



Aviva's 2012 Annuity IMO Top Producer Conference

Cabo San Lucas

A retreat under the Baja Sun



Cabo San Lucas is where sparkling blue ocean and dramatic desert landscape collide.

Join us at the stunning seaside resort, **Marquis Los Cabos Hotel**, on the southern point of Mexico's Baja Peninsula. What better place to celebrate you and all your hard work than in a place that embraces life, leisure and luxury!

There is plenty to do in Cabo San Lucas whether you are in search of adventure or just want to kick back and relax.

- Hit the links and enjoy the view on the world-class Cabo del Sol golf course.
- Enjoy scuba diving, swimming, snorkeling and whale watching where the magical Sea of Cortez meets the mighty Pacific.
- Cabo San Lucas is the world's top sport fishing destination. Set sail for the thrill of hooking a trophy marlin!
- You can also unwind on the beach, head to the shops, or dine seaside – it's all waiting for you at this unforgettable destination.

Qualifying runs from January 1 through December 31, 2011. All trip qualification requirements are based on Aviva Life and Annuity premium dollars received during the qualification period.

Trip awarded at discretion of Aviva; award is non-transferable. Producer must be in good standing during the qualification period and currently appointed with the company at the time of the trip. Only Production Credits from qualifying IMOs count toward the incentive. Award includes airfare, hotel and selected activities. No financial or other considerations in lieu of attendance. Aviva reserves the right to make contest changes or contest substitutions without notification. Winners are responsible for all taxes.

Qualification Guidelines

Qualifying Period: **1/1/2011 - 12/31/2011**

Production Credits: **6 million**

Annuity Production: **Dollar for dollar**

Life Production: **30 X Target**
(minimum of 5 life cases paid)

Example:

Agent sells \$3 million in annuities and \$100k of target life

Annuity Production: **\$3,000,000**

Life Production: **(30 X \$100k) = \$3,000,000**

\$3,000,000 + \$3,000,000 = 6 million in production credits

Top 10 Agents Receive:

- First Class Flight
- Own Casita at Marquis Los Cabos Hotel
- Extra day of leisure on Aviva



We are building insurance around youSM