



9th Annual Top Producers Incentive Trip



New Orleans, Louisiana
Hotel Monteleone, French Quarter
October 10-13, 2011

How to Qualify

Business approved and effective between **11/1/10** and **7/1/11** qualifies.
Points awarded per \$1 issued, annualized premium.



Rue Toulouse
Toulouse St.
7 cases 160,000 pts Hotel only

Rue Bourbon
Bourbon St.
12 cases 245,000 pts Hotel/Airfare for Two

2 POINT PRODUCTS

American Continental, Assured Life, Companion Life, Mutual of Omaha Companies, Starmark and Premium Saver

1 POINT PRODUCTS

Anthem*, Assurant*, Dental Care Plus, HSABank**

Contest Rules: Only approved new business within the contest period will count • All cases must be approved with effective date 11/1/10 to 7/1/11 • Only cases still in force at the end of the contest period will count • All cases must be approved in writing by 7/31/11 to qualify • Rewrites, Short Term, Max Load groups and HIPAA Eligible cases do not count • HSABank credit** - 1 case credit per every 100 lives • Anthem/Assurant* group medical business only qualifies • Premium credit applies only to commissionable premium • C&A reserves the right to revise the contest rules or terminate the contest at any time without notice • C&A will make all determinations regarding the contest qualifications • C&A decisions are final and conclusive • No cash substitution.

