



National Life
Group®

Experience Life®

2018
CONFERENCE *of*
Champions

May 16 – 20, 2018
Fairmont Southampton

BERMUDA



National Life Insurance Company® | Life Insurance Company of the Southwest®

National Life Group® is a trade name of National Life Insurance Company® (NLIC), Montpelier, VT, Life Insurance Company of the Southwest® (LSW), Addison, TX, and their affiliates. LSW is not an authorized insurer in New York and does not conduct insurance business in New York. Each company of the National Life Group is solely responsible for its own financial condition and contractual obligations.

For Agent Use Only - Not For Use With The Public

2018 Conference of Champions Qualification Requirements

First Year Contract Qualification Requirements: 66,000 Conference of Champions Credits (Includes trip for Producer only)

Producer Qualification Requirements: 100,000 Conference of Champions Credits (Includes trip for Producer & Guest)

- Conference of Champions (“COC”) Credits are based upon the total of your qualifying life and annuity sales from 1/1/17 – 12/31/17. Each individual producer must meet the above qualification requirements, regardless of the date contracted, applying the Product Weightings in Section 2 below. A minimum of six (6) qualifying policies is required to be eligible. First year contract qualification is available to agents who are initially contracted in the 2017 calendar year, reach the required 66,000 COC Credits and have a minimum of five(5) qualifying policies. Qualifier can pay to bring a guest (air, guest fees, etc.).
- Eligible Premium*

Product Type	COC Credits
\$1 of Target UL, and/or Whole Life/Term Premium	1.00 Credit
\$1 of 1st Year Annualized Annuity Flow Premium ¹	0.25 Credit
\$1 of Annualized Increase to Annuity Flow Premium ²	0.25 Credit
\$1 of SPDA or Single Sum Dump-in Premium	0.06 Credit

*Sales of products in IRAs or ERISA governed qualified plans paid on or after April 10, 2017 will not count towards Conference of Champions Credits.

- The term “individual producer” refers to any person appointed as an agent of companies with the National Life Group, except those specifically excluded below: a) agents contracted through NLFA or ValuTeachers; b) agents contracted through organizations who have opted out, with prior written permission, from participating in the Conference of Champions; or c) any other agent/ organization determined at a future date to be ineligible.

4. Definitions, Limitations and Exclusions:

a. Definitions

- 1st Year Annualized Flow Premium:** The expected premium, subject to the limitations herein, to be received in the first policy year when considering the amount of initial payment, payment modes, special payment patterns and any other factors National Life Group deems relevant.
- Qualified Flow Increase:** This occurs to the extent a second consecutive modal premium paid via salary reduction/deduction during policy years 2-10, when annualized, exceeds the highest anticipated flexible premiums to be paid into the policy during a prior policy year. Subject to PIP rules and details.

b. Limitations

- Life Premium in excess of Target Credits are only awarded based on annualized expected premium.
- Annuity sales in excess of \$750,000 of SPDA premium on a single life or \$25,000 in first year annualized flow on a single life.
- Single sum payments into existing annuity policies during the first 5 policy years will receive 0.06 credit per premium dollar subject to above maximum. Thereafter, any single sum payment will receive no credit.
- Increases to annualized flow premiums are applicable to individual policies issued in calendar years 2005 and

thereafter and only to qualifying increases in policy years 2 through 10 for such policies.

c. Exclusions

- All National Life life and annuity products, mutual funds, and variable annuity products are excluded.
- Sales from SureRate, RetireMax Secure products, NL policies, or SPIA, 3121 Plans, Group Unallocated Annuities or other products deemed to be ineligible.
- Sales of products in IRAs or ERISA governed qualified plans paid on or after April 10, 2017 will not count towards Conference of Champions Credits.

- COC Credit of .06 is awarded for each dollar of net annuity premium increase (on any salary reduction/deduction and monthly bank draft) after the first policy year. Writing agent is responsible for tracking increases and submitting same for possible credit.
- Conference of Champions Credit is awarded to the agent(s) whose signature(s) and number(s) are shown on the application. We reserve the right to adjust Conference of Champions Credits for case size, family or controlled business, or for any other unusual circumstances.
- Producers with persistency of less than 65% on life insurance sales may not be eligible to receive an invitation. The persistency minimum does not apply to producers that have less than 10 cases or \$10,000 of issued premium between October 1, 2014, through September 30, 2015. Persistency is measured using the 24-month persistency measurement. Production credit for each policy will be given to the agent whose signature and number are shown on the application.
- Conference of Champions Credits will be applied pro-rata to any adjustments to commissionable premium or commission rates.
- Conference of Champions Credits are awarded in the year in which the policy is paid. No credits are given for sales that are “Not Taken.” A deduction of credits may occur in the current or subsequent year if the premium on which an award is based is not collected, is refunded for any reason, and/or the commission on a policy is wholly or partially charged back. The Company will use its records to determine qualifications and make all judgments regarding applicable business.
- There is no cash alternative or substitution in lieu of attendance at the Conference of Champions.
- If you hold a Securities license, you will need to consult with your Broker-Dealer to see if you are eligible for invitation to the Conference of Champions, based on your National Life Group annuity and life sales.
- You must be a producer actively writing with National Life Group, eligible to participate, and in good standing to receive an invitation. All eligible agents must meet the conference requirements in order to attend, nonqualified agents cannot be considered a guest of a qualifying agent. NLGroup reserves the right to determine eligibility based on company records, and attendance is by invitation only.
- Invitation to the Conference of Champions is for the qualifier and a guest.
- Awards are taxable according to IRS Rules and a 1099 will be issued, to the extent applicable.
- Credits may not be transferred to another producer.
- We reserve the right to terminate or modify any bonus or incentive program at anytime.

Production requirements apply to LSW products only. National Life life and annuity products, and all securities, mutual fund and variable annuity products, are excluded.

1 Paid by salary reduction/deduction payments and/or monthly bank draft.

2 Subject to Premium Increase Program (PIP) rules and eligibility. See PIP Flyer for more information.