



**The Greenbrier • White Sulphur Springs, WV • May 3-7, 2020**

The Greenbrier has been America’s Resort since 1778. More than two centuries ago in a valley nestled within the eternal majesty of the Allegheny Mountains in White Sulphur Springs, West Virginia, they pampered their first guests. From that moment, until today, when you enter their grounds you become part of their haven rooted in hospitality and luxury.

**Qualification Requirements**

**Qualification Period: September 1, 2018 – February 29, 2020**

Category	Points Calculation
Life	1 Point = First Year Target Premium
Annuities, Single-Premium Products & Conversions	1 Point = First Year Paid Commission

Based on qualification points, invitations will be extended as follows:

Qualification Categories	Points Required *	Award Includes
Platinum Elite	180,000	<ul style="list-style-type: none"> <li>• Invitation to Elite Conference + Guest</li> <li>• Travel Voucher for Qualifier + Guest (\$500 each)</li> <li>• Additional Conference Amenities TBD</li> </ul>
Gold Elite	120,000	<ul style="list-style-type: none"> <li>• Invitation to Elite Conference + Guest</li> <li>• Travel Voucher for Qualifier + Guest (\$500 each)</li> </ul>
Silver Elite	100,000	<ul style="list-style-type: none"> <li>• Single Invitation to Elite Conference</li> <li>• Travel Voucher for Qualifier (\$500 single)</li> <li>• Guest Buy-In: Travel</li> </ul>
Bronze Elite	75,000	<ul style="list-style-type: none"> <li>• Single Invitation to Elite Conference</li> <li>• Travel Voucher for Qualifier (\$500 single)</li> <li>• Guest Buy-In: \$250 &amp; Travel</li> </ul>
Copper Elite	50,000	<ul style="list-style-type: none"> <li>• Single Invitation to Elite Conference</li> <li>• Qualifier: No Travel Voucher</li> <li>• Guest Buy-In: \$500 &amp; Travel</li> </ul>

\*A minimum of 25,000 points must come from life premium. Producers Financial Group reserves the right to change the point criteria during the course of the qualification period if changes to the industry rules or regulations impact this event. All qualifiers must be in good standing with PFG at the time of the Elite Conference. Invitations to the Elite Conference are non-transferrable. Also, in accordance with the Internal Revenue Service Code, Section 1.74.1, the fair market value of the trip, for both the qualifier and guest, will be reported as income through Form 1099. Credit for Single Premium & Hybrid products will be applied with individual consideration.