



June 7-10, 2024

Clubs and Awards

Here’s a complete list of the Clubs and Awards available to any agent and agency in the Globe Life General Agency Division selling insurance for United American Insurance Company, Globe Life Insurance Company of New York, and Globe Life And Accident Insurance Company. These Clubs and Awards are designed for you so we can recognize and show our appreciation for your effort, energy, enthusiasm, and sales acumen. If you qualify to participate, you deserve to stand out from the crowd.

Annual Sales Convention

Each year, the Company rewards its top sales people and their spouse/guest with a prestigious trip to Convention. Our Company has always invited the spouse and/or guest of the agent to Convention because of the sacrifices he or she makes when the agent is in the field. We always consider Convention qualifying as our top award.

Convention Qualifications for 2024

There are two ways to qualify for Convention 2024: By meeting production qualifications or by issuing 100 or more Convention Apps as personal production during the 2023 Convention qualification period, Dec 28, 2022 through Dec 23, 2023.

All production qualifications for Awards, Clubs, and the 2024 Convention in Denver, Colorado, are based on Net Annualized Issued Premium (NAIP), which must be 70 percent or more of the Gross Annualized Premium (GAP).

A Convention App is Medicare Supplement Insurance, Cancer, Critical Illness, Final Expense (except in New York), and MMGAP. Globe Life And Accident agents will be considered Rookie Agents in the year 2023 regardless of appointment date. The Rookie Qualification will only apply to Globe Life And Accident production.

Production Qualifications

Production Qualifications	Agency	Rookie Agency	Writing Agent	Rookie Agent
Health & Life	\$350,000	\$175,000	\$150,000	\$75,000
Life only		\$75,000		\$50,000
GLA NAIP only		\$175,000		\$75,000
Convention Apps Issued		N/A		100

Non-standard (Underage Disability) Medicare Supplement Insurance production, annuity production, and, in New York, life production do not count toward qualifications for Convention, awards, or club honors. Rookie agents can only earn Convention by the Rookie Agent Qualification once.

Annual Production Awards



Double Eagle Club

Any Member of the Eagle Club who has an agent/agency in their hierarchy that also qualifies as an Eagle is awarded The Double Eagle Club Award.

Eagle Club

Company-direct contracted agents (any level) who produce \$1,000,000 or more in NAIP and have 70% persistency may qualify for the Eagle Club. Membership in this elite club is limited to the top ten (10) producers by NAIP. All Eagles receive an award at Convention and their personal sketch will hang in the Home Office. First-time qualifiers also receive an Eagle Club ring. The ring is updated with an additional diamond each year the General Agent qualifies for the Eagle Club, up to 10 years. Eagle Club members are invited to a second meeting to communicate with senior management as an agent advisory board.

President's Club

Company-direct contracted agents (any level) who produce \$350,000 or more in NAIP during the qualification period may qualify for the President's Club. Membership in this exclusive club is limited to the top ten (10) producers not earning Eagle status. President Club members receive an award at Convention and have their photo displayed on the wall at the Home Office.

Pacesetter's Club

Writing Agents may qualify with their 2023 NAIP as a Pacesetter. Members of this production club are those ranking 1-30 who achieve the highest personal production NAIP during the qualification period. Writing Agents who make the club will receive a plaque at Convention; the top 10 Pacesetters will be invited on stage for special recognition of their achievement.

Rookie of the Year Award

The Rookie of the Year Award will be awarded at Convention to the top 5 (five) producing agents who qualify and attend Convention. To qualify, the agent must be contracted directly with the Company (any level) for the first time, produce a minimum \$75,000 NAIP qualifying personal production during the qualification period and attend Convention.

Highest Increase Award

The top 10 (ten) agents/agencies with the highest NAIP increase year-over-year will receive an award recognizing outstanding achievement.

Non-standard (Underage Disability) Medicare Supplement Insurance production and Annuity production will not count towards qualification for Convention, Awards, or Club honors.

