

# Portugal 2021 INCENTIVE TRIP



## Liberty Bankers Insurance Group 2021 Agent Incentive Trip

Lisbon, Portugal - Tivoli Avenida Liberdade

FE

Qualification Period: January 1 - December 31, 2020

Trip Dates: June 24 - June 29, 2021

When Lisbon isn't beckoning with promises of warm sun and rewarding views, it's cool nights are tempting with one of the most energetic night scenes in Europe. Castles, beaches, romantic parks and a young, trendy population make Lisbon a classic European treat with a modern spin.

### QUALIFICATION

Must meet the definition of Qualified Agent.

**Net Issued Premium** during the qualification period that totals \$75,000 or greater of paid annualized premium and a minimum 13 month projected persistency of 65%.

**Roll-Over Credit:** Agents will receive roll-over credit for their Net Issued 2019 business based on the following guidelines:

1. Agents registered for the 2019 trip will not carry-over any credits into 2020
2. Otherwise, production will roll-over at the following percentages:
  - a. Platinum Agent: 75%
  - b. Gold Agent: 50%
  - c. Silver Agent: 40%.

### QUALIFICATION TERMS

**Qualified Agent** means an appointed & licensed agent who is active with the company and who has placed at least five policies in the quarter preceding the trip and who does not have a debit balance with the Company.

**Net Issued Premium** includes all issued and paid annualized premium less those not-taken and cancelled.

**Important:** Any deviation from the conference program is at the qualifier's expense and subject to availability. All additional travel expenses must be paid in full by the participant prior to the conference. The Home Office may, if necessary, amend the rules governing qualification requirements for the 2021 Agent Incentive Trip during the qualification period, including the trip location.

All Home Office decisions are final.

