



Your Palace Awaits

Opulence. Luxury. Splendor.

The St. Regis Monarch
Beach Resort

Dana Point,
California

Performance Club
June 2015



If you are one of our top-400 Performance Club qualified associates for this reward trip, then you'll get to enjoy being treated like royalty at the **St. Regis Monarch Beach Resort**, June 11-14, 2015! It's a Forbes Five-Star, AAA Five-Diamond awarded resort, located along the pristine shores of the Pacific Ocean in Dana Point, California. We've reserved the entire resort, which features world-class golf, a private beach, a tennis club, and Spa Gaucin—one of the "Top 25 Hotel Spas in the World," as voted by *Travel & Leisure Magazine*. In other words, it's just what the doctor ordered for deep serenity and total relaxation.

Interested? Check out the details below for how to qualify. We'll see you there!

How to Qualify

The contest period is May 1, 2014 to January 31, 2015, and the 400 top performers will be recognized in the following categories.

Group One—Associates that qualify for Platinum Executive Director each month of the contest period will be invited!

Group Two—Associates that qualify for Silver or Gold Executive Director, or higher, as well as maintain their Performance Club qualification each month of the contest period will be invited!

Group Three*—Associates that qualify for Executive Director or Bronze Executive Director, or higher, as well as maintain their Performance Club qualification for six of the nine-month contest period will be invited!

Group Four*—The remaining invitations will be sent to associates who Performance Club qualify a minimum of 6 months during the contest period, based on total Performance Club points earned during the contest period (new PC points, carry-over points excluded).

**Groups Three and Four must have a rolling 12-month Performance Club persistency of 75% or better to count any given month towards qualification (Check Qualified).*

Regardless of level, an Executive Director, or any level of associate, can qualify for the incentive trip in any one of the four categories. Total points contributed during the contest period will determine the top 400. At the close of the contest, January

31, 2015, the total points showing at the end of contest will be used to determine the top 400, no exceptions. To insure your space, contribute as much quality business as possible during the incentive period. GOOD LUCK!

The trip dates are June 11-14, 2015.

NOTE: In order to be selected as a winner, associates must maintain an acceptable persistency. Those with sub-par persistency—as well as those associates not permitted full advance commissions by the Company—will not be extended an invitation.

Travel accommodations for this contest must be coordinated through Ada Travel Services. While we will make every effort to accommodate your travel requests, final determination of acceptable fare will be made by the Corporate Office. Winners can only redeem this trip for the dates indicated as part of the overall contest. The trip is not transferable to another person and is not redeemable for cash; if you are unable to attend, the trip will be awarded to the next person in line who met the qualifications. The trip is provided to you and one guest. You may bring your children (at your expense) provided they are unmarried dependent children under the age of 23 living at home or attending college full-time.

Winners will be invited beginning with Group One, then Two, Three and Four. Winners will be notified via email and or phone call and must complete booking by the established cutoff dates, including the submission of your itinerary for reimbursement should you choose to book your own flights. If you fail to meet the established deadline, you will forfeit your trip and it will be awarded to the next qualified attendee. Winners must be associates in good standing with the company at the time of the contest's travel period.