

# MGA Convention 2012, Kauai, Hawaii



## Convention 2012 Kauai, Hawaii Grand Hyatt Kauai Resort and Spa June 27–July 1, 2012

Qualify to join Lincoln Financial Group in Kauai at the Grand Hyatt Kauai Resort and Spa.

Surrounded by emerald mountains and pristine beaches, Kauai is a lush Pacific gem in the Hawaiian Islands. This quiet treasure is off the beaten path, so you can enjoy a relaxing getaway.

Spend lazy days soaking up the sun, or explore the wonders of paradise. Visit the southern end of the island to tee off on championship golf courses, or venture off to Waimea Canyon, a 10-mile-long, two-mile-wide, 3,600-foot-deep geological wonder.

The 2012 Convention program will offer a full schedule of in-depth training and 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 2012 Convention

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

	Producers	RSM/ASM	MGA
Convention	\$165,000 <sup>1</sup>	\$1 million	\$2.5 million

<sup>1</sup>New producers who are appointed after April 1, 2011, can qualify for the 2012 Convention with \$110,000 of Net PAP-R between April 1, 2011, and December 31, 2011.

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*<sup>®</sup> 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 Convention based on proprietary fixed life, Lincoln *MoneyGuard* Reserve, and proprietary fixed annuity business only. Business written in New York does not count toward Convention qualification. All business must be placed in-force during our qualification period from January 1, 2011, through December 31, 2011. Producers who meet the requirements to be Senior Agents can qualify for the 2012 Convention with a reduced amount.

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

**Convention attendance is by invitation only and is nontransferable.**

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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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