



# PUNTA CANA, DOMINICAN REPUBLIC

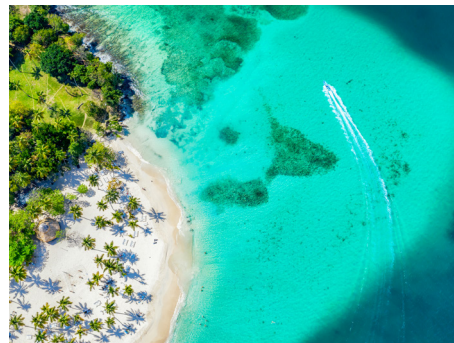
## SBLI 2024 SALES CONTEST • MARCH 20-23, 2025

### SBLI 2024 SALES CONTEST QUALIFICATIONS

Your SBLI Final Expenses production efforts can reward you a getaway under the warm Caribbean sun of Punta Cana at the luxurious Iberostar Grand Bávaro Hotel.

	MINIMUM QUALIFICATIONS	NUMBER OF QUALIFIERS
<b>PRODUCER</b>	\$50,000 paid premium	Top 25
<b>MGA</b>	\$250,000 paid premium	Top 3
<b>IMO</b>	\$500,000 paid premium	Top 2

Production Qualifying Period: January 1st-December 31st, 2024



Indulge at the luxurious Iberostar Grand Bavaro in Punta Cana, where you can enjoy exclusive services, from an in-room fully stocked minibar to excellent poolside amenities. Experience the hotel’s prime location on one of the Caribbean’s finest beaches, its stunning architecture, and lush gardens. With multiple gourmet restaurants, an adults-only atmosphere, and a golf course designed by P.B. Dye, the Iberostar Grand Bávaro is designed for a grand getaway.

## 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
- Daily and nightly events

### 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 January 1 to December 31, 2024.
- Policies written on an agent's own life or on the lives of the agent's spouse and/or children will not count towards qualification.
- 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 2024 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 2024 Sales Contest incentive trip.

SBLI Management will select program winners based on calculated results. Each winner will be extended an invitation for themselves plus an adult 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 Sales Support at 855.544.0453 or [finalexpense@sbli.com](mailto:finalexpense@sbli.com).