



Companion Life Leaders Conference  
**June 20-25, 2010**

Qualification period effective dates from  
**1/1/2009 to 12/31/2009**

**800-753-0404 phone**  
**800-836-5433 fax**

Every two years the Olympic games showcase the best athletes in the world, with the gold medal of each event going to the best of the best. In February 2010, Whistler, British Columbia, will co-host the Winter Olympics. Later that year, you'll have the opportunity to follow in the footsteps of greatness as your reward for being the best of the best. For your sales of Companion Life group products, you and a

guest will enjoy six days and five nights at one of North America's top year-round mountain resorts — the Four Seasons Whistler, British Columbia. Whether you seek serenity or adventure (or both!), the Four Seasons Whistler is the ultimate destination.

Whistler is nestled below the Whistler and Blackcomb Mountains, north of Vancouver. When you arrive at the summit of the

small valley that contains Whistler, you will notice a cluster of small lakes that reflect the outline of the mountains high above. No other lakes in the world are surrounded by

scenery like this.

Soon, you'll be breathing the fresh air and exploring mountain terrain, crystal clear lakes and amazing emerald green forests.

The wilderness of Whistler and Blackcomb Mountains offers an astounding array of activities. From Alpine hiking and canoeing on serene lakes to ice climbing on a glacier and viewing bears up close and personal, Whistler has it all. Views from the top of Whistler Mountain offer a tremendous panorama of ancient glaciers, snowcapped peaks and dormant volcanoes.

Speaking of views, the warm weather in June lets you challenge your skills Whistler-style with four top-rated, award-winning golf courses highlighted with rolling greens and snow-capped mountain views.

And as if all that nature isn't enough, Whistler Village provides European elegance with Canadian savoir faire. A sophisticated, friendly destination, the village boasts pedestrian-only streets filled with international dining, exceptional shopping, and incredible cultural and entertainment choices.

Like an Olympic athlete, you've worked hard for your success ... you've earned it, and we have just the place for you to enjoy it!



# Companion Life Leaders Conference

## QUALIFICATION RULES

### AGENT / BROKER

- Meet minimum sales requirement for qualification in the appropriate category.
- Only licensed group producers are eligible to attend the Leaders Conference.
- Attendees will receive a 1099 for the taxable portion of the trip for themselves and their guest.
- Maximum convention credit per case is \$100,000.
- Multiple invitations based on agent production in excess of basic qualification are allowed for licensed agents within the same agency. Maximum of two qualifications per agency is allowed. Minimum case count of six cases will apply for second conference invitation to be issued.

#### **Agent Invitation Guidelines**

- 1st level qualification of \$85,000 receives one invitation for producer and a guest **with producer airfare only.**
- 2nd level qualification of \$110,000 receives one invitation for producer and a guest **with producer and guest airfare.**
- 3rd level qualification of \$170,000 — Reward yourself for outstanding sales by experiencing the adventure of Whistler, BC on your own! Qualifiers at this level receive an additional three days (two nights) hotel-only expense (standard room) at the Four Seasons or a comparable hotel in the area (subject to availability)\*. Includes producer and guest round-trip airfare from home airport to Vancouver, Canada.

#### **Maximum of two invitations per agent or agency.**

- Only the named producer receiving commissions will receive credit for a specific case.
- When a case is to be split for case count or convention qualification credit, it must be approved at the time of submission. No end-of-year splitting will be allowed.
- All Dental premium, Vision and Group LTD credited at 50%; all other Companion Life Group products and Voluntary Life and STD premium credited at 100%
- FlexMED sales marketed through Companion Life are credited at 20% and limited to \$20,000.
- Attendance at the conference is dependent upon the producer being currently appointed with Companion Life at the time of the conference to sell the lines of business for which credit was applied during the conference qualification period. Leaders Conference invitation is **not** transferable without prior written permission from Companion Life and is subject to all qualification rules.

**\* SOME LIMITATIONS APPLY**