

2027 Montage Big Sky Sales Leaders' Getaway



Illinois Mutual is announcing a new incentive for our top producing agents. Reach minimum qualification levels outlined for Life, DI or Worksite sales to enjoy an exciting getaway in 2027!

Meet the specifications below for life insurance sales, and you and a guest will be invited to join other top-producing agents next summer for an unforgettable experience.

2027 Life Sales Leaders' Getaway Qualifications

Agency Owners: Two Ways to Qualify

1. Personal Production:

\$60,000 annualized **paid** premium from January 1, 2026 through December 31, 2026, with a 13-month 87% persistency*, qualifies the agency owner and a guest for the incentive getaway.

2. Team Production:

\$100,000 in combined annualized **paid** premium produced by downline agents in the same hierarchy from January 1, 2026 through December 31, 2026, with a 13-month 87% persistency*, qualifies the agency owner and a guest for the incentive getaway.

The agency owner's personal production may be included in the \$100,000 total.

Agents:

\$60,000 annualized **paid** premium from January 1, 2026 through December 31, 2026, with a 13-month 87% persistency*, qualifies the agent and a guest for the incentive getaway.

Persistency Buy In:

A maximum +2% point "buy in" is available with this incentive. \$20,000 additional annualized paid life premium = +1% point.

June 6 - June 9, 2027
Montage Big Sky | Montana

*Calculated January 15, 2027.
Agent Use Only (continued on back)



Additional Specifications:

- Qualifying products are Term Life Insurance (Policy Form LT17), Return of Premium Term Life Insurance (Policy Forms LRPT17 and LRPT17SA), Whole Life Insurance (Policy Forms LWL18 and LSPWL18) and Simplified Issue Whole Life Insurance (Policy Forms LWL18NI and LSPWL18NI).
- A maximum of 10% of Single Premium Whole Life and Single Premium Simplified Issue Whole Life premiums will be eligible toward requirements.
- Agents and agencies must have active status, as defined by Illinois Mutual, and a 13-month 87% premium persistency* at the time of the incentive. Only writing agents appointed direct with Illinois Mutual or through a qualified General Agent are eligible.
- Cash substitutions in lieu of the incentive getaway are not available. No cash awards will be made available in the event of cancellation.
- Accommodations and amenities at the time of the incentive getaway are subject to change based on availability.
- Agents and agency owners must meet minimum qualification requirements for Life, DI or Worksite. Premium for Life, DI and Worksite products may not be combined to qualify for the incentive getaway.
- Calculation of paid premium will be completed on the 15th day after the incentive period ends.
- Illinois Mutual determines final recipients. Qualifiers determined January 2027.

Call us for more details, and start
selling today to qualify for this getaway!
(800) 437-7355, Option 2 | Sales@IllinoisMutual.com



**Calculated January 15, 2027.*

Persistency is an average of all an agent's production, not to exceed 12 years.

The value of this getaway will be reported on the recipient's 1099-NEC for 2027. Illinois Mutual and its representatives may not give legal or tax advice. An accountant or attorney should be consulted regarding individual circumstances.

Guests must be 21 years of age or older at the time of the incentive getaway.

Not available in AK, DC, HI, MT or NY. Coverage and availability may vary in other states. For costs and details of coverage, limitations, exclusions and terms, contact Illinois Mutual.

A5884 (1/26) Agent Use Only