



Chairman's Club 2014

Experience the World

Hayman, Great Barrier Reef & Sydney, Australia
 September 13-22, 2014
 Independent Annuity Qualifications



Australia 2014 Qualifications

The qualification period runs from **July 1, 2012 – June 30, 2014**

Chairman's Club Credits Required

	Producer ¹	Producer New Hire 4/1/2013 or Later
Australia 2014*	600,000	500,000
Australia 2014 with 2 Extra Nights	720,000	600,000



Big Apple Bonus

Earn a trip to New York City (September 26-28, 2013) as we prepare to celebrate in Australia.
 The qualification period runs from **July 1, 2012 – June 30, 2013**

Chairman's Club Credits Required

These credits count toward Australia.

	Producer ¹
New York 2013	250,000



* 25% of quota must be met in program year 2.

Experience Life[®]

Eligibility is subject to your agency's participation in the Performance Plus, Conference of Champions, and Chairman's Club programs. National Life Group reserves the right to determine eligibility and qualification of its incentive programs.

¹ Qualifiers must have at least six life or annuity paid cases for NYC and twelve for Australia. Requirements are based on fixed insurance product production.

Centralized Mailing Address: One National Life Drive, Montpelier, VT 05604 | 800-906-3310 | www.NationalLifeGroup.com

Start reviewing your sales plans now so you can qualify for the Chairman's Club 2013 & 2014. Please be sure to review the production requirements and rules. If you have any questions about the Chairman's Club 2012 production requirements, or any of our products, please call our Sales Desk at 800-906-3310, option #1 for Life and option #2 for Annuity. One of our marketing representatives will be happy to assist you.

1. Your Chairman's Club 2013 & 2014 will be based upon the total of your personal paid annualized target Life sales and Annuity sales (traditional fixed and fixed indexed annuities only) from 7/1/12 – 6/30/2014. Each individual producer must meet the qualification requirements, regardless of date contracted, set forth in Section 2. A minimum of six (6) qualifying policies for NYC and twelve (12) for Australia must be sold to be eligible.

2. Product Weightings

Product Type	Awarded Chairman's Club Credits
\$1 of LSW SPDA or Single Sum Annuity Dump-in Premium	0.05
\$1 of LSW 1st Yr. Annualized Annuity Flow Premium*	0.50
\$1 of LSW Target UL, Whole Life, and/or Term Premium	1.00

3. The term "individual producer" refers to any person appointed as an agent of Life Insurance Company of the Southwest (LSW), except those specifically excluded below: a) agents contracted through NLFA or ValuTeachers; b) agents contracted through Organizations who have opted out, with prior written permission, from participating in the Chairman's Club; or c) any other agent/organization determined at a future date to be ineligible.

4. Excluded LSW Products/Sales Limitations

- All variable products.
- Life premium in excess of Target.
- Unallocated group annuities.
- Sales from SureRate 2 and RetireMax Secure products.
- Annuity sales in excess of \$500,000 on a single life or \$22,000 in 1st year annualized flow on a single life.
- Any other product or sale amount of which we advise you prospectively.

- Chairman's Club 2013 & 2014 Credit is awarded to the agent(s) whose signature and number(s) are shown on the application. We reserve the right to adjust Chairman's Club 2013 & 2014 Credits for case size, family or controlled business, or for any other unusual circumstances.
- Producers with life insurance persistency at December 31, 2012 or 2013 of less than 65% may not receive any credit for life insurance sales generated during those respective calendar years. Persistency is measured using the 24 month persistency measure.
- Chairman's Club Credits will be applied pro-rata to any adjustments to commissionable premium or commission rates.
- Chairman's Club Credits are awarded in the year in which the policy is paid. No credits are given for sales that are "Not Taken." A deduction of credits may occur in the current or subsequent year if the premium on which an award is based is not collected, is refunded for any reason, and/or the commission on a policy is wholly or partially charged back. The Company will use its records to determine qualifications and make all judgments regarding applicable business.
- There is no cash alternative or substitution in lieu of the Chairman's Club.
- If you hold a Securities license, you will need to consult with your Broker-Dealer to see if you are eligible for invitation to the Chairman's Club, based on your LSW annuity life sales.
- You must be a producer actively writing with LSW eligible to participate, and in good standing to receive an invitation. NLGroup reserves the right to determine eligibility based on company records, and attendance is by invitation only.
- Awards are taxable according to IRS Rules and a 1099 will be issued, to the extent applicable.
- Only Single Sum Annuity payments made between July 1, 2012 and June 30, 2014 which are made prior to the policy's 5th anniversary will count toward Chairman's Club validation.

* Paid by salary reduction/deduction payments and/or monthly bank draft