

# 2018 Convention

June 14th - 19th

THE *Fairmont*  
Chateau Whistler



*Fairmont Chateau  
Whistler, BC*

The luxurious Fairmont Chateau Whistler resort is located at the base of Blackcomb Mountain in Whistler, British Columbia.

Whistler's premier ski, golf and spa resort, Fairmont Chateau Whistler carries on Fairmont's tradition of impeccable service in mountain retreats.

Club "40", which includes the Top 25 Producers and the Top 15 IMOs and/or General Agents, will receive special recognition and awards, as well as an additional night at the landmark luxury mountain resort Fairmont Chateau Whistler.

## CLUB 40

5 Nights

Thursday - Tuesday

6/14/18 - 6/19/18

## PRODUCERS

4 Nights

Friday - Tuesday

6/15/18 - 6/19/18

## PRODUCTION REQUIREMENTS

Producers - \$75,000

IMO/MGAs - \$750,000

## QUALIFICATION PERIOD

January 1 - December 31, 2017

For complete details, see the Convention Qualification Guidelines listed on the back.

American Amicable Life Insurance Company of TX  
IA American Life Insurance Company  
Occidental Life Insurance Company of NC  
Pioneer American Insurance Company  
Pioneer Security Life Insurance Company

# CONVENTION 2018

## *Fairmont Chateau Whistler*

Thursday, 6/14/18 - Tuesday, 6/19/18

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### 2018 CONVENTION QUALIFICATION GUIDELINES

**Qualification Period:** *January 1 - December 31, 2017*

Attendance is by invitation\* and is based on annualized first year net issued and delivered life insurance premium during the qualification period and is credited at 100% with the exception of the following:

- *No credit on Annuity Policies or Annuity Riders*

**Qualifiers must meet persistency and placement requirements**

**Maximum 2 Principals per IMO (\$750,000 x 2 maximum)**

Invitations are for qualifier and one official guest only. Official guests must be 18 or over. Office staff and non-qualifying agents are not eligible to attend as guests of qualifiers.

Company is not responsible for making arrangements for anyone other than qualifiers and one adult guest to include: rooms, air, transfers or activities. No extra guests or anyone under 18 years of age are permitted to attend Company functions.

Company will make transfer arrangements, room reservations and activity arrangements on designated dates only.\*\*

\* *Attendance is by Company invitation only. Invitations are not transferable and may not be redeemed in cash. Invitees must be in good standing with the Company, duly licensed and appointed with an American-Amicable Group Company, and producing and submitting a normal amount of business at the time of convention in order to receive an invitation. The Company reserves the right to withhold an invitation.*

\*\* *The Company reserves the right to charge a qualifier's account, due to late cancellation or failure to attend, for actual expenses incurred by the Company on behalf of either the qualifier and/or their official guest, to include but not limited to airfare, hotels, transfers, activities, and functions.*

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