

# 2012 PARTNERS IN SUCCESS QUALIFICATIONS

**Qualification Period:  
March 1, 2011 – August 31, 2011**



**Program Location  
And Dates**      **Bellagio®, Las Vegas, Nevada**  
February 8-9, 2012

**Invitations**      **An invitation to North American's Partners in Success meeting includes:**

- Access to all meetings and workshops.
- Meals during the program.
- Hotel room accommodations.

**This invitation does NOT include**

- Air and ground transportation.

## **Producer Qualification Requirements**

- Agents under Partner MGAs who produce \$25,000 in Paid Annualized Life Premium (PALP) during the qualification period will earn an invitation. Exchanges, internal replacements and conversions count toward PALP to the extent that they are commissionable.
- Agents under Partner MGAs who produce an additional \$12,500 in PALP (\$37,500 total) will earn one additional room night, the evening of February 7, 2012. (Alternative dates may not be substituted.)

## **"Own Expense" Invitations**

- Partner MGAs may invite key office staff members to attend this event. These invitations must be approved by North American and are subject to our meeting space availability. Agents not currently contracted with North American may not attend.

These invitees may attend all meetings and workshops. A fee (to be determined) will be assessed for participation in company sponsored meals. Hotel, air and ground transportation are **NOT** included.

## **Spouses**

- Spouses may attend all meetings and workshops. A fee (to be determined) will be assessed for participation in company sponsored meals.



**We're Here for Life®**  
Executive Office  
525 W Van Buren  
Chicago, IL 60607

Final determination of Partners in Success qualification will be at the sole discretion of North American Company for Life and Health and we reserve the right to deny attendance to any qualifier. North American Company for Life and Health also has full power and authority to determine the validity of all credit awards and to approve all invitations. Conventions can be cancelled without notice and without any obligation on the part of North American Company for Life and Health to any person. Invitations are non-transferable and may not be redeemed in cash. Agents who have requested no publicity are not eligible for conference qualification. Invitees must be duly licensed and appointed with North American Company for Life and Health, and submitting a normal amount of business at the time of conference in order to receive an invitation. All expenses, both agent and approved guests related to the Convention will be considered additional compensation to the agents and will be reported by the Company to the IRS.

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