

2022 Conference Production Requirements

(Based on 2021 Production)

2022 Danube River Cruise Summit ¹ March 27 - April 3, 2022	Production Required	AIC/AAS GDC Credit 30% Maximum Credit ²	Life/DI Only
Summit of the Inner Circle	254,000 with 116,000 Life & DI Minimum	76,200	203,000

2022 Greenbrier Leaders Conference June 8 - 12, 2022	Production Required	AIC/AAS GDC Credit 30% Maximum Credit ²	Life/DI Only
Inner Circle ³	181,000 with 46,000 Life & DI Minimum	54,300	130,000
Leaders Court ⁴	144,000	43,200	90,000
President's Club	83,000	24,900	50,000
Veterans ⁵	46,000	13,800	36,000
Associate President's Club ⁶			
Contracted in 2019	61,000	18,300	42,000
Contracted in 2020	46,000	13,800	36,000
Contracted in 2021	37,000	11,100	27,000

¹ Summit of the Inner Circle requires an 8 life and DI minimum policy count.

² AIC sales will be credited at 75% of Gross Dealer Concession and are limited to 30% of respective Club requirement. Commissions associated with sales of securities products including but not limited to mutual funds, stocks, bonds, UITs, and alternative investments to Massachusetts clients or by Massachusetts financial professionals are excluded from AIC GDC.

³ Extra day (June 7) at Leaders Conference is extended to Inner Circle exclusively.

⁴ Eligibility for the Agent Non-Contributory Deferred Compensation Plan is awarded at Leaders Court qualification level and above.

⁵ Veteran status is defined as the sum of the age plus years of conference qualification to equal 75 or more. The minimum age must be at least 60 and the cumulative years of club qualification must be a minimum of 10 for a combined total of 75.

⁶ Associate status is defined as individuals new to the industry and eligible for new agent financing programs. Associates must also have satisfied his/her Agent Contract production requirement.

Reduction in Required Production allowed in 2021

The requirements in the charts above can be reduced by 5% if the associate has qualified for Leaders Conference 10+ years.

Tenure (10+ Years Conference Qualification)

5%

Paid life policy credit

Paid Life Policies	Conference Credit
10	1,000
20	2,500
30	4,000
40	6,000
50	10,000

Note: Focus 10 policies receive one credit for each five policies. Split cases will be credited based on the percentage of the policy.

Conference Production Crediting

- Individual life and DI will receive 100% of FYC.
- Group dental and vision insurance will be credited at 100% paid first year commissions.
- Fixed annuities will be credited at 3% of commissionable deposits.
- Representatives affiliated with outside Broker/Dealers must qualify for non-cash benefits based exclusively on the fixed life and annuity business offered through affiliates of Ameritas. Necessary adjustments will be made at year end to exclude variable products.

Please Note: The production credit formula differs from Agent Contract validation.



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