



*Annuity*



2020 Top Marketer Business Retreat  
Leaderboard

Standings reflect fixed index annuity (FIA) promotional credits which includes issued premium and pending premium as of June 1, 2019 and received through \_\_\_\_\_, as assigned to a specific marketer by the IMO. Final qualifying promotional credits will only include FIA premium received on or after June 1, 2019 and issued by Jan. 15, 2020.

IMO	Marketer	Promotional credit

**FOR IMO/MARKETERS USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.**

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**2020 TOP MARKETER BUSINESS RETREAT RULES**

Qualification is based on all North American fixed index annuity business for the Key Largo Business Retreat, the 2020 Top IMO Marketer Business Retreat. The qualification period runs from June 1, 2019, through Dec. 31, 2019. All new business applications must be issued by Jan. 15, 2020, with a five case minimum and \$250,000 minimum total premium. Only two qualifiers per IMO. Renewal premium not eligible. The Key Largo Business Retreat may be discontinued or modified at any time without any obligation on the part of North American Company for Life and Health Insurance®. Final interpretation of the rules will be at the sole discretion of North American and all decisions are final. No cash equivalent and non-transferrable. IMO is responsible for the value of the trip through issuance of IRS form 1099. IMO must be in good standing with North American, and marketer must be in good standing with their IMO, and participation in this contest is subject to marketer IMO approval, in order to participate in the Key Largo Business Retreat.

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