

CROATIA CHAIRMAN'S CLUB 2025 DUBROVNIK

Croatia 2025 Independent Qualifications

The qualification period runs from **July 1, 2024 – June 30, 2025**.

Chairman's Club Credits Required

These credits count toward Chairman's Club Croatia.

| | Producer | Producer New Hire 10/1/2024 or later |
|---------------------------|-----------|---|
| Base Trip | 625,000 | 475,000 |
| Business Class Air | 1,400,000 | 1,050,000 |

| Premium Type | Credit Weighting |
|---|------------------|
| 1st Year Target/Term/Whole Life ¹ | 100% |
| 1st Year Excess Life Premium | 3% |
| 1st Year Annualized Annuity Flow Premium & PIP ² | 25% |
| Fixed Indexed Annuity Premium (SPDA) | 5% |
| Multi-Year Guaranteed Annuity Premium (SPDA) | 3% |

Start reviewing your sales plans now so you can qualify for Chairman's Club Croatia.

1. Your Chairman's Club Croatia will be based upon qualifying life sales and annuity sales from 7/1/2024 – 6/30/2025. Each individual producer must meet the qualification requirements, regardless of date contracted, set forth in Section 2. A minimum of six (6) qualifying policies must be sold to be eligible.

2. Premium Weightings:

| Premium Type | Credit Weighting |
|---|------------------|
| 1st Year Target/Term/Whole Life ¹ | 100% |
| 1st Year Excess Life Premium | 3% |
| 1st Year Annualized Annuity Flow Premium & PIP ² | 25% |
| Fixed Indexed Annuity Premium (SPDA) | 5% |
| Multi-Year Guaranteed Annuity Premium (SPDA) | 3% |

3. The term "individual producer" refers to any person appointed as an agent of companies with the National Life Group, except those specifically excluded below: a) agents contracted through the Affiliated Channel; b) agents contracted through organizations who have opted out, with prior written permission, from participating in the Conference of Champions; or c) any other agent/organization determined at a future date to be ineligible.

4. Definitions, Limitations, and Exclusions:

• Definitions

– 1st Year Annualized Flow Premium: The expected premium, subject to the limitations herein, to be received in the first policy year when considering the amount of initial payment, payment modes, special payment patterns and any other factors National Life Group deems relevant.

– Qualified Flow Increase: This occurs to the extent premium paid via salary reduction/deduction when annualized exceeds the highest anticipated flexible premiums to be paid into the policy during a prior policy year. Subject to PIP rules and details.

• Limitations

– Annuity sales in excess of \$2,000,000 of SPDA premium on a single life or \$100,000 in first year annualized flow on a single life.

– Single sum payments into existing annuity policies during the first 5 policy years will receive 0.05 credit per premium dollar subject to above maximum. Thereafter, any single sum payment will receive no credit.

• Exclusions

– All mutual funds, variable life and annuities, and securities are excluded. Only fixed proprietary life and annuity sales count towards qualification.

– Sales from SPIA, 3121 Plans, Group Unallocated Annuities or other products deemed to be ineligible.

5. Chairman's Club Croatia credit is awarded to the agent(s) whose signature and number(s) are shown on the application, credits are not transferable. We reserve the right to adjust Chairman's Club Croatia credits for case size, family or controlled business, or for any other unusual circumstances.

6. Policy Persistency & Placement Requirements

• Life Persistency: Producers with life insurance persistency of less than 65% may not receive any credit for life insurance sales generated during those respective calendar years. Persistency is measured using the 24 month persistency measure.

• Annuity Persistency: Producers with annual annuity policy persistency of less than 85% and/or annualized flexible premium annual persistency of less than 82.5% during an incentive period may not be eligible to receive Chairman's Club credits. Persistency is measured for all annuity policies issued after January 1, 2024 forward and is measured for seven (7) policy years from issue for both policy and premium persistency.

7. Chairman's Club credits will be applied pro-rata to any adjustments to commissionable premium or commission rates.

8. Chairman's Club credits are awarded in the program year in which the policy is paid. No credits are given for sales that are "not taken." A deduction of credits may occur in the current or subsequent program year if the premium on which an award is based is not collected, is refunded for any reason, and/or the commission on a policy is wholly or partially charged back. The Company will use its records to determine qualifications and make all judgments regarding applicable business.

9. There is no cash alternative or substitution in lieu of Chairman's Club.

10. If you hold a securities license, you will need to consult with your Broker-Dealer to see if you are eligible for invitation to Chairman's Club, based on your annuity and life sales.

11. You must be a producer actively writing with National Life Group to be eligible to participate, and in good standing to receive an invitation. NLGroup reserves the right to determine eligibility based on company records, and attendance is by invitation only.

12. Awards are taxable according to IRS Rules and a 1099 will be issued, to the extent applicable.

13. All eligible agents must meet the conference requirements in order to attend, nonqualified agents cannot be considered a guest of a qualifying agent.

1. Based upon the total of your personal paid 1st year annualized target life sales. Credits are based on the lesser of the CTP or the AAP.

2. Paid by salary reduction/deduction payments and/or monthly bank draft. Subject to Premium Increase Program (PIP) rules and eligibility. See PIP Flyer for more information.

Production references apply to both NL and LSW products - all securities products (including mutual funds, variable life and annuity), are excluded.

National Life Group[®] is a trade name of National Life Insurance Company, Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX, National Life Distribution, LLC (NLD) and their affiliates. Each company is solely responsible for its own financial condition and contractual obligations. LSW is not an authorized insurer in NY and does not conduct insurance business in NY. Incentive programs are offered by NLD. NLD also conducts business as National Life or, in some states, National Life Insurance Agency.