

refined leisure NEWPORT BEACH, CALIFORNIA THE RESORT AT PELICAN HILL



Companion Life Leaders Conference

June 19-24, 2011

Qualification period effective dates from
1/1/2010 to 12/31/2010

800-753-0404 phone

800-836-5433 fax

Experience the legendary luxury of Southern California! For your sales of Companion Life group products, you and a guest will enjoy six days and five nights at the ultra-exclusive Resort at Pelican Hill during Companion Life's 2011 Leaders Conference along the Newport Coast in California. Celebrate your success!

The Resort at Pelican Hill is situated on one of the most serene coastal settings in Southern California, where the Pacific laps deserted beaches and thousands of acres of protected coastal habitat. The Resort's blend of dramatic Renaissance architecture and chic California elegance affords inspiring views from every point of the Pacific Ocean and Newport Coast. An area of renowned opulence, Newport Coast is located between the cities of Newport Beach and Laguna Beach in Southern California — and averages 340 days of sunshine a year.

Your experience at The Resort at Pelican Hill will be a transformative one. After you're greeted by the stunning ocean views from the 28-foot-high rotunda lobby of the Resort, the award-winning staff will take over your every need. Expect service that is truly extraordinary. Guests will enjoy exquisite private bungalows featuring hand-crafted wood-beam alder ceilings, huge Italian limestone fireplaces, marble soaking tubs, flat screen HDTVs, wet bars, and endless views of the elegant grounds that give way to the Pacific Ocean.

Your pursuit of ultimate relaxation or recreation is a top priority. Whether that means time spent in the resort spa or leisurely sunbathing beside the Coliseum pool, or a round of golf on the Tom Fazio designed courses just outside your bungalow door, there is something for everyone.

While in Southern California, explore the pristine beaches, coves and towering bluffs of Crystal Cove State Park. Soak up the California sunshine while treating yourself to an Italian ice cream from the beach café. Enjoy a whale-watching excursion from Newport Harbor, a Duffy boat sunset cruise, horseback riding in the Irvine Ranch Wildlands, or time at the centuries old Mission San Juan Capistrano.

Refined Leisure. Companion Life's 2011 Leaders Conference!



Companion Life Leaders Conference

QUALIFICATION RULES

AGENT / BROKER

- Meet minimum sales requirement for qualification in the appropriate category.
- Only licensed group producers are eligible to attend the Leaders Conference.
- Attendees will receive a 1099 for the taxable portion of the trip for themselves and their guest.
- Maximum convention credit per case is \$100,000.
- Multiple invitations based on agent production in excess of basic qualification are allowed for licensed agents within the same agency. Maximum of two qualifications per agency is allowed. Minimum case count of six cases will apply for second conference invitation to be issued.

Agent Invitation Guidelines

- 1st level qualification of \$85,000 receives one invitation for producer and a guest **with producer airfare only.**
- 2nd level qualification of \$110,000 receives one invitation for producer and a guest **with producer and guest airfare.**
- 3rd level qualification of \$170,000 — Reward yourself for outstanding sales by experiencing the adventure of Newport Beach, California on your own! Qualifiers at this level receive an additional three days (two nights) hotel-only expense (standard room) at The Resort at Pelican Hill or a comparable hotel in the area (subject to availability)*. Includes producer and guest round-trip airfare from home airport to Orange County California.

Maximum of two invitations per agent or agency.

- Only the named producer receiving commissions will receive credit for a specific case.
- When a case is to be split for case count or convention qualification credit, it must be approved at the time of submission. No end-of-year splitting will be allowed.
- All Dental premium, Vision and Group LTD credited at 50%; all other Companion Life Group products and Voluntary Life and STD premium credited at 100%.
- Attendance at the conference is dependent upon the producer being currently appointed with Companion Life at the time of the conference to sell the lines of business for which credit was applied during the conference qualification period. Leaders Conference invitation is **not** transferable without prior written permission from Companion Life and is subject to all qualification rules.

*** SOME LIMITATIONS APPLY**