



CONSECO SALES CONVENTION
LOS CABOS, MEXICO
FEBRUARY 2006

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A fusion of sand, sea and sky. The championship golf course capital of Latin America. The combining of a rich culture with nature's finest wonders. The destination for Conseco Insurance Company's 2006 sales convention. Welcome to Cabo 2006.

YOUR DESTINATION— FIESTA AMERICANA GRAND RESORT HOTEL, LOS CABOS

The Fiesta Americana Grand Resort Hotel lies in the most exclusive area of the southern Baja peninsula between San Jose del Cabo and Cabo San Lucas. The resort has three restaurants, two bars, a spa and fitness center, tennis courts, beautiful pool and breathtaking beach. It also offers access to the 18-hole Jack Nicklaus Signature Ocean Golf Course.





MARACAS AND MUSIC

The vibrancy of Los Cabos is echoed in the music, the culture and the rich heritage of Mexico.

Maracas are often used in the music of the Mexican Hat Dance, the national dance of Mexico.

THE SEA OF CORTEZ

Home to the world's largest animal, the Blue Whale, the Sea of Cortez is one of the richest in marine life. It is also one of the warmest bodies of water in the world and is home to the only living coral reef in western North America. It provides some of the best snorkeling and scuba diving in the world.





LAND'S END. EL ARCO.

At the southern-most tip of Baja California lies the dramatic Land's End and El Arco. This breathtaking mass of rocks is one of the most noticeable, and most photographed landmarks in all of Mexico. It separates the Pacific Ocean from the Sea of Cortez.

GO BAJA

The Baja peninsula is not only one of North America's prime vacation destinations, but it is also a nature lover's paradise. The beautiful surroundings can send vacationers on a mental sabbatical. Separated from mainland Mexico by the Pacific Ocean and Sea of Cortez, this vacation mecca is unparalleled in beauty.





To ensure that you are a part of CABO 2006, be sure you qualify between January 1, 2005, and December 31, 2005.

SALES CONVENTION DATES

Health IMO's and agents:

February 18–22, 2006

Life/Annuity IMO's and agents:

February 22–26, 2006

OFFICIAL RULES

- Contest applies to all applications issued and paid between January 1, 2005, and December 31, 2005.
- All winners must meet minimum sales quality standards to qualify.
- IMOs must meet minimum IMO requirements to attend and cannot qualify as a personal producer.
- Production credit will only be given to those who are receiving commission on production.
- To qualify, no change in rank will be recognized after June 30, 2005.
- No cash reimbursements or alternate awards will be made in lieu of attendance.
- Policies written on agents' family members will not count toward convention credit.
- Any guest attending this event must be at least 18 years of age.
- We are required by law to report your attendance and your guest's attendance as income.
- Qualification is nontransferable.

NAP DEFINITIONS

LIFE = First-year paid annualized modal premium (i.e. minimum premium), plus any pour-in premium up to commission target premium on external 1035 exchange money.

HEALTH = First-year paid annualized modal premium minus not-takens.

ANNUITY = First-year plus subsequent rollovers, transfers or exchanges.

2006 SALES CONTEST—QUALIFICATION

	AGENT/PERSONAL PRODUCER	MANAGER A ¹ (specified disease only)
LIFE	\$100,000 and 5 applications	N/A
SUPPLEMENTAL HEALTH		
Specified disease	\$100,000	\$350,000
Medicare supplement	\$150,000	N/A
Final expense life	\$100,000	N/A
FIXED ANNUITY	\$1,000,000 and 80% persistency	N/A

¹ For specified disease, the following applies:
 Agent/Personal producer—Contract level 30
 Manager A—Contract level 35 (District director)
 Manager B—Contract level 40 and 45 (Regional director)
 Manager C—Contract level 50 (Area director)

² For all lines of business, managers may qualify on personal NAP if their team NAP is less than thresholds listed below. If their team NAP exceeds these thresholds, they may only qualify on team NAP.

- > \$100,000 NAP—Life, specified disease, final expense life
- > \$150,000 NAP—Medicare supplement

REQUIREMENTS

MANAGER B ^{1,2} (all products, except annuity)	MANAGER C ¹ (specified disease only)	IMO
\$300,000	N/A	\$750,000
\$500,000	\$700,000	\$1,000,000
\$600,000	N/A	\$1,250,000
\$300,000	N/A	\$750,000
N/A	N/A	\$10,000,000 and 70% persistency

PLEASE NOTE: Late start qualifications will be posted on consecobizlink.com.

Conseco Marketing reserves the right to extend, terminate or modify this incentive program at any time. Agents must be in good standing at time of trip. Conseco Marketing also reserves the right to limit eligibility in these programs. PMA agents are excluded from this incentive.

This is a 1099 taxable event.

For agent information only.
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(02/05) 123343
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CONSECO®

CONSECO MARKETING, L.L.C.

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JOIN US IN LOS CABOS!