



Baltimore Life's 2021 Conference | Wednesday, June 9 - Sunday, June 13, 2021

Qualification Period

The qualification period is for business submitted, issued, and paid between January 1, 2020 and December 31, 2020.

Producer Premium Qualifications

Meet the following requirements and you and a guest will enjoy round-trip coach airfare, resort accommodations, and all planned company functions!

- \$60,000 of net conference credits during the qualification period

Values are assigned and applicable limitations are listed for each product below.

Annualized premium will be credited only to the primary writing agent and counted by product line as follows:

- **Continuous Pay Products:** 100% credit for life pay and limited payment periods
- **Single Premium Whole Life and Generation Legacy[®]:** 10% of paid premium
- **Annuity Products:** 5% of annual premium

Eligible Participants

Each qualifier must be contracted and appointed with The Baltimore Life Insurance Company on the date of departure, in good financial standing, and within pricing persistency in the Company. For example:

- Final expense first year persistency is 73%; second year is 63.5%

- Baltimore Life makes the final decision on who may qualify.
- Attendance is by Baltimore Life Invitation only.

Ineligible Cases

Cases that are declined, withdrawn, not taken, surrendered, or lapsed during the qualification period, and within two months after the qualification period will not be counted toward qualification.

Family Business: Applications written on the life of the producer or other members of the immediate family (spouse, mother, father, sister, brother, children, and their spouses) will qualify only if paid on an annual mode, and not exceed 10% of the qualification requirements.

Travel Arrangements

Baltimore Life will make all necessary travel arrangements, including travel arrangements to and from the gateway city nearest your home. Any travel expenses to and from the qualifier's point of origin (e.g. to and from the airport), and any layovers at the departure point – either going or returning – are at the qualifier's expense.

Taxes

The value of the trip will be reported as income on Form 1099 as required by the Internal Revenue Service.

The activities planned for the conference are only for the qualifier and a spouse or a guest. In order to attend the conference, the spouse or guest must be 21 years or older on or before April 1, 2021, not an employee of The Baltimore Life Companies, and accompany the qualifier. Children cannot attend. Qualifications are subject to change. All decisions concerning qualifier production credits, the trip and eligibility are at the sole discretion of Baltimore Life. Baltimore Life reserves the right to change either the site or the dates of the trip without prior notice.



The Baltimore Life Insurance Company
10075 Red Run Boulevard
Owings Mills, MD 21117-4871
(800) 628-5433 | baltlife.com

Form 7986-0120(ISD)