

**Leader's Club - September 26 - 30, 2007**

**Agent Convention Qualifications:**

All Life, Health and Annuity Products received April 1, 2006 - June 30, 2007, and subsequently paid. (15-month contest)

**Producer's Production Requirement:**

Full Qualification (Agent & Guest): \$100,000 annual premium production credits

Full Qualification (Agent Only): \$75,000 annual premium production credits

**Guest Buy-In:**

Producer may invite a guest if Full Qualification is not met. \$75,000 - \$87,500 annual premium production credits, plus \$800, or \$87,501 - \$99,999 annual premium production credits, plus \$500.

**Manager's Production Requirement:**

\$250,000 annual premium production credits remaining after deducting your qualifying producer's credits, or you may qualify with five qualifying producers.

**President's Club - September 24 - 26, 2007**

**President's Club Production Requirements:**

Produce 150,000 in annualized premium production credits, and you will qualify for a bonus three-day/two-night stay at the Westin Resort & Spa.

**President's Club Manager's Production Requirements:**

1. Manager has seven agents, who are directly in line<sup>1</sup> to the manager, and who are fully qualified (for two) for the convention, or:
2. Manager has 450,000 in annualized premium production credits remaining after the credits for all qualifiers, directly in line to the manager, are subtracted from the manager's total hierarchy production credits.

**Eligible Production Credits**

Medicare Advantage	900 points
Medicare Supplement	50% of annual net premium
Medicare Select	60% of annual net premium
Acute Care	100% of annual net premium
Senior Dental	100% of annual net premium
Annuities/Single Pay Asset Enhancer II	10% of annual net premium
Asset Enhancer II Five- or Ten-Pay	100% of annual net premium
Final Expense/Asset Enhancer Continuous Pay	150% of annual net premium

<sup>1</sup>Directly in line is defined as an agent who reports directly to the manager in the manager's hierarchy.

Managers may not count any agent who reports directly to another person in the hierarchy as a qualifier.

The Marketing Department of American Pioneer, American Exchange, Constitution Life and Marquette National governs convention rules and regulations.

To be eligible for the trip, all agents and managers must be active with American Pioneer, American Exchange, Constitution Life and Marquette National as of the convention date.