

RIVIERA MAYA, MEXICO

SBLI 2022 SALES CONTEST

MARCH 15-18, 2023

SBLI[®]

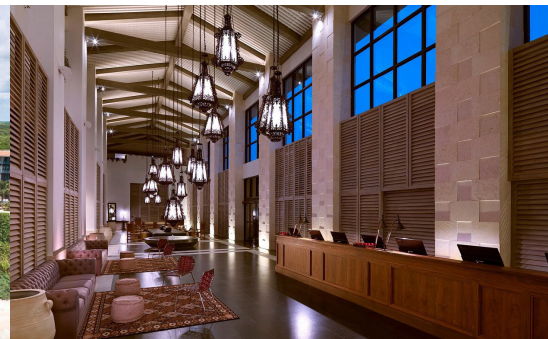


SBLI 2022 SALES CONTEST QUALIFICATIONS

Your SBLI Final Expenses production efforts can earn you an escape to the stunning white beaches of the Riviera Maya and the acclaimed UNICO 20°87° Hotel.

	MINIMUM QUALIFICATIONS	NUMBER OF QUALIFIERS	BONUS UPGRADES
PRODUCER	\$50,000 paid premium	Top 25	Top 10 producers
MGA	\$250,000 paid premium	Top 3	Top MGA
IMO	\$500,000 paid premium	Top 2	Top IMO

Production Qualifying Period: August 1st-December 31st, 2022



Set on the stunning white beaches of Riviera Maya, UNICO 20°87° immerses guests in the culture of the region, from the locally inspired cocktails and cuisines to the art in the rooms. The design of UNICO 20°87° is directly inspired by the rich character of Riviera Maya and incorporates many natural and handmade materials sourced within the area. Three unique pools, a holistic spa and wellness center drive home a sense of relaxed luxury, while exciting pop-up events insert a touch of spontaneity into the experience.

QUALIFICATION AND PROGRAM GUIDELINES

PROGRAM INCLUSIONS

- Hotel accommodations for three nights
- Roundtrip airfare from home city and airport transfers
- All-Inclusive meals and beverages, taxes and gratuities – Breakfast, Lunch and Dinner daily, all Premium Brand alcoholic and non-alcoholic beverages throughout the resort outlets
- A range of Welcome and Farewell events
- Pre-program planning, registration and on-site host services staff
- All program-related gratuities, fees and sales taxes

QUALIFICATION

Participation is reserved exclusively for licensed SBLI writing agents and their uplines who are contracted with IIP Group and who are in good standing with SBLI.

Eligible agents may qualify for this trip by being one of the top qualifiers based on annualized first-year paid final expense life insurance premium. To be eligible for contest qualification:

- Life insurance policies must have been issued and paid between the contest dates which are of August 1 – December 31, 2022.
- Policies written on an agent's own life or on the lives of the agent's spouse and/or children will not count towards qualifications.
- Conversions are not included in the contest.
- **IMO/MGA:** Qualification amounts include personal production.
- **WRITING AGENT:** The agent number listed on the application receives the paid premium credit as the writing agent, except on split cases. All agents on split cases receive the proportional paid premium credit.
- Up to the date of the SBLI 2022 Sales Contest incentive trip, policy termination(s) could disqualify the contestant if the minimum qualifications above are no longer met as a result of such termination(s). To be eligible for prizes and trip awards, the agent may not have a negative commission balance at the time of the SBLI 2022 Sales Contest incentive trip.

SBLI Management will select program winners based on calculated results. Each winner will be extended an invitation for themselves plus a guest to attend.

The sales contest winners will be notified within a reasonable timeframe after the closing of the contest. Prizes won and trips awarded are non-transferrable and no cash equivalent will be given in lieu of such prizes or trip awards.

In the state of Connecticut, SBLI sells under the brand Centrian Life Insurance. Centrian Life Insurance is a registered trade name and Connecticut d/b/a of The Savings Bank Mutual Life Insurance Company of Massachusetts, Woburn, MA.

SBLI and Centrian Life Insurance will follow IRS guidelines regarding tax reporting in connection with this event. Federal/state income tax incurred as a result of attending the convention is the responsibility of the qualifier. A 1099 in the amount of the "fair market value" of the trip will be issued. It is suggested that participants consult their tax advisor in regard to tax treatment.

In the case of dispute, the SBLI Senior Vice President & Chief Distribution Officer, will make the determination of incentive awards and have full discretion to settle any award dispute.

For more information contact Steve Melo at finalexpense@sbli.com.