



# 2007

PRODUCER'S CONFERENCE

Lisbon, Portugal • April 15-21, 2007



**Are you ready for IAC's Producer's Conference?**  
**Get in on this exciting conference in Lisbon, Portugal!**

### **Qualification Period**

New business issued in the months of January 2006 through January 2007.

### **Qualified Products**

Products underwritten by Standard Security Life (SSL) and Fidelity Security Life (FSL).

**Group Advantage Series (SSL)**

Major medical for 2-50 employees

**CompleteCare Plans (FSL)**

Major medical for individuals & families

**TempMed STM (SSL)**

Short-term major medical

### **Premium Credit**

Eligible cases issued within the qualification period will be credited as follows:

- Products underwritten by SSL – 100% credit.
- Products underwritten by FSL – 75% credit.

### **How easy is it to qualify?**

Simply accumulate annualized premiums of at least \$300,000 in new business sales during the contest period. It can be as easy as selling one small group case per month!

*Example:*

**One small group case monthly premium: \$2,500**

**Annualized Premium (\$2,500 x 12): \$30,000**

**One case per month, 11 months (February – January '07; 11 x \$30,000): \$330,000**

**Pack your bags! You're going to Portugal!**

**For more information, contact**

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