



Timeframe: January 1 to March 31, 2020
How is this going to work? There are 3 teams with each assigned to Mike (ABC), Becky (ABC) or Frank (DM).

Rules

- **Each group will compete as a team and must collectively have at least \$20K to meet the incentive minimum.**
- **Lifenet and FFS Commission Runs are the official tracker. No exceptions!**
- **Only Life policies count (including ALL VUL's sold through FFS) This includes FNWL VUL and AXA– No annuities or other FFS products.**
- **Mike and Becky also have a financial incentive to win with their group. If Frank wins, he doesn't have to pay them so there is also an incentive for him.**
- **The District Office will send out updates once a week!**
- **No cash/checks in lieu of prizes for Registered Representatives.**

What do you win, you ask?

The agents on the winning team will get to individually pick from 3 categories (subject to amount won):

Golf Outing (may include Dinner, overnight stay, etc.)	Choice of Sports or Concert Tickets	Electronic Items (computers, phones, tablets, tv's, etc.)
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The amount the winning team can spend on a prize depends on the below minimum threshold they achieve:

Minimum Life Team Benchmarks	Winning Team Payout (per Agent)
\$20,000	\$200
\$50,000	\$500
\$100,000	\$1,000

TEAMS:

Mike: Troy Merrill, Kirk Barton, Darin Edwards, Vince Moser, Lee Music

Becky: Brad Stricker, Jeff Champ, Jaron Burnham, Cassie Sotelo, Dave Brown

Frank: J.R. Weinrich, Denise Kuerner, Dan Hakes, Brian Dunigan, Anthony Oskolkoff

As a bonus, the agent with the highest premium, whether on the winning team or not, will win a \$500 gift card of their choice and some hardware showing they are the "Mr. or Ms. Fabulous of 2020!"