

GTL's 2016 Sales Convention


GTL | GUARANTEE
TRUST
LIFE



**GTL'S
SWINGIN'
SOUTHWEST
GETAWAY**

THE FAIRMONT SCOTTSDALE PRINCESS ✪ MARCH 16-20, 2016 ✪ SCOTTSDALE, ARIZONA

THANK YOU FOR YOUR BUSINESS!



At Guarantee Trust Life we understand the importance of earning your business. That is why we are thrilled to announce our 2016 Sales Convention!

GTL conventions are famous for having the perfect mix of luxury, fun and relaxation. We plan on going over-the-top to show our appreciation to you!

In the next few pages, you will find details on how to qualify and more information on the resort. We hope to see you in Scottsdale!

Fairmont
HOTELS & RESORTS

ABOUT THE RESORT



The Fairmont Scottsdale Princess offers beautiful views, four award-winning restaurants, a state-of-the-art Spa and two 18-hole championship golf courses – one of which is home to the annual PGA Tour.



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POOL AND SPA

Bask in amazing Arizona sunshine while enjoying your favorite beverage as you lounge at the resort's Casita Pool, East Pool, South Pool or the Sonoran Splash - a 6,000-square-foot luxury water oasis.

The resort's Well & Being center is an innovative fusion of spa and wellness. Choose from a personalized palette of experiences from the exhilaration of Aerial Hammock Yoga to the tranquility of a customized aromatherapy massage. You will go home feeling energized, refreshed and renewed.



EXPERIENCE A ONCE IN A LIFETIME TRIP

If you qualify, you and a guest will enjoy round trip airfare, 5 days and 4 nights at the Fairmont Princess and all the finest food and first class activities GTL has planned for you during your time in Scottsdale!

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How To Qualify



TOP AGENTS

Be one of the top Writing Agents, Top General Agencies or Top 10 MGA's/FMO's in total points during the Qualification Period as outlined here.

To qualify, applications must be submitted between April 16, 2015 - January 1, 2016. Applications must be issued, paid for and in force as of January 15, 2016 to count towards the total.

QUALIFYING LEVELS

- **Writing Agent:**
100,000 points
- ***General Agency:** Top 15 General Agencies with a minimum of 250,000 points
- **Managing General Agency/FMO:** Top 10 MGA's/FMO's with a minimum of 400,000 points

HOW TO ACCUMULATE POINTS

- **Advantage Plus, CHS Protection Plus & Supplemental Solutions Cancer:** Earn 1.5 points for every dollar of A.P.I
- **Accident, Critical Illness & Recover Cash:** Earn 1.25 points for every dollar of A.P.I
- **Critical Care:** Earn 1 point for every dollar of A.P.I

(A.P.I = Annualized Premium Issued)

GTL reserves the right to make the final decision regarding qualification and interpretation of the rules, modify or terminate the promotion, change destinations/trips or time frames, award substitute prizes in place of the trip at its direction and without notice, or disqualify agents if there has been a violation of contest provisions or agent contracts. Only active agents are eligible.



JOIN US IN ARIZONA

QUESTIONS? Should you have any questions regarding the contest or the contest rules, please contact your Regional Sales Manager or call the Agency Department at **800.323.6907**.

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