

EARN YOUR PLACE UNDER THE BIG SKY

the sky's not the limit in May 2027 — it's . . .

Big Sky, Montana

2027 President's Club

Big Sky, Montana
Montage Resort

Trip Qualification Dates:
February 1, 2026 – January 31, 2027

**55 Top
Overall Agents**

\$165,000 Minimum
production credit
required



**12 Top
Overall Agencies**

\$900,000 Minimum
production credit
required



**6 Top Overall
Marketing Directors**

\$1,100,000 Minimum
production credit
required



Where Wide Open Spaces Meet Luxury

Nestled in the heart of the Rockies, Big Sky offers the perfect mix of relaxation, adventure, and upscale mountain charm. From mountain views and fresh alpine air to elevated dining and world-class experiences, this is your opportunity to celebrate success in one of the most stunning destinations in the American West.



ManhattanLife
Standing By You. Since 1850.

Getting Qualified

- Each month, production multipliers will be assigned to various products and additional production credit will be given for any effective dates for a given month.
 - For example, if an agent has effective date and paid premium business for a certain month of \$10,000 for a product with a 2x multiplier, then \$20,000 will be credited toward that agent's convention standings.
 - Agents below a 12-month persistency threshold of 75% are not eligible for qualification.
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Qualifications & Guidelines

1. The qualification period will be from February 1, 2026, to January 31, 2027. Only net paid annualized premium produced during the qualification period will count for conference qualification.
2. A minimum portfolio persistency of 80% is required.
3. A minimum active policy count of 75 active applications is required. For newly contracted producers the minimum is 50 applications.
4. The Company will confirm qualification for the conference by a personal invitation to the associate.
5. Only active contracted and producing associates in good standing at the time of the conference will be eligible to attend the conference.
6. Invitations are non-transferable and substitutions are not permitted.
7. All qualifiers are eligible at one level (example: a producer who personally produces and has an agency is unable to qualify at both levels).
8. Production credit is not transferable among associates or agency managers. Multiple associate qualifications are not allowed.
9. If an associate qualifies for the conference on a personal, agency or Marketing Director basis, the associate will only be awarded one qualification.
10. Agency management qualification will be limited to one qualifier per management level (Agency, Marketing Director).
11. Cash will not be paid in lieu of attending the conference.
12. The qualifying associate will be allowed to bring their spouse or guest.
13. The Company reserves the right to modify or cancel the event if deemed necessary.
14. The Company reserves the right to modify qualification rules in the event of unforeseen expense increases or if hotel space is not available (rooms are contracted one year in advance and space may not be available; in the event of this, qualification will be based on higher production/persistency).
15. In accordance with IRS rules and regulations, associates attending our Chairman's Club Conference will receive 1099 earnings for the fair market value of the trip. Please consult your tax advisor if you have any questions concerning your income reporting requirements.
16. Any exceptions to the above guidelines or special requests must be approved by the Chief Marketing Officer of the Company.