

Globetrotter Qualifications for Producers

Qualification period

January 1 - December 31, 2024

Production credit

	New Case/ New Products	Existing Cases
Universal Life	125%	100%
Universal LifeEvents®	125%	100%
Trustmark Life + Care®	125%	100%
Trustmark Critical HealthEvents®	100%	100%
Critical Illness	100%	100%
Accident	100%	100%
Trustmark Paycheck Protect®	100%	100%
Disability	100%	100%
Trustmark Hospital StayPay®	100%	100%
Accident Insurance - Group	100%	50%
Trustmark Critical HealthEvents® - Group	100%	75%
Trustmark Hospital StayPay® - Group	100%	75%

Qualification levels

Production Credit	Upgraded Trips (for qualifier & guest)	+	Base Trips (for qualifier & guest)
\$650,000	0	+	1
\$1.1 million	1	+	0
\$2.1 million	1	+	1
\$3.525 million	1	+	2
\$6.05 million	2	+	2
\$7.7 million	2	+	3
\$9.9 million	3	+	3
\$11 million	4	+	2
\$13.750 million+	5	+	1



Qualification rules for this invitation-only trip:

- All production credit is based on annualized issued and paid new sales during the qualification period. Where a product already exists with a case, adding a rider or another version of that product does not qualify as a new product sale. EZ Value increases are not included.
- There will be no carryover of credit or qualification from year to year.
- Trustmark Voluntary Benefits new sales/production reports will govern determination of qualifiers.
- If a case terminates and your firm is the broker or enrollment firm for the carrier replacing Trustmark, all the awarded Globetrotter production credit for that case will be reversed.
- The maximum number of trips is six qualifiers and their guests from any one agency or organization.
- Qualification includes the cost of the trip including all scheduled events for qualifier/guest. Covered fares will be booked using the most economical airfares and best airline available at the time of booking.
- Production credit will be assigned to the agency/producer considered as the source of business, unless otherwise arranged in writing, in advance, and accepted by us.
- We cannot accommodate family members other than spouses/significant others or those who are active in your business.
- Trustmark reserves the right to cancel, postpone or substitute this trip if business conditions so dictate. Cash will not be paid in lieu of the trip.
- Income tax reports will be filed according to the IRS rules governing incentive travel.
- Any case over 3,000 lives that does not meet a minimum participation of 2 percent will not be eligible for Globetrotter credit.

Final qualification, terms, and conditions are subject to Trustmark's discretion and may be adjusted without notice. This document is not a contract and does not create a partnership, employee/employer relationship, or joint enterprise or venture between Trustmark and broker/producer.

FOR PRODUCER USE ONLY

Trustmark®, LifeEvents®, Trustmark Critical HealthEvents®, Trustmark Paycheck Protect®, Trustmark Life + Care® and Trustmark Hospital StayPay® are registered trademarks of Trustmark Insurance Company. Underwritten by Trustmark Insurance Company and Trustmark Life Insurance Company of New York. Rated A (EXCELLENT) AM Best

400 Field Drive • Lake Forest, IL 60045

TrustmarkVB.com   