

GPM LIFE 2019 Conference of Champions

Qualifying Period: January 1 through December 31, 2018

JAMAICA



To be considered in the TOP 15 Personal Producers you must have a minimum of	50,000 Credits ¹ and a	minimum 12-month in-force ratio of	85%	or
	60,000 Credits ¹ and a	minimum 12-month in-force ratio of	80%	
To be considered in the TOP 4 MGAs you must have a minimum of	200,000 aggregate Credits ¹ and an	aggregate Agency minimum 12-month in-force ratio of	75%	

¹Credits = Weighted Net Production Amount (NPA) by plan type:

Universal Life insurance -	120%	of the lesser of first year annualized or target premium (no credit for excess premium)
Term life insurance -	100%	of first year annualized premium
Whole Life insurance -	100%	of first year annualized premium
Annuity -	6%	of GPM Life's SPDA premium
	5%	of LSW (National Life Group) Indexed Annuity through GPM, to a maximum of 25% of your total Life NPA from GPM products

Note: Family business will be given individual consideration for eligibility