

AGENT QUALIFICATIONS

JUNE 2-7, 2020



2020 Leaders Conference | Grand Wailea

The 2020 Leaders Conference qualifiers will receive five nights of luxury accommodations, June 2-7, 2020, at Grand Wailea in Maui; air travel to and from Grand Wailea; and transfers to and from the airport. Certain company-paid excursions and outings, as well as company-sponsored receptions and meals, are also provided. Gratuities will be paid for bell staff, housekeeping and wait staff at company-sponsored events.

Property and casualty qualifications

AGENCY: Must have a minimum of \$500,000 direct written premium at year-end 2019.

- Agency achieving \$200,000 in premium growth qualifies one agent and guest. Premium amount includes personal lines, commercial lines and workers' compensation. The agency's three-year loss ratio must be at or below 52 percent.
- 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
\$500,000-\$1,499,999	≤ 45%	10	5	\$150,000
\$1,500,000-\$2,499,999	≤ 45%	N/A	5	\$150,000
≥ \$2,500,000	≤ 45%	N/A	N/A	\$150,000

Combined property and casualty/life qualifications

Each of the following qualifies one agent and guest:

- \$22,000 of premium credit and 24 life policies, plus \$80,000 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 percent.
 - No more than 50 percent of the premium credit may come from workers' compensation policies.

Contact Motorists Life Sales for an explanation of how premium credit is calculated.

Life-only agency qualifications

The following qualifies one agent and one guest:

	LIFE POLICY COUNT		PREMIUM CREDIT
Agency	36	AND	\$48,000
Producer	24		\$36,000

Must have a minimum life persistency of 75 percent, as measured by Motorists Life.

AGENCY QUALIFICATION NOTES

- A maximum of four trips may be earned by any agency, including producer trips.
- All premium credit from producer-earned trips is excluded from the agency qualification numbers.
- For agencies appointed in 2019, the three-year loss ratio is not required. In lieu of that, you need to qualify for profit-sharing in 2019.
- For states with dividend plans available, loss ratio is calculated after dividend is paid.
- Broad Street Brokerage production may count for up to half the life premium credit and case qualification. Broad Street Brokerage premium credit is detailed in the Broad Street Brokerage 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 Tuesday, Jan. 1, 2019, through Tuesday, Dec. 31, 2019.