

# ELITE

COUNCIL 2022

*Hope to see you here!*

ATLANTIS PARADISE ISLAND  
BAHAMAS | APRIL 21 - 25, 2022

PRODUCER LEVEL PROGRAM GUIDE

# ELITE COUNCIL 2022

## PRODUCER LEVEL

### QUALIFICATION DETAILS

## PRODUCTION QUALIFYING PERIOD

### JANUARY 1 THROUGH DECEMBER 31, 2021

#### HOW TO QUALIFY



Minimum \$90,000 in net-annualized premium



Write a minimum of 5 contracts in the final 3 months of qualifying period



Maintain a minimum agent placement rate of 70%

Plus...



#### PRORATED QUALIFICATION TIERS

Agent Contract Date	January or prior	February	March	April	May	June	July
Minimum Production	\$90,000	\$84,000	\$78,000	\$72,000	\$66,000	\$60,000	\$54,000

Leaders can also qualify for Elite Council 2022 by meeting the qualifications requirements outlined in the Leader Program Guide.

### TERMS & CONDITIONS

- The Elite Council award trip is for the qualifying producer and a guest. The guest may not be another appointed producer who did not qualify.
- Agent must be active and write five contracts in the final three months of the qualifying period, be in good standing at the time of the trip, and must not owe any outstanding balance to AMLIC or have any unresolved complaints or debits against them.
- In order to qualify toward production requirements, business must be recorded as paid during the qualification period of January 1, 2021 to December 31, 2021. Only policies with an active status or grace status will be counted towards production during the qualification period.
- All agents must meet expected qualifying guidelines.
- Qualifiers must register to attend; we will send the qualification invitation to the email that we have on file. It is the duty of the producer to ensure that their email address is accurate in order to ensure the invite is received and registration can be completed before the deadline.
- In some cases, a manager or principal of an IMO/agency may also qualify based on personal production. A person may only qualify once and qualification will be determined by Assurant.
- Agents cannot transfer qualifying production or awarded trips to another agent.
- Assurant reserves the right to determine who shall and shall not attend any conference. Invitations, travel arrangements and accommodations are not transferable to another individual or another event, and qualifications, travel arrangements and accommodations that are not used are forfeited. Qualifications, travel arrangements and accommodations may not be converted to cash, transferred, or applied to future conferences.
- Once awarded, participation in the trip is voluntary. However, attendance at organized events is expected for participants.
- If a qualifier or guest does not attend the Elite Council award trip, there is no substitution. The award has no cash or redemption value.
- If the Elite Council award trip is canceled due to any force majeure, such as pandemic, natural disaster, flood, fire, hurricane, or any other causes outside of Assurant's control, the company may make any substitution or no substitution for the award at its sole discretion.
- Assurant must make all trip arrangements. No substitutions for portions of the travel, airfare, lodging or other considerations are accepted. Any deviation from the conference program is at the qualifier's sole expense and subject to availability.
- Assurant will provide airfare from the nearest airport (for each qualifier and guest), ground transportation to and from the resort, accommodations and other approved expenses at its discretion. Expenses outside of the program are the sole responsibility of the qualifier.
- Room accommodations are subject to change based on availability.
- Qualifiers are responsible for paying taxes incurred with all prizes awarded. The award for the qualifier's guest may also be considered taxable income paid to the qualifier.
- Each qualifier and his or her guest are responsible for obtaining required travel documents (i.e., passport, driver's license, etc.).
- The company reserves the right to charge a qualifier's account due to a late cancellation or failure to attend in the amount of actual expenses incurred by the company on behalf of either the qualifier and or their spouse/guest including, but not limited to, airfare, hotels, transfers and activities.
- Assurant appreciates your efforts and is sponsoring the Elite Council award trip as a marketing promotion. This promotion is subject to change and is non-binding in nature.
- Assurant will resolve all questions regarding the Elite Council qualification and these terms and conditions, at its sole discretion.