requires an overnight flight
to Dublin



Destination

President's Club:
Dublin, Ireland
Chairman's Club:
Dublin & Kildare, Ireland



QUALIFICATIONS FOR PRESIDENT'S CLUB

MINIMUM NBC REQUIREMENTS

Marketing General Agents (MGAs)	Year 1	\$130,000
	Year 2	\$195,000
	Year 3+	\$275,000
General Agents Under MGAs (GAs)	Year 1	\$85,000
	Year 2	\$125,000
	Year 3+	\$170,000
Personal Producing General Agents (PPGAs)	Year 1	\$65,000
	Year 2	\$90,000
	Year 3+	\$120,000
Writing Agents (WAs)	Year 1	\$40,000
	Year 2	\$62,500
	Year 3+	\$85,000

Notes:

- Year 1 Agency:** An agency with less than 19 months under contract at the end of the Summit qualification period.
- Year 2 Agency:** An agency with more than 18 but less than 31 months under contract at the end of the Summit qualification period.
- Year 3+ Agency:** An agency with more than 30 months under contract at the end of the Summit qualification period.





QUALIFICATIONS FOR CHAIRMAN'S CLUB

The top three qualifiers in each category who also meet the NBC requirements will qualify for the elite Chairman's Club level.

SPECIAL REMINDERS

Product/Coverage: New Business Credit (NBC) percentage*

- **Whole Life:** 52.5%
- **Horizon Legacy™ (SPWL):** 3%
- **PUA Riders:** 2.50%
- **Term Riders:** 52.5%
- **Child Rider:** 35%
- **Term:** 60%
- **Integrity Annuities:** 3%

Minimum Paid Lives: 6

Minimum Persistency: 85%, 36-Month Premium Persistency Rate

**Subject to change*



ADDITIONAL INFORMATION

New Business Credit (NBC): New Business Credit is calculated on a percentage of production annualized premiums.

Production: Requirements must be met through the production of Mutual Trust life and annuity products.

Summit Standings: The Summit standings are updated at the end of each business day under the Summit section of the Agent Web Site.

Co-General Agents: Co-General Agents need double the agency production requirements for both General Agents to qualify for either the President's Club or Chairman's Club.

Qualifications: Qualifications for the Summit include expenses for the qualifier and spouse or guest. It is company policy that the "guest" may not be a producer contracted with Mutual Trust. A producer may not attend either Summit event unless he/she has qualified on his/her production.

Mutual Trust Life Insurance Company reserves the right to terminate this promotion at any time. Mutual Trust also reserves the sole right to validate the eligibility of guests to attend and to determine whether any business submitted has met the necessary criteria to award this promotion.

Any questions pertaining to this offer should be directed to Mutual Trust's Home Office.

