

# 2007 PRODUCER'S CONFERENCE

## Qualification Period

New business issued in the months of January 2006 through January 2007 by IAC contracted General Agents and Producers.

## Qualified Products

Products underwritten by Standard Security Life (SSL) and Fidelity Security Life (FSL).

- New business cases only
- Rewritten cases are excluded<sup>1</sup>
- Max loaded cases are excluded

## Production Requirements

**Premium thresholds for qualified participants:**

### General Agent

Annualized premiums of \$1.2 million in new business sales **OR** two (2) Qualifying Producers.

### Producer

Annualized premiums of \$300,000 in new business sales during the contest period.

### Split Commissions

Cases with split commissions will be credited toward one producer.

## Premium Requirements<sup>2</sup>

Eligible cases issued within the qualification period will be credited as follows:

- Products underwritten by SSL — 100% credit.
- Products underwritten by FSL — 75% credit.

<sup>1</sup> Group and Individual Cases formerly insured with an IAC product will be considered eligible as long as there has been a break in coverage for greater than 60 days.

<sup>2</sup> Monthly gross premiums will be compiled by issue date, not effective date. Cases issued and cancelled within the same month will not be counted. This rule does not apply to the Short Term Medical Business. Monthly gross premiums equal all premiums, loads, fees due at the time of issue.



# 2007 PRODUCER'S CONFERENCE

## Lisbon, Portugal



The Pestana Palace

# Don't Miss Out!



## April 15-21, 2007

For more information, contact IAC:  
2101 W. Peoria Ave., Suite 100  
Phoenix, AZ 85029-4925  
800-446-1223

Venue subject to change based on availability.



# Lisbon, Portugal 2007 PRODUCER'S CONFERENCE



## PROGRAM HIGHLIGHTS

Boasting springtime temperatures during the winter and cool summers freshened by a breeze blowing from the Atlantic, "The Costa de Lisboa," on the southwestern coast of Portugal, offers a rich and impressively integrated diversity. The capital of Portugal since its conquest from the Moors in 1147, Lisbon is a legendary city with over twenty centuries of history.

From the outdoor markets along the harbor to the winding street of the old quarters, the city and its people embrace you with their warmth and spirit. Built on seven hills on the northern bank of the River Tagus, Lisbon offers breathtaking panoramas at every turn.

You and your guest will spend 6 days and 5 nights in Lisbon at the Pestana Palace, a 19th century palace now fully restored to its former glory and classified as a National Monument.

Your journey includes airfare for you and your guest as well as two dine-around evenings. Lisbon is known for its small cafes and quaint, romantic restaurants in the narrow cobblestone streets that wind through the neighborhoods.



## DAY EVENTS

The days are yours to enjoy. Some of the many activities you can choose from include:

- A day trip to the city of Porto — the home of Port wines
- An excursion to the 13th century village of Estremoz
- Spend a day touring Lisbon's vineyards
- Horseback riding on Lisbon's beaches
- Visit the walled fortress city of Sintra
- Spend a day on Lisbon's beaches in Estoril
- Deep sea fishing in the Mediterranean Sea

## EVENING EVENTS

While in Lisbon, you and your guest will enjoy two hosted dine-around evenings at pre-selected restaurants. In a country that has such an extensive coastline, it is not surprising that the sea should be one of the main sources of its cuisine. Local specialties include various stews made with both seafood and pork. Adding to the Portuguese flare of the evening, your IAC host will select unique regional wines to enhance your Portuguese culinary experience.



## FINAL NIGHT GALA

### The Royal Palace of Queluz

Built by King Peter III between 1747 and 1786, it was inspired by the Palace of Versailles and its architectural style is mainly Rococo. In the 19th century, it was the Royal Summer residence and today is

used to house the Presidents and Royalty of foreign countries who visit Portugal. The Palace is surrounded by gardens and a park laid out in the manner of Le Notre, with fountains, statues, avenues and a small canal faced with tiles and painted according to the 18th century Portuguese taste.

Upon your arrival you will receive a guided tour of the Palace followed by cocktails in the garden. Listen to the classical music being played in the Noble Room (also known as the Hall of Mirrors) as your 4 course dinner is being served.

