AIG Partners Group

2021 Leaders Development Conference

Kimpton Seafire Resort and Spa | Seven Mile Beach, Grand Cayman

Please qualify to join us for the 2021 AIG Partners Group Leaders Development Conference, to be held at the incomparable Kimpton Seafire Resort and Spa in Grand Cayman. As always, our focus will be on working with you to grow your business through idea sharing, workshops and interactive discussions.

This annual meeting of our most valued distribution partners will give you the opportunity to:

- Define ways AIG can better support you and your clients
- Hear from experts how to improve your customers' experience
- Discover how we are redefining the way we do business through technology advances and automation
- Discuss your individual needs for a customized approach to your business
- Learn about new market opportunities

This captivating new Caribbean Beach Resort is the consummate setting for you to network with peers, share best practices and discuss your individual business needs with members of AIG leadership.

Please study the qualification rules carefully and set your sights on qualifying for the 2021 AIG Partners Group Leaders Development Conference in Seven Miles Beach, Grand Cayman!

LEADERS DEVELOPMENT CONFERENCE

May 18-20, 2021
Kimpton Seafire Resort and Spa
Seven Mile Beach, Grand Cayman

ELITE LEADERS DEVELOPMENT CONFERENCE*

May 21-23, 2021
Kimpton Seafire Resort and Spa
Seven Mile Beach, Grand Cayman

QUALIFICATION PERIOD

January 1, 2020 through December 31, 2020

See next page for complete qualification rules and details.

For more information on this exciting destination, visit:
www.seafireresortandspa.com

* Each Elite Leaders Development Conference qualifier and guest will be eligible to attend both the Leaders Development Conference and the Elite Leaders Development Conference at the Kimpton Seafire Resort and Spa.

LEADERS DEVELOPMENT CONFERENCE

May 18-20, 2021

Producer Qualification

- $100,000 Paid Net-Weighted First-Year Life Premium
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)
- AIG Min Placement Rate Standard of 50%

MGA Qualification

- $1,000,000 Paid Net-Weighted First-Year Life Premium
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)
- MGA's cannot qualify as Individual Producers.
- AIG Min Placement Rate Standard of 50%

ELITE LEADERS DEVELOPMENT CONFERENCE

May 21-23, 2021

Producer Qualification

- $150,000 Paid Net-Weighted First-Year Life Premium
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)
- AIG Min Placement Rate Standard of 50%

MGA Qualification

- $1,500,000 Paid Net-Weighted First-Year Life Premium*
- Minimum number of life insurance policies to be eligible for Conference: Seven (covering seven different individuals)
- MGA's cannot qualify as Individual Producers.
- AIG Min Placement Rate Standard of 50%

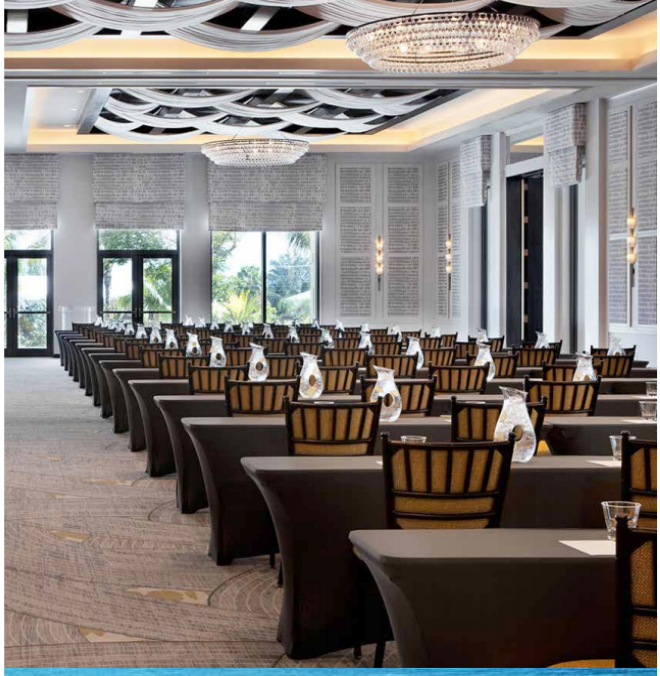
NET-WEIGHTED LIFE PREMIUM

Term	100%
UL/IUL/GUL up to and including Target	100%
UL/IUL/GUL Excess Target	10%

* Paid Net-Weighted First-Year Life Premium equals American General Life Insurance Company (AGL) annualized target first-year premium plus 10% of excess premium paid during the first year in excess of target. Reversals will apply for free-look, early lapse and not-taken policies. To be counted toward qualification, the policy must have initial premium applied to put the policy in force.

OTHER DETAILS

- Qualification includes one guest.
- Production credit based on Paid Net-Weighted First-Year Life Premium from January 1, 2020 – December 31, 2020.
- Policies written on the agent's own life or the lives of family members may be excluded.
- AIG Min Placement Rate Definition: Must place in force 50% or higher of policies applied for to qualify for this program. If the agency or agent has a placement rate below 49.99%, they will not qualify.
- Placement rate and persistency tracking available to MGAs on Connext website. Contact your MGA or the Partners Group sales desk with any questions.
- At our discretion we reserve the right to exclude Leaders Conference qualification for agents and MGAs with poor persistency.
- Only agents actively contracted and appointed by and in good standing with AGL at the time of the trip are eligible to participate.
- Registration will be available only to those who qualify and are invited by the Company to attend. Attendance at the Business and Recognition sessions is mandatory for all qualifiers. Guests of qualifiers will not be permitted to register on site unless accompanies by the qualifier.



AIG Partners Group is a sales and distribution unit of American General Life Insurance Company (AGL), Houston, TX, and is a member of American International Group, Inc. (AIG). AGL reserves the right to make any and all decisions regarding eligibility and qualification for awards, recognition and attendance at company sponsored conferences and seminars. Qualification may not be transferred to another individual/appointed agent. No 'in lieu of' payment will be made to the qualifier if the qualifier is unable to attend the conference. The guest may not be an employee of American General or an appointed agent of American General unless the guest is an immediate family member of the qualifier. Travel arrangements, including airfare, reasonable baggage fees, ground transfers, hotel accommodations, meals, program activities and customary tips, will be provided by AGL at its sole discretion. Other individual arrangements will be at the qualifier's own expense. AGL reserves the right to cancel or change the dates or site without prior notice. In accordance with Internal Revenue Code and applicable regulations (as well as applicable state tax law), the fair market value of the travel award will be reported as income to the invited qualifier. The The Kimpton Seafire Resort and Spa is not a sponsor of this promotion.

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