

2018

# IRELAND

LEADERS CONFERENCE



Arrive: April 20, 2018  
Depart: April 25, 2018

## Qualification Period

Applications must be submitted and received between the following dates:

August 1, 2016 - December 31, 2017

Experience one of the most enchanting and culturally rich countries in the world. From beautiful scenery, friendly locals, fascinating history and delectable food and drink, there are countless reasons to visit Ireland. Ancient castles and ruins, mystical stories and legends, rolling green hills, crashing waves and quaint rural villages await you.

Our adventure will begin in Dublin, one of the world's top 10 cities to visit! This invigorating Viking city is at once modern and historic, exciting and relaxing. Whether you would enjoy walking through the streets of story-filled history, or strolling into an old Dublin pub for some fish and chips, you are sure to have a magical adventure.

Next, we will head to the gateway to southwestern Ireland, County Limerick. There, we will enjoy the newly renovated castle resort, Adare Manor. It is rated one of the top castles to visit in Ireland and it does not disappoint. Enjoy a round of golf or take a stroll through the 840 acre estate. Located just outside the gate is the postcard perfect, Adare Village, where you will find traditional cottages and ancient stone walls that preserve the spirit of an unspoiled Ireland.

# IRELAND LEADERS CONFERENCE



April 20, 2018 - April 25, 2018



## 100% Credit

- Critical Illness
- Dental Plus
- Gap
- Enhanced Accident
- Final Expense
- MA Gap
- Health Saver Plus
- Medicare Supplement  
[Age 65 & over only] Excluding guarantee issue & conversion business. 100% credit for open enrollment.
- 50% credit for Plan F Open Enrollment

## Bonus Credits

- Med. Supp. - Underwritten E-Apps receive 25% Bonus
- Med. Supp. - Husband & wife (underwritten) receive 50% Bonus
- Underwritten Med. Supp. & Life receive 50% Bonus
- E-Apps with both Health Saver, Critical Illness & Enhanced Accident Receive 50% Bonus

## 80% Credit

- Cancer Max
- Other Accident & Health

## 40% Credit

- Short Term Medical

## 6% Credit

- Single Premium Annuity - New Money
- 50% Credit for Annuity Internal Exchange

## Qualification Requirements

### Producer

#### 300,000 Qualifying Credits

[Contracted before November 1, 2016]

#### 225,000 Qualifying Credits

[Contracted after November 1, 2016]

### FMO/ Agency

#### 3,000,000 Qualifying Credits

[Contracted before November 1, 2016]

#### 2,250,000 Qualifying Credits

[Contracted after November 1, 2016]



*Adare Manor - Adare, Co. Limerick, Ireland*

**Qualifiers** will be considered for an invitation for themselves and an approved guest. Attendance shall be by H.O. Invitation only. Invitation is not transferable. Producer must be in good standing with New Era Life Insurance Companies in order to attend. New Era reserves the right to withhold an invitation. For non-attendance by a qualifier; a 1099 will be issued for costs such as reserved room, airfare, and items unable to be canceled. Accommodations and transportation are not transferable and cannot be used outside of the Leaders Conference dates. No prizes, gifts or cash will be given to non-attendees. New Era Life Insurance Companies, at its sole discretion, reserves the right to modify or change any of the qualifications, rules or offerings at any time. New Era Life Insurance Companies' interpretation and decisions of any of these rules shall be final and conclusive. **An agent/agency/FMO can only qualify at one level. No multiple qualifications.**

**Qualification Credits** for personal producers is defined as new premiums, minus lapsed premium for policies issued and paid for during the qualification period. **Applications must be submitted & received between August 1, 2016 and December 31, 2017.**

**Policies** must be issued & paid for by January 15, 2018 and remain in-force throughout the Qualification Period. Only new business applications will qualify for the 2018 Leaders Conference.

**Conversions** or replacements are not defined as qualifying credits. Applications submitted with an effective date and draft date after December 31, 2017 will not be valid for the 2018 Leaders Conference.