

Where to  
Next . . .



For Our  
Top  
Agents?

## ManhattanLife's

### 2025 Chairman and President's Club Conventions

Trip Qualification Dates: March 1, 2024 – February 28, 2025

A reminder, to get you dreaming and working toward next year, is to recite just a few of our recent venues: **Cabo, Hawaii, London, Paris, Prague, Berlin, Tahiti, Aspen** and the list goes on and on and the accolades keep on coming in. We hope to finalize our venues soon but the time to start the qualification process is underway.

#### Chairman's Club

- 45 Top Overall Agents  
*\$250,000 Minimum production credit required*
- 8 Overall Top Agencies  
*\$1,250,000 Minimum production credit*
- 5 Overall Top Marketing Directors  
*\$2,000,000 Minimum Production credit*

#### President's Club

- 55 Top Overall Agents\*  
*\$150,000 Minimum production credit required*
- 12 Overall Top Agencies  
*\$750,000 Minimum production credit*
- 6 Overall Top Marketing Directors  
*\$1,000,000 Minimum Production credit*

#### Getting Qualified

- Earn 1x ANBP on the following issued applications:
  - Affordable Choice
  - Dental, Vision & Hearing
  - Short Term Care
- Earn 1x ANBP on the following Worksite Advantage products:
  - Accident
  - Disability
  - Critical Illness
  - Hospital Indemnity
- Earn 2x ANBP on the following supplemental products:
  - Accident (24 Hour)
  - Accident (PAID)
  - Cancer Care Plus
  - Cancer, Heart & Stroke (CHAS)
  - Critical Illness (CPR)
  - Final Expense
  - GAP (Out-of-Pocket)
  - Home Health Care
  - Hospital Indemnity
  - Short Term Disability  
*(Government Allotment only)*
  - Term Life
  - Whole Life

NOTE: Medicare Supplement products are excluded.

\* New Agent contract after September 1, 2024 is \$125,000 net annual premium.



## Qualifications & Guidelines

1. The qualification period will be from March 1, 2024 to February 28, 2025. Only net paid annualized premium produced during the qualification period will count for conference qualification.
2. The Company will confirm qualification for the conference by a personal invitation to the associate.
3. Only active contracted and producing associates in good standing at the time of the conference will be eligible to attend the conference.
4. Each Affordable Choice plan must be in force a minimum of 120 days to qualify.
5. Invitations are non-transferable and substitutions are not permitted.
6. Production credit is not transferable among associates or agency managers. Multiple associate qualifications are not allowed.
7. A minimum portfolio persistency of 80% is required.
8. If an associate qualifies for the conference on a personal, agency or Marketing Director basis, the associate will only be awarded one qualification.
9. Cash will not be paid in lieu of attending the conference.
10. The qualifying associate will be allowed to bring their spouse or guest.
11. The Company reserves the right to modify or cancel the event if deemed necessary.
12. The company reserves the right to modify qualification rules in the event of unforeseen expense increases or if hotel space is not available (rooms are contracted one year in advance and space may not be available; in the event of this, qualification will be based on higher production/persistency).
13. The Chairman and President's Club trips are considered taxable income and will be reported on Form 1099-Misc.
14. Agents are responsible for any incurred changes for cancellation prior to trip.
15. Any exceptions to the above guidelines or special requests must be approved by the Chief Marketing Officer of the Company.



**ManhattanLife**<sup>™</sup>

*Standing By You. Since 1850.*