

Convention is an annual event held each year to honor and recognize agents and managers for their production and growth.

Quality:

- The net-to-gross (NTG) and retention (RTN) rate minimums shown below will be based on the December 31, 2024, AP&P report and will be used in determining qualification.
- Year-To-Date award winners must also meet the below minimums to qualify for convention.

Agent Tenure	Quality Type	Minimum %*
<13 Months	NTG	80%
13+ Months	RTN	76%

* Based on December 31, 2024, AP&P report.

Guidelines:

- All of the requirements in this document are based on December 31, 2024, reports.
- All levels an agent is contracted at during the qualifying year must meet their minimums to qualify for prorating. If contracted the entire year, prorating will account for all twelve months. Any production used to prorate other levels contracted during the year will need to be subtracted from other prorated levels if combined with other levels later. Please see the [Prorating Guidelines](#) below.
- Phone add-ons (WP or ADB) do not count toward convention qualification.
- Individuals on Red Watch cannot qualify for convention.
- Qualifiers must be actively contracted with American Income and/or National Income at the time the Convention is being held. There is no monetary equivalent related to having qualified for the Convention. No substitutions or transfers are permitted.
- Expenditures for the Qualifier and the Spouse/Guest will be included in the Qualifier's taxable income for the year.

CONVENTION QUALIFICATION

2025

AGENTS:

- Write \$97,500 of personal Net ALP.
 - For Agents contracted less than one year, the Net ALP will be prorated based on number of months contracted after the 6th month.

Contracted	Hire Date	Net ALP
< 7 months	After May 31, 2024	\$48,750
7 months	May 2024	\$56,875
8 months	April 2024	\$65,000
9 months	March 2024	\$73,125
10 months	February 2024	\$81,250
11 months	January 2024	\$89,375
12+ months	Prior to January 2024	\$97,500

- Agents can also qualify by writing \$115,000 of Net Annualized Premium.

SUPERVISING AGENTS:

- Write \$97,500 of personal Net ALP or \$115,000 of Net Annualized Premium.
 - OR -
- Write \$175,000 of First Six Months Agent YTD Net ALP Production
 - A combination of Personal Net ALP and First Six Months Agent Net ALP Production that add up to the total production requirement will be allowed.
 - AND -
- Have at least 1 active First Six Months Agent as of December 31, 2024.
- *Can qualify on Pro-Rated basis if contracted less than 1 year.*

GENERAL AGENTS:

- Write \$97,500 of personal Net ALP or \$115,000 of Net Annualized Premium.
 - OR -
- Write \$225,000 of First Six Months Agent YTD Net ALP Production
 - A combination of Personal Net ALP and First Six Months Agent Net ALP Production that add up to the total production requirement will be allowed.
 - AND -
- Have at least 2 active First Six Months Agents as of December 31, 2024.
- *Can qualify on Pro-Rated basis if contracted less than 1 year.*

CONVENTION QUALIFICATION

2025

MASTER GENERAL AGENTS:

- Write \$97,500 of personal Net ALP.
- Write \$115,000 of personal Net Annualized Premium.

- OR -

- OR -

1st Year MGA:

- Write \$275,000 in Agency Net ALP* as of December 31, 2024, YTD MGA/RGA Report.

2nd Year + MGA:

- Write \$350,000 in Agency Net ALP* with minimum 10% YTD growth over prior year as of December 31, 2024, YTD MGA/RGA Report.

** Personal Net ALP is included in the Agency ALP if written under the MGA number.*

- Can qualify on Pro-Rated basis if contracted less than 1 year.
- Production is based on the YTD MGA Report that adjusts for hierarchy transfers and promotions throughout the year. Production of MGAs promoted will be added to the promoting MGA's production for 12 months after promotion.

REGIONAL GENERAL AGENTS:

- Write \$350,000 in Agency Net ALP* with minimum 10% YTD growth* over prior year as of December 31, 2024, YTD MGA/RGA Report.

- OR -

- The RGA can qualify as an MGA with his/her own MGA agency Net ALP production*.

- OR -

- The RGA can also qualify based on 10% YTD growth* at the highest level (MGA + RGA combined).

**Net ALP production and growth are based on the YTD MGA/RGA Report that adjusts for hierarchy transfers and promotions throughout the year.*

STATE GENERAL AGENTS:

- SGAs will qualify based on the following growth requirements by YTD production levels:

YTD Production	Growth over Prior Year
0 - \$5M	15%
\$5M - \$10M	10%
\$10M - \$20M	7.5%
\$20M+	5%

- The SGA with the highest percentage of growth for each category will automatically qualify for convention.
- Must be an SGA a minimum of 6 months. SGAs must meet minimum growth over all their SGAships.

Personal Recruiting Convention Credits

- The recruit must be a personal recruit and not in the RMS system. The personal recruit must become a new associate in 2024 for the recruit to count towards qualification.
- The recruiter can receive credit for their recruit’s YTD personal Net ALP submitted in 2024, up to 50% of the recruiter’s convention qualifications, even if the recruit is not in the recruiter’s hierarchy.
- There is no limit on how many recruits a recruiter can receive credit from; however, their combined net ALP cannot exceed 50% of the recruiter’s total convention qualification.
- There is no longer a maximum net ALP amount per personal recruit.

Prorating Guidelines

- Prorating takes the YTD requirement for each level and divides by 12 to get a monthly amount. By doing this, contract levels can be combined if the agent changes contracts during the calendar year. These monthly amounts can also be used to:
 - Show if you are "on target" throughout the year, and
 - Help set your monthly/weekly goals.
- Prorated amounts for 2024:

Class	YTD Production		# of Months in a Year		Prorated Monthly \$
Agent	\$97,500	÷	12	=	\$8,125
SA	\$175,000	÷	12	=	\$14,583
GA	\$225,000	÷	12	=	\$18,750
1 st Yr MGA	\$275,000	÷	12	=	\$22,917
MGA/RGA	\$350,000	÷	12	=	\$29,167

- If the agent started with the company during the 2024 year, then only FULL months of tenure are used. We do not require the hire month to count towards the prorating.
- If the agent switched from level 2 to 3 during this year, home office will keep track of their stats for the calendar year on the GA/MGA adjustments (unless they are demoted). These are sent to the SGA mailbox monthly and will be the figures used for the final convention numbers.
- If someone was an agent level only OR was promoted from SA/GA to MGA at any point in the year and **did not** make the average monthly amount for those months in net alp/F6, they will not qualify to be able to prorate their contracts. They will need to make the entire YTD amount required for whatever level they ended the year as. This is because of the different types of production used for personal production and F6 as opposed to Agency ALP. For those specific

CONVENTION QUALIFICATION

2025

months, the Net ALP/F6 will be compared to the total needed, as opposed to F6 the YTD amount is used to compare.

Example:

An agent was contracted with the company 12/14/2023, so they were contracted for all 12 months of 2024 – we would need to account for all 12 months in our qualification review. The agent was promoted to SA on April 17, 2024. He would need to have 31,667 Personal Net ALP (4 months x \$7,917 monthly personal amount) for the months he was an agent (January–April 2024).

Month	YTD Production
January	\$17,489
February	\$10,651
March	\$14,247
April	\$2,491
Total	\$44,878

- To determine if the agent is able to prorate his SA qualification, we will add his Net ALP monthly totals together, for every month that he was a level 1 agent only.
 - $\$17,489 + \$10,651 + \$14,247 + \$2,491 = \$44,878$
 - In this example, the agent has \$44,878 and needed at least \$31,667.
- Since the agent has met the minimum required to prorate his management levels, he would only be required to make the remaining 8 months of SA F6 ($14,583 \times 8$) = \$116,664 F6 YTD as of December 31, 2024, as well as meeting minimum quality and the 1 active F6 agent to qualify as an SA, OR on only his full year personal NET ALP \$97,500 for the whole year.
- This agent would be able to combine their F6 YTD, Personal Net ALP YTD (less any personal used towards prorating) and any recruiting credits. Because 4 months of that personal Net ALP was already used for the agent level prorating, we would then need to subtract the \$44,878 from the remaining Personal Net ALP YTD used towards the SA qualification.
- If the agent in this example had NOT had enough to meet the personal production requirement while he was an agent, he would NOT be eligible to prorate his manager qualification and would be required to either make the entire years' worth of SA F6 (\$175,000) OR he could qualify on the whole year of Personal Net ALP (\$97,500).
- For anyone hired after May, they will still need to make a total of 6 months' worth of production overall (can be a combination of prorated months only if that works according to the above rules) by EOY, regardless of if they were only contracted for anything less than 6 months.

HOW TO PRO-RATE:

1. Determine how many months they were at each level.

- a. For agents that were hired prior to the production year, their total of months at all contract levels during the year must equal 12.
- b. If they were hired during the production year, only full months of tenure will be counted.
 - i. The only exception to this is that they must have a minimum of 6 months of production at any level by end of year. Even if they were hired in December, they would need to make the minimum to qualify.

Example: Hire date is 2/4/24, they will have 10 months total to prorate.

Example: Hire date is 10/4/24, they will need 6 months total to prorate.

2. Multiply the number of months at each contract times its monthly amount.

Example: SA 4 months, GA 6 months, MGA 2 months = 12months

4 x 14,583 = 58,332 (SA)

6 x 18,750 = 112,500 (GA)

2 x 22,917 = 45,833 (FY MGA)

3. Add the totals for each level together. Only same types of production can be combined.

- a. Agent and MGA months must be accounted for separately from SA/GA (see first prorate example for PP tracking).

Example: (SA) 58,332 + 112,500 (GA) = \$170,832 F6 YTD is what this person needs to qualify to prorate their MGA qualification.

- *If they had the Net F6 for those 10 months, then they would only need the 45,833 MGA agency Net ALP to qualify. If Agent or MGA is not involved, then you can stop at the F6 total.*
- *If they did NOT have enough F6 (including the personal net alp for the months they were an SA or GA) then they would not be able to prorate their MGA qualification and would need the full 275,000 if they end the year as an MGA/RGA.*

4. If they were an MGA/RGA during the year, the specific monthly net alp (adjusted) per month will be taken from the MGA/RGA YTD spreadsheet sent out by Dom every month and combined to verify qualification.

CONVENTION QUALIFICATION

2025

5. Make sure that they meet the other requirements for the level they end the year at including minimum quality requirements.

Example: If they end the year as a GA, they would also need 2 F6 agents.

You can set goals for your agents by subtracting the total you find in #3 from their YTD F6, and then dividing by the remaining months/weeks in the year.

Example: Prorated amount is \$170,832, and as of 8/31 they have \$122,584.

$$170,832 - 122,584 = 48,248$$

48,248 ÷ 4 (months left in the year) = \$12,062 F6/month is how much they would need to meet their goal.