



Outstanding achievement can bring many different rewards: recognition before your peer group, extra money in your pocket, or a fun-filled trip with other top producers. Here's a complete list of the clubs and awards available to any United American Insurance Company ("United American" or the "Company") General Agent or Writing Agent whose energy, ability, and enthusiasm make him or her stand out in a crowd.

All production qualifications for Awards, Clubs, and the 2018 Convention in Quebec, Canada, are based on Net Annualized Issued Premium (NAIP), which must be 70 percent or more of the Gross Annualized Premium (GAP). Non-standard (Underage Disability) Medicare Supplement Insurance production and Annuity production will not count towards qualification for Convention, Awards, or Club honors. Qualification Period: Dec. 28, 2016, through Dec. 27, 2017.*

ANNUAL SALES CONVENTION

Each year the Company rewards its top sales people and their spouse/guest with a prestigious trip to Convention.

United American has always invited the spouse of the Agent to Convention because of the sacrifices he or she makes when the Agent is in the field. We always will consider Convention qualifying as our *top* award.

CONVENTION QUALIFICATIONS FOR 2018

There are two ways to qualify for Convention 2018: By meeting production qualifications or by issuing 100 or more **non-disability** ProCare Medicare Supplement insurance HDF/F+ plans during the 2017 convention qualification period.

Production Qualifications	
General Agent:	Writing Agent:
Life Only: \$180,000 NAIP	Life Only: \$100,000 NAIP
Health Only: \$350,000 NAIP	Health Only: \$150,000 NAIP
Combined: \$350,000 NAIP	Combined: \$150,000 NAIP

**Agents contracting after February 1, 2017 will be on a prorated basis, reducing the qualification period by one or more months, depending on their contract date. As a result, the amount of required production also is reduced.*

Example: contract in February and the Writing Agent life/health requirement is 11 months or \$137,500 of combined NAIP; \$12,500 combined NAIP monthly average.

Example: contract in March and the Writing Agent life/health requirement is 10 months or \$125,000 of combined NAIP; \$12,500 combined NAIP monthly average.

Minimum NAIP for a Writing Agent who contracts in June is six months or \$75,000 combined NAIP. Agents must be contracted and produce at a six-month minimum production level to be eligible for Convention.

ANNUAL PRODUCTION AWARDS

Q2 Award

Each year United American and Globe Life of New York honors their best producers. A production and persistency award is presented for Quantity and Quality of Business. This **Q2 Award** goes to the top five General Agents and Writing Agents for the highest production with the highest persistency for the year. Additionally, the Company recognizes the **Top Production Agency** and **Top Production Agent**. Each of these winners receives a special award and recognition at the Annual Convention.

Rising Star Award

This award is presented to the highest producing “new agent,” contracted directly with the Company (any level) during 2017.

Eagle Club

The top ten (10) General Agents can earn membership in the elite **Eagle Club**. Company-direct contracted Agents (any level) who produce \$750,000 or more in NAIP and have 70% persistency may qualify for the Eagle Club. All Eagles receive an award at Convention and their personal sketch will hang in the Home Office. First-time qualifiers also receive an Eagle Club ring. The ring is updated with an additional diamond each year the General Agent qualifies for the Eagle Club, up to 10 years. Eagle Club members are invited to a second meeting to communicate with senior management as an Agent advisory board.

President’s Club

General Agents can earn membership in the prestigious **President’s Club**. Company-direct contracted Agents (any level) who produce \$350,000 or more in NAIP in 2017 will qualify for the President’s Club. All President Club members receive an award at Convention and the top ten will have their photo displayed on the wall at the Home Office.

Pacesetter’s Club

Writing Agents can earn membership as a **Pacesetter**. Members of this production club are those ranking 1-30 who achieve the highest NAIP in 2017. Writing Agents who make the club will be recognized and will receive a plaque at Convention.

