

## Summit 2012, Monaco and France



Summit: May 26–June 1, 2012  
(May 25th is a US travel day)

3 Nights  
Monte Carlo, Monaco

3 Nights  
Provence, France

Qualify to join Lincoln Financial Group for an exciting trip to Monaco and Provence. Attend one of the world's most prestigious events—the Monaco Grand Prix!

In Monaco, you'll view the Grand Prix from Lincoln's exclusive private terrace. Then, shop, dine and enjoy dazzling nightlife. Spend three nights on the French Riviera where you can enjoy the magnificent coast and excursions to Cannes.

From there, you'll travel to the beautiful region of Provence, France where you'll explore the quaint towns and lush vineyards. Savor local culinary favorites and fine champagnes.

The Summit 2012 program will offer peer review of current trends in the financial sector with a focus on the insurance industry.

**For more information, contact:**

**PREMIER PARTNERS® Honors & Recognition**  
**866 867-8437, ext. 2777**  
**E-mail: [premierpartnerhonors@lfg.com](mailto:premierpartnerhonors@lfg.com)**



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## Qualification requirements for Summit 2012

(based on 2011 net PAP-R from 1/1/11 – 12/31/11)

|        | Producers | RSM/ASMs    | MGAs          |
|--------|-----------|-------------|---------------|
| Summit | \$420,000 | \$3 million | \$7.5 million |

For producers, qualification is \$420,000 of net PAP-R\* and a top-100 ranking among all LFG qualifiers. Net PAP-R\* of \$500,000 guarantees a spot regardless of ranking.

Net PAP-R on fixed annuity premium equals 5.0% of total paid premium (example: \$3,300,000 fixed annuity premium = \$165,000 net PAP-R).

Net PAP-R on Lincoln *MoneyGuard*® Reserve (single premium) equals 15% of total paid premium.

**\*Please note:** Producers registered with an outside broker/dealer and nonregistered representatives must qualify for the Summit based on proprietary fixed life, Lincoln *MoneyGuard* Reserve, and proprietary fixed annuity business only. Business written in New York does not count toward Summit qualification. All business must be placed in-force during our qualification period from January 1, 2011, through December 31, 2011. Please see the 2011 MGA Life and Annuity PREMIER PARTNERS program brochure for the definition of net PAP-R.

**Summit qualifiers have the option of attending either Summit or an upgraded Convention, but not both.**

**Summit attendance is by invitation only and is nontransferrable.**

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LIF-MGA-FLI367\_Z02  
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Order code: LIF-MGA-FLI367

Two separate companies issue Lincoln life insurance and annuity products: The Lincoln National Life Insurance Company, Fort Wayne, IN, and for policies sold in New York, Lincoln Life & Annuity Company of New York, Syracuse, NY.

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