

# COUNTDOWN TO KILLARNEY!

MAY 10-15, 2011  
KILLARNEY, COUNTY KERRY, IRELAND

**American General**  
Life Companies

## 2011 Business Development Conference for Producers — Qualification Rules

**Eligible Participants:** Eligibility is limited to individuals contracted at the Producer level and is based solely on the Producer's personally produced business. Agencies contracted as intermediaries (at the NMO, MO, IMO, BGA, RGA and GA levels) are not eligible. Individual producers who have agents contracted beneath them at any point during the Qualification Period are not eligible. **A producer may qualify under the Life Qualification Requirement or the Annuity Qualification Requirement, but not both.**

**Qualification Period:** January 15, 2010 – December 31, 2010.

**Life Qualification Requirement:** \$100,000 of Qualifying Premium Credit as defined below, including A&H and annuity production, is the minimum threshold. American General Life Companies, LLC (American General) will invite the top 110 eligible Producers who meet or exceed this requirement. NOTE: A minimum of 15 paid life cases during the qualification period is required.

**Qualifying Premium Credit:** Qualifying premium credit is earned for personally produced business on products written with American General Life Insurance Company and The United States Life Insurance Company in the City of New York as follows:

- ▶ 100% of paid first-year annualized premium credit on term life
- ▶ 100% of paid first-year annualized premium credit on whole life, including interest-sensitive whole life
- ▶ 100% of paid first-year annualized target premium on fixed and index universal life, including term conversions to fixed and index universal life
- ▶ 100% of paid first-year premium credit on accident & health business
- ▶ 10% of paid first-year premium in excess of target premium on fixed and index universal life, including term conversions to fixed and index universal life
- ▶ 10% of paid first-year premium on annuities – single and flexible premium, immediate and deferred
- ▶ 10% of paid first-year premium on Inheritance Life
- ▶ Maximum total credit for annuity, accident & health and Inheritance Life is \$20,000. No maximum for Long Term Care Insurance.
- ▶ There is no credit on variable universal life

The maximum first-year paid qualifying premium considered per case is \$50,000 (no more than 50 percent of the total qualification can come from any one case).

Credit for split cases will be allocated according to the percentage(s) designated on the application at issue.

**Credit Multiplier (Life products only):** Qualifying premium credits earned under the Life rules, up to the maximum amount allowed, will be enhanced by a 10% multiplier for all paid sales prior to March 31, 2010. For example: If the total credit earned during this quarter per the above schedule is \$40,000, the multiplier will increase the qualifying credit for the quarter to \$44,000.

**Annuity Qualification Requirement:** \$2 million of qualifying annuity premium as defined below is the minimum threshold. American General will invite the top 15 eligible Producers who meet or exceed this requirement. A minimum of 5 paid cases during the qualification period is required. No more than 50 percent of the qualification can come from any one case.

**Qualifying Premium Credit:** Qualifying premium credit is earned for personally produced business on products issued by any American General Life Companies insurer as follows:

- ▶ 100% of paid first-year premium on annuities – single and flexible premium, immediate and deferred

**Additional Requirements:** A producer may qualify under the Life Qualification Requirement or the Annuity Qualification Requirement, but not both. Only one trip will be awarded per qualifying producer. Qualifying business must remain in force throughout the Qualification Period. Invitations cannot be transferred. Premium lapses occurring during the Qualification Period will be deducted from gross premium credits. All qualifiers must have an active contract on the date of departure in order to attend. Attendance is by invitation only. American General will be the sole authority in determining qualified participants. All decisions pertaining to attendance eligibility, qualifying premium credit, changes to the program, extension of invitations and any issued not covered in these guidelines will be determined solely by American General.

Attendance is limited to the qualifying Producer and a spouse/guest. No substitutions in attendance will be made for qualifiers and no other development meeting or compensation will be provided in lieu of attendance. Travel arrangements, including airfare, reasonable baggage fees, ground transfers, hotel accommodations, meals, program activities and customary tips, will be provided by American General at its sole discretion. Other individual arrangements will be at the qualifier's own expense. American General reserves the right to cancel or change the dates or site without prior notice. In accordance with Internal Revenue Service rules and regulations, proper income tax reports/documents will be filed/issued.