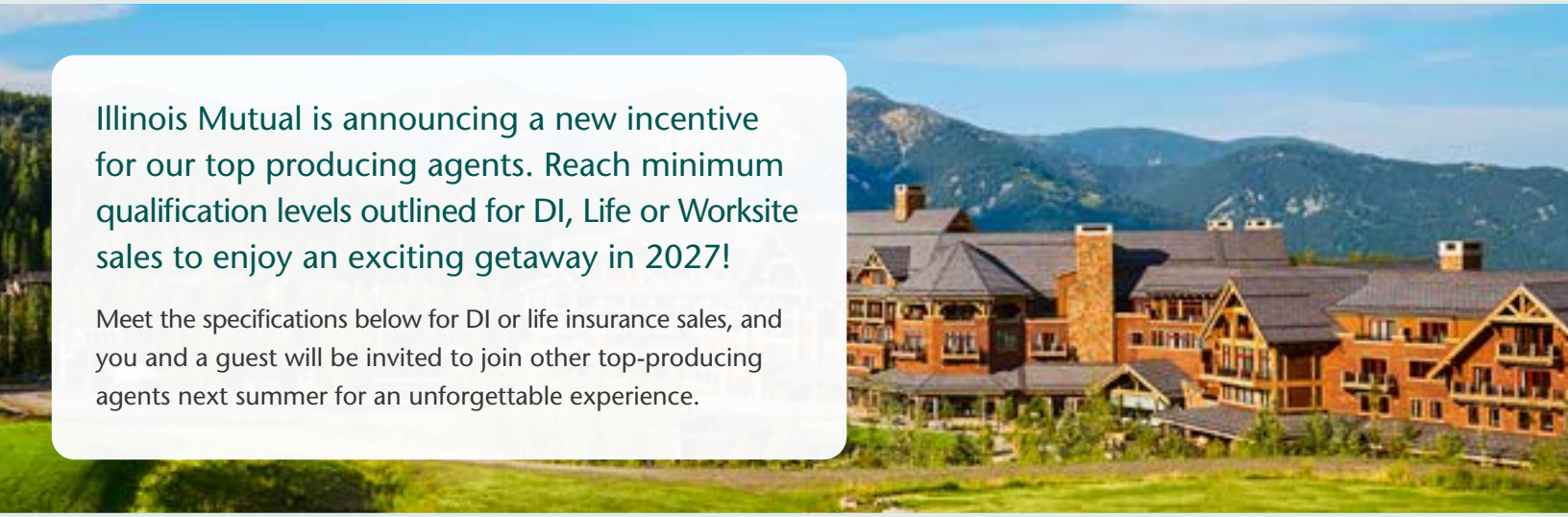
2027 Montage Big Sky Sales Leaders Getaway



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

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

2027 Sales Leaders Getaway Qualifications

DI Qualifications

Agents:

$25,000 annualized **paid** premium from January 1, 2026 through December 31, 2026, and a 13-month 87% premium persistency*, qualifies the agent and a guest for the incentive getaway.

DI & Life

Persistency Buy In:

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

June 6 - June 9, 2027

Montage Big Sky | Montana

Life 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.

Calculated January 15, 2027.

Agent Use Only *(continued on back)*

Montage Big Sky

Illinois Mutual®

Additional DI Specifications:

- Qualifying products are Disability Income Insurance (Policy Form DI105), Simplified Issue DI (Policy Form WSD07) and Business Expense Insurance (Policy Form BE105). DI105 policies with the Non-cancelable Policy Rider (Policy Form 9251) attached are excluded from this incentive.

Additional Life 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.

Specifications Applicable to Both DI and Life:

- 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 DI, Life or Worksite. Premium for DI, Life 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***

ILLINOIS MUTUAL®
Life Insurance Company

**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.

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

A7258 (10/26) Agent Use Only