



**American Income
National Income**
life insurance companies

Convention Qualifications 2024

Personal Producers

*AIL refers to this title as Career Agents

Write \$95,000 of Net ALP as of December 31, 2023 AP&P report.

For Career Agents contracted less than one year, the Net ALP will be prorated based on number of months contracted after the 6th month.

Contracted less than 7 months (*Hired after May 31, 2023*) - **\$47,502 Net ALP**

Contracted 7 months (*May 2023 hire date*) – **\$55,419 Net ALP**

Contracted 8 months (*April 2023 hire date*) - **\$63,336 Net ALP**

Contracted 9 months (*March 2023 hire date*) - **\$71,253 Net ALP**

Contracted 10 months (*February 2023 hire date*) - **\$79,170 Net ALP**

Contracted 11 months (*January 2023 hire date*) - **\$87,087 Net ALP**

Contracted more than 11 months (*Hired before January 2023*) - **\$95,000 Net ALP**

❖ **See net to gross and retention requirements outlined below.**

Personal Producers can also qualify by writing \$115,000 of Net Annualized Premium as of December 31, 2023 AP&P Report. This includes Career Agents, SAs and GAs. – See net to gross and retention requirements outlined below.

Effective January 1, 2023

Regional Producers

*AIL refers to this title as Supervising Agents

Write \$95,000 of Personal Net ALP as of December 31, 2023 AP&P report.

OR

Write \$175,000 of First Six Months Agent YTD Production

We will allow a combination of Personal Net ALP and First Six Months Agent Production that add up to the total production requirement.

AND

Have at least 1 active First Six Months Agent as of December 31, 2023.

❖ **See net to gross and retention requirements outlined below.**

➤ **Can qualify on Pro-Rated basis if contracted less than 1 year.**

CoExecutive Producers

*AIL refers to this title as General Agents

Write \$95,000 of Personal Net ALP as of December 31, 2023 AP&P Report.

OR

Write \$225,000 of First Six Months Agent YTD Production

We will allow a combination of Personal Net ALP and First Six Months Agent Production that add up to the total production requirement.

AND

Have at least 2 active First Six Months Agents as of December 31, 2023.

❖ **See net to gross and retention requirements outlined below.**

➤ **Can qualify on Pro-Rated basis if contracted less than 1 year.**

Executive Producers – Agency Production

*AIL refers to this title as Master General Agents

Write \$320,000 in Agency Net ALP with minimum 10% YTD growth over prior year as of December 31, 2023 YTD MGA/RGA Report.

We will allow Personal Net ALP to count toward Agency total.

OR

Write \$95,000 of Personal Net ALP as of December 31, 2023 AP&P report.

❖ **See net to gross and retention requirements outlined below.**

➤ **Can qualify on Pro-Rated basis if contracted less than 1 year.**

Production is based on the YTD MGA/RGA Report that adjusts for hierarchy transfers and promotions throughout the year. Production of MGAs promoted will be added to their promoting MGAs production for 12 months after promotion.

Effective January 1, 2023

Chief Executive Producers

*AIL refers to this title as Regional General Agents

Write \$320,000 in Agency Net ALP with minimum 10% YTD growth over prior year as of December 31, 2023 YTD MGA/RGA Report.

OR

The RGA can qualify as an MGA with his/her own MGA agency production.

- ❖ See net to gross and retention requirements outlined below.

State General Agents

SGA Categories 1, 2, & 3 must meet 10% growth over prior year as of December 31, 2023.

SGA Categories 4+ must meet 15% growth over prior year as of December 31, 2023.

- ❖ See net to gross and retention requirements outlined below.

Net to Gross and Retention – For All Levels

Using the 12/31/2023 AP&P report:

Through the 12th month

80% net to gross

12⁺ months

75.0% retention rate

- ❖ The net to gross and retention rates as shown in the qualifier's December 31, 2023 - AP&P report will be used in determining qualification.
- ❖ Year-To-Date award winners must also have 80% net to gross (from AP&P report) or a 75.0% retention rate to be eligible for recognition.

➤ *All levels contracted for the qualifying year must be accounted for to qualify for prorating. If contracted the entire year, prorating will account for all twelve months. Please see the prorating FAQ on the ARC for further details.*

Qualifying for the convention entitles one to attend only if he or she is an active American Incomer at the time the Convention is being held. In other words, there is no monetary equivalent related to having qualified for the Convention. No substitutions or transfers are permitted.

Please note:

Phone add-ons (WP or ADB) do not count toward convention qualification.

Individuals on Red Watch cannot qualify for convention.

Effective January 1, 2023

Please remember that expenditures for the Qualifier and the Spouse/Guest will be included in the Qualifier's taxable income for the year.