

# MGA Convention 2011, Rose Hall, Jamaica



## Convention 2011 Rose Hall, Jamaica The Ritz-Carlton Golf & Spa Resort June 10–14, 2011

Qualify to join Lincoln Financial Group in Jamaica at The Ritz-Carlton Golf & Spa Resort.

Famed for its casual, tropical lifestyle, The Ritz-Carlton Golf & Spa Resort, Rose Hall, [www.ritzcarlton.com](http://www.ritzcarlton.com), is the pinnacle of properties for those seeking the utmost in service, amenities, and sensational surroundings.

Amid the glory of Rose Hall is the exquisite 18-hole White Witch Golf Course, which was designed by prominent architect Robert von Hagge. The resort also features horseback riding, hiking, tennis, sailing, scuba diving, and a host of other water sports.

The 2011 Convention program will offer a full schedule of in-depth training and peer review of current issues and challenges in the financial sector with a focus on the insurance industry.

### **For more information, contact:**

**PREMIER PARTNERS® Honors & Recognition**  
**866 867-8437, ext. 2777**

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## Qualification requirements for 2011 Convention

(based on 2010 net PAP-R from 1/1/10–12/31/10)

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

<sup>1</sup> Producers newly contracted after 4/1/10 will qualify at a reduced amount of \$110,000 net PAP-R.

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, 2010, through December 31, 2010. Producers who meet the requirements to be Senior Agents can qualify for the 2011 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.

Lincoln Financial Group is committed to prudently managing business activities and expenses. As a result of streamlined budgets, we have significantly reduced the number of events we are involved in. Even so, we intend to continue to support a modified schedule of incentive meetings that aim to reward excellence and performance. Lincoln has chosen to support the MGA Convention as part of our calendar of incentive meetings next year to recognize those producers who routinely give Lincoln the opportunity to earn their clients' business. The company is confident that these meetings will result in tangible progress toward our corporate goals and contribute to the company's continued strength and stability.

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LCN1005-2041855

LIF-GEN-10-0012

LIF-MGA-FLI363\_Z01

POD 5/10 Z01

Order code: LIF-MGA-FLI363

#### Important disclosures

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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