

# Key Largo

business retreat

Baker's Cay Resort, Key Largo  
Feb. 29 - March 3

You have been selected for an exclusive competition amongst some of the top IMO marketers in the industry. Qualifiers can earn themselves and a guest an amazing experience at the Key Largo Getaway, our 2020 Top IMO Marketer Business Retreat at Baker's Cay Resort, Key Largo, Feb. 29 - March 3, 2020.

Network with other top IMO marketers in the industry. Spend time with the North American Sales Team. Gain valuable insight on the annuity growth strategy for North American.

### A place where life slows down and spirits rise

The Baker's Cay Resort in Key Largo has everything you need to make your stay one you'll never forget. A private beach experience on the Florida Bay, unparalleled bay-side views and culinary delights, and of course the bay is your playground with paddle boarding, snorkeling and more.

### What's included?

Airfare, accommodations, and more for marketer and a guest.

### How do I qualify?

- Qualification period is June 1 through Dec. 31, 2019.
- Top 15 producing marketers who submit the most fixed index annuity (FIA) premium can qualify.
- Limited to two qualifiers from each independent marketing organization (IMO).

Contact your North American sales vice president today!







## 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.



*Annuity*

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