



**IMPACT**  
LEGACY GROUP

# **SALES LEADERS CONVENTION 2025**

**Qualification Period: January 1 - December 31, 2024**

**Venue: Secrets Maroma Beach Riviera Cancun Resort  
Quintana Roo, Mexico**

**Date: April 14 -18, 2025**

# 2025 IMPACT SALES LEADERS CONVENTION

## QUALIFICATIONS

### Individual Producer Qualification:

- \$250,000 - Trip Invite
- \$300,000 - Trip Invite + Extra Night
- \$500,000 - Trip Invite + Extra Night + Upgraded Room

### Team Qualification:

- \$600,000 - Trip Invite
- \$1,000,000 - Trip Invite + Extra Night
- \$1,400,000 - Trip Invite + Extra Night + Upgraded Room
- \$2,000,000 - Trip Invite + Extra Night + Upgraded Room + Air Credit

## QUALIFICATION PERIOD

**JANUARY 1 – DECEMBER 31, 2024**

Applications must be issued and paid, and all issue requirements.

Convention Credits are calculated with production Values:

- Whole Life \$1 - \$1 of annualized premium
- Term Life \$1 - \$1 of annualized premium
- IUL \$1 - \$1 of target premium
- Annuity 7.5% of annuity amount
- Hospital Indemnity \$1 - \$1 of annualized premium
- Long-Term Care \$1 - \$1 of annualized premium
- Critical Illness \$1 - \$1 of annualized premium
- PDP \$150 PV
- ACA \$300 Value
- Short Term Medical 20% of annualized premium
- Medicare Advantage \$750 Value
- Medicare Supplement \$750 Value

## ELIGIBILITY

Impacts records will determine qualification results and eligibility.

- Agents must be in good standing with Impact Legacy Group at the time of the convention.
- Attendance is available only to those who qualify and are invited by ILG to attend.
- A guest must be accompanied by the qualifier to attend the convention.
- Individuals who, for any reason, are unable to attend, are not entitled to any other compensation, nor may the qualifier substitute in his/her stead to any other person.

## PROGRAM INCLUSION

Travel Credit for Platinum Qualifier and Guest (\$500/each) from the major airport nearest your home city to the destination Airport (A valid passport is required with an expiry of no less than 6 months of travel dates)

Beverages and meals (including 24-hour room service) at the resort during program dates.

All program related gratuities and sales taxes.

## INVITATIONS TO ATTEND

Attaining Convention Credits/qualification requirements may make the qualifier and one guest eligible to receive an invitation. The invitation will be extended to the qualifier and one guest only.

## PERSISTENCY OR PLACEMENT

Impact reserves the right to withhold an invitation should persistency or placement fall below the following minimum acceptable levels:

PLACEMENT: 70.0%

## BONUS PRODUCTION VALUES

Bonus Production Value Credits in the amount of \$25,000 PV will be given for attending each of the following Impact Events.

- Main Event 2024 (25,000) PV
- Fall Meet 2024 (25,000) PV

Bonus Production can only be applied to the individual agent that attended the event and only counts towards Agent/ Producer Qualification.

## AGENTS/ PRODUCER

Qualification is personal production only.

Any agent that has 1000 clients with IMPACT receives double PV towards their qualification (MAPD + MED Sup)

## AGENCIES/ TEAMS

The agency can qualify by achieving the qualification to earn the invite. If a downline agency achieves the qualification, the invite will go to them as they earned the qualification. The upline can still earn the trip by achieving the next qualification as an agency.

Qualification amounts include personal production. If an Agency has 3 downlines that qualify, the Agency owner receives an automatic invite

## WRITING AGENT

The agent number listed on the application receives the Convention Credits as the writing agent, except on split cases. All agents on split cases receive the proportional Convention Credits, however for quality of business measures (persistence and placement) the case will only be assigned to the writing agent.

The agent signature must correspond with the agent number. An agent cannot transfer Convention Credits to another agent. Elevate Annuity premium will be credited 100% to the referring Agent.

## EXPENSES

Federal/state income tax incurred as a result of attending the convention is the responsibility of the qualifier. A 1099 in the amount of the "fair market value" of the trip will be issued. It is suggested that participants consult their tax advisor in regard to tax treatment.

## STANDINGS

Available on Impact Link

| PRODUCER QUALIFICATION | AGENCY QUALIFICATION (PRODUCTION VALUE PV) | QUALIFICATION LEVEL |                                                 |
|------------------------|--------------------------------------------|---------------------|-------------------------------------------------|
| 250K                   | 600K                                       | BRONZE              | TRIP                                            |
| 300K                   | 1M                                         | SILVER              | TRIP + EXTRA NIGHT                              |
| 500K                   | 1.4M                                       | GOLD                | TRIP + EXTRA NIGHT + UPGRADED ROOM              |
|                        | 2M                                         | PLATINUM            | TRIP + EXTRA NIGHT + UPGRADED ROOM + AIR CREDIT |