



## 2012 Leading Agencies Club Qualifications

### General Agent Qualifications

#### Qualification Period

- Accounting months of January 2010 through December 2011

#### Production Credits

The qualification amount is based on **Production Credits** as defined below.

- Term: 100% first-year paid annualized premium
- Fixed Universal Life: 100% first-year paid annualized premium

#### General Agent Qualifications

- \$2,000,000 in agency level Production Credits, and
- Minimum 10 paid cases.
- A General Agent must be active and in good standing at the time the convention is held to attend the event.
- A General Agent must qualify under the General Agent qualification rules to be eligible to bring Eligible Agency Staff.

#### Eligible Agency Staff Qualifications

- Eligible Agency Staff members must be in their respective sales management positions for at least the final three months of the Qualification Period and actively employed at the time the convention is held to qualify for convention attendance.
- Transamerica must approve Eligible Agency Staff to attend.
- A maximum of four Eligible Agency Staff members per General Agent may attend based on the following schedule.

Total Agency Level Production Credits*	Eligible Agency Staff
\$4,000,000	one
\$6,000,000	two
\$8,000,000	three
\$10,000,000	four

\*Includes qualification for one General Agent

*Under current tax laws and regulations, "gross income includes amounts received as prizes and awards." Accordingly, the value of your award will be treated as additional compensation for purposes of any applicable tax reporting.*

## **Personal Producing General Agent (PPGA) Qualifications**

- PPGA must produce 60% of the total Agency Production Credits.
- PPGA must be active and in good standing with Transamerica at the time the convention is held to attend the event.
- PPGA qualifiers are not eligible to bring Eligible Agency Staff, regardless of Production Credits.

### **Qualification Period**

- Accounting months of January 2010 through December 2011

### **Production Credits**

The qualification amount is based on **Production Credits** as defined below.

- Term: 100% first-year paid annualized premium
- Fixed Universal Life: 100% first-year paid annualized premium

### **PPGA Qualification - Schedule I (contracted before July 1, 2010)**

- \$800,000 in Production Credits, and
- Minimum 10 paid cases.

### **PPGA Pro-Rata Qualification - Schedule II (contracted on or after July 1, 2010)**

- Minimum 5 paid cases, and...

<b>Contract Date</b>	<b>Minimum Required Production Credits</b>
July 2010 - December 2011	\$600,000
January 2011 - December 2011	\$400,000

*Under current tax laws and regulations, "gross income includes amounts received as prizes and awards." Accordingly, the value of your award will be treated as additional compensation for purposes of any applicable tax reporting.*