



National Life  
Group®



# President's Club

# *Los Cabos*

GRAND VELAS LOS CABOS

APRIL 13–17, 2027



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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.

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Cat No 66482(1125)

# 2027 President's Club Qualification Requirements

Calendar Years of Service	Base Trip		Additional Nights	
	Total Club Credits	Minimum Life Requirement	Total Club Credits	Minimum Life Requirement
All Brokerage Producers (includes trip for Producer & Guest)	200,000	50,000	400,000	100,000
First Year Contract (includes trip for Producer & Guest)	125,000	30,000	250,000	60,000

1. President's Club (PC) credits will be based upon the total of your personal paid annualized target life sales and annuity sales (traditional fixed and fixed indexed annuities only) from 1/1/2026–12/31/2026. Each individual producer must meet the qualification requirements, regardless of date contracted, set forth. A minimum of six qualifying policies must be sold to be eligible.

First year contract qualification is available to agents who are initially contracted in the 2026 calendar year. Qualifier must reach 125,000 in PC credits and have a minimum of five qualifying policies to be eligible.

## 2. Eligible Premium:

Premium Type	Credit Weighting
1st Year Target/Term/Whole Life <sup>1</sup>	100%
1st Year Excess Life Premium	3%
Flow and PIP Annuity Premium <sup>2</sup>	25%
Fixed Indexed Annuity Premium (SPDA)	5%
5-Year Multiyear Guaranteed Annuity Premium (SPDA)	3%
3-Year Multiyear Guaranteed Annuity Premium (SPDA)	1.5%
All GDC <sup>3</sup>	75%

3. The term "individual producer" refers to any person appointed as an agent of the National Life Group, except those specifically excluded below: a) agents contracted through organizations who have opted out, without prior written permission, from participating in President's Club; or b) 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 (on any salary reduction/deduction and bank draft) 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 Fixed Indexed Annuity policies during the first five policy years will receive 5% credit per premium dollar. Thereafter, any single sum payment will receive no credit.

### • Exclusions

- Sales from Single Premium Immediate Annuity or other products deemed to be ineligible.

5. PC credit of 25% is awarded for each dollar of net annuity premium increase (on any salary reduction/deduction and monthly bank draft) after the first policy year. Writing agent is responsible for tracking increases and submitting same for possible credit.

6. PC credit is awarded to the agent(s) whose signature(s) and number(s) are shown on the application. We reserve the right to adjust PC Affiliated Brokerage credits for case size, family or controlled business, or for any other unusual circumstances.

7. Producers with persistency of less than 65% may not be eligible to receive an invitation. The persistency minimum does not apply to producers that have less than 10 cases or \$10,000 of issued premium between October 1, 2023 and September 30, 2024. Persistency is measured using the 24-month persistency measurement. Premium credit for each policy will be given to the agent whose signature and number are shown on the application.

8. PC credits will be applied pro-rata to any adjustments to commissionable premium or commission rates.

9. PC credits are awarded in the 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 year if the premium on which an award is based is not collected, is refunded for any reason, and/or the policy is fully surrendered in any year and there were single premium deposits within 12 months from the surrender date. The company will use its records to determine qualifications and make all judgments regarding applicable business.

10. There is no cash alternative or substitution in lieu of the PC.

11. If you hold a securities license, you will need to consult with your broker-dealer to see if you are eligible for invitation to the PC based on your National Life Group annuity and life sales. Representatives registered with broker-dealers affiliated with National Life Insurance Company may not count indexed annuity sales towards qualifications; such representatives qualify for other incentive programs.

12. You must be a producer actively writing with National Life Group, eligible to participate, and in good standing to receive an invitation. All eligible agents must meet the conference requirements in order to attend, nonqualified agents cannot be considered a guest of a qualifying agent. National Life Group reserves the right to determine eligibility based on company records, and attendance is by invitation only.

13. Invitation to the President's Club is for the qualifier and a guest.

14. Credits may be adjusted if needed to comply with the Massachusetts Fiduciary Rule.

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

16. Credits may not be transferred to another producer.

17. We reserve the right to terminate or modify any bonus or incentive program at anytime.

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.

3 Only eligible securities product sales placed through Equity Services, Inc., One National Life Drive, Montpelier, VT 05604, 800-344-7437, may generate credits. All business through ESI will be credited equally weighted at 75% of GDC to comply with Regulatory Best Interest Requirements.