

Security Mutual Life's President's Cabinet 2011

Sonoma Valley

California

Security Mutual is pleased to announce that the destination for the 2011 President's Cabinet is Sonoma Valley, California. The Cabinet will take place from May 1-5, 2011.

Sonoma Valley, whose rich soils mark the birthplace of California's wine industry, is cradled between the Mayacamas and the Sonoma Mountain ranges. Sonoma Valley encompasses a rolling patchwork of vineyards, quaint farms and 13,000 acres of scenic parkland. And Security Mutual—rich with life insurance opportunities and encompassing the latest in life insurance products, planning and strategies—paired with Sonoma Valley makes for one outstanding meeting that you will not want to miss!

President's Cabinet Qualifications

The production requirement for Security Mutual Life's 2011 President's Cabinet is \$90,000 in net annualized first-year commission credits. A minimum of five lives is also required. This annualization process encompasses all premium modes. To supplement the individual life insurance credits, we also count other SML commission credits toward qualification, such as:

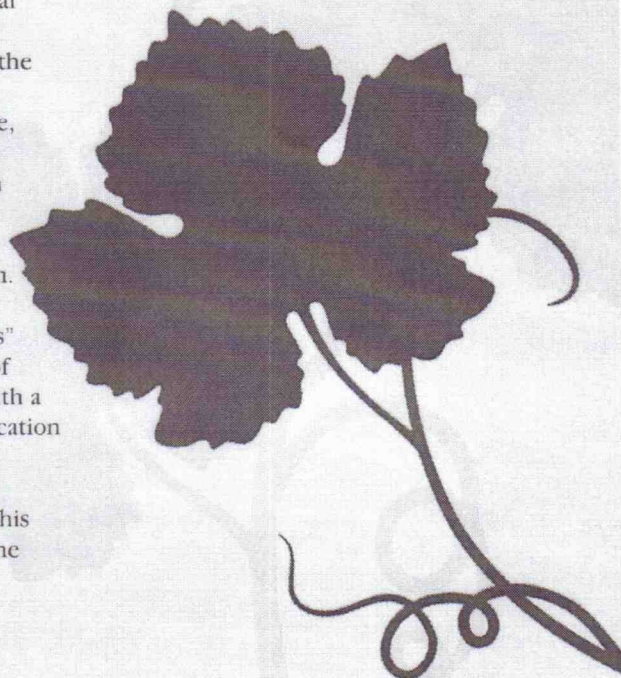
- *Annuity Credits, Group Credits, Auxiliary and Custodial Fund Credits up to 75% of the total qualifying amount.*
- *SML Agency In-Sourced Product Credits—Disability Income and Long-Term Care—Up to 25 percent of the total qualifying amount.*

***Note: 25% of the total qualifying amount must be from the sale of Security Mutual individual life insurance products and satisfy the minimum number of lives requirement.**

Please note that commission credits allocated for qualification purposes will be adjusted for Security Mutual replacement activity. Commission credits will be calculated only on the annualized premium upon which compensation is paid. For example, if the company pays 50 percent compensation on a policy with an annualized premium of \$20,000, commission credits would be calculated on \$10,000 of premium.

First-Time Qualifiers: "First-Timers" qualification amount of \$75,000 of annualized commission credits with a minimum of five lives. This qualification requirement would apply to Field Associates who have been under contract for three years or less. (This would be a "first-time" and one-time only qualification.)

Watch for more information regarding this exceptional meeting that we have planned for qualifiers in 2011.



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