

Agent qualifications



The 2022 Leaders Conference qualifiers will receive five nights of luxury accommodations at the Fairmont Le Montreux Palace in Montreux, Switzerland, air travel to and from Geneva, and transfers to and from the airport. Meals will be provided at company-sponsored events. The dates of the trip are June 7-12, 2022.

PROPERTY AND CASUALTY QUALIFICATIONS

The agency must have a minimum of \$750,000 direct written premium.

- The agency achieving \$250,000 in premium growth qualifies one agent and one guest. The premium amount includes personal lines, commercial lines and workers' compensation. The agency's three-year loss ratio must be at or below 52%.
- The agency may reduce the needed growth number by \$50,000 if five life cases are placed in the eligible qualifying year.

WORKERS' COMPENSATION-ONLY AGENCY QUALIFICATIONS

AGENCY LOCATION PREMIUMS	LOSS RATIO (24 MONTHS)	MINIMUM NUMBER OF WORKERS' COMPENSATION POLICIES	NUMBER OF NEW POLICIES WRITTEN	PREMIUM GROWTH
\$750,000 - \$1,499,999	≤45%	10	5	\$175,000
\$1,500,000 - \$2,499,999	≤45%	N/A	5	\$175,000
≥ \$2,500,000	≤45%	N/A	N/A	\$175,000

COMBINED PROPERTY AND CASUALTY/LIFE QUALIFICATIONS

The agency must have a minimum of \$750,000 direct written premium. Each of the following qualifies one agent and one guest.

- \$22,000 of premium credit and 24 life policies, plus \$100,000 of property and casualty premium growth.
- \$22,000 of premium credit and 24 life policies, plus \$100,000 of property and casualty new business premium.

Each option above requires the three-year loss ratio to be at or below 52%.

Contact your life regional sales manager for an explanation of how premium credit is calculated.

LIFE-ONLY QUALIFICATIONS

The following qualifies one agent and one guest.

	LIFE POLICY COUNT		PREMIUM CREDIT
Agency	40	AND	\$60,000
Producer	30		\$45,000

The agency or producer must have a minimum life persistency of 75%, as measured by the life company.

NOTES

- A maximum of two trips may be earned by any agency location.
- A maximum of one trip may be earned by a workers' compensation-only agency location.
- If a life-only agency producer qualifies, the agency location cannot also qualify under the agency qualification.
- For agencies appointed in 2021, the three-year loss ratio is not required. In lieu of that, you need to qualify for profit-sharing in 2021.
- For states with dividend plans available, loss ratio is calculated after dividend is paid.
- Broad Street Brokerage (BSB) production may count for up to half the life premium credit and case qualification. BSB premium credit is detailed in the BSB premium credit brochure.
- Annuity premium credit and cases do not count toward qualification.
- Life insurance funded by a distribution from a qualified retirement plan does not count toward qualification.
- Qualification period is Friday, Jan. 1, 2021, through Friday, Dec. 31, 2021.
- Gratuities will be paid for bell staff, housekeeping and wait staff at company-sponsored events.

