

Charter Cup

North Coast Life - Charter Cup Contest

Put on your deck shoes and get ready for the 46th Annual Charter Cup Contest. No sailing experience required.

3 or more Apps with qualifying premium and you are rolling in the extra CASH BONUS!

It really is very simple. Any North Coast Life agent can WIN BIG with this great contest. How it works... This contest gives you bonus CASH on top of your North Coast Life commissions you already receive from your placed apps. View charts for an example of how much extra CASH can be yours. Receive an Additional 50% BONUS with 3+ Apps. and 7,500 in qualifying premium.

See the official Charter Cup rules for full details. (back side)

Submission Period:

April 4, 2011 - June 3, 2011

Placed thru August 5, 2011

3+ Placed Cases				
Placed Cases	Qualifying Premium	Base Bonus 5%	Additional Bonus 50%	Total Bonus
3+	35,000	1,750.00	875.00	2,625.00
3+	25,000	1,250.00	625.00	1,875.00
3+	15,000	750.00	375.00	1,125.00
3+	7,500	375.00	187.50	562.50
3+	5,000	250.00	--	250.00
3+	1,000	50.00	--	50.00

2 Placed Cases				
Placed Cases	Qualifying Premium	Base Bonus 2.5%	Additional Bonus	Total Bonus
2	35,000	875.00	--	875.00
2	25,000	625.00	--	625.00
2	15,000	375.00	--	375.00
2	7,500	187.50	--	187.50
2	5,000	125.00	--	125.00
2	1,000	25.00	--	25.00

1 Placed Case				
Placed Case	Qualifying Premium	Base Bonus 1.25%	Additional Bonus	Total Bonus
1	35,000	437.50	--	437.50
1	25,000	312.50	--	312.50
1	15,000	187.50	--	187.50
1	7,500	93.75	--	93.75
1	5,000	62.50	--	62.50
1	1,000	12.50	--	12.50

46th Annual Charter Cup Contest

Anniversary Celebration

Charter Cup History:

On April 28, 1965, North Coast Life was granted its

charter to sell life insurance. Since then, thanks to our highly valued Agents, we have experienced tremendous growth and sales throughout the western United States, Hawaii, Guam and the Northern Mariana Islands. Through the years we have taken over or absorbed a number of other companies.

Currently, we are servicing business for 16 other companies in addition to our own North Coast Life block of business. The home office displays the Charter Cup which has been engraved with the names of past winners. We look forward to adding your name to this prestigious award this year.

Awards:

- Top three winners receive personal trophies.
- Cash awards presented to all qualifiers.

2011 Charter Cup Rules

1. All submitted business received in the Home Office between April 4th and June 3rd, 2011 will count towards the contest. All contest business must be placed by August 5, 2011. All delivery requirements (money, signed amendments, paper work) must be received by the Home Office by the close of business on the cutoff day in order to qualify for prize money.
2. To qualify for prize money, a producer only needs to submit and pay for one (1) or more case of at least \$1,000 of new annualized compensable premium during the contest period, excludes controlled business or business on immediate family members.
3. Cash Bonus structure: One (1) - placed case and \$1,000 (or more) in qualifying premium gives you 1.25% cash bonus. Two (2) - placed cases and \$1,000 (or more) in qualifying premium gives you 2.5% cash bonus. Three (3) - placed cases or more, and \$1,000 (or more) in qualifying premium gives you 5% cash bonus. Receive the Additional 50% BONUS With three (3) or more placed cases and \$7,500 (or more) in qualifying premium.
Note: All qualifying Cash Bonus Prizes are in addition to your original base commissions from North Coast Life. (View tables on front of this flyer or call us at the North Coast Life home office for more information 800-841-5858 ext. 215.)
4. Only renewable compensable premium will count for credit. In the case of VIP 1-Pay plans, and FPDA continuing premium, 10% of the total annual premium will be credited to the compensable premium. Policies using the exchange option will be credited at the normal premium for that face amount as though the exchange premium did not apply.
5. Single Premium Annuities and Drop-In Rider initial deposits (at placement) will count 5% for premium credit (including rollovers). FPDA Rollovers to age 70 count 6% for premium credit. FPDA Rollovers age 70 and above will count 3% for premium credit.
6. VIP replacement rules also apply. Controlled business (agent and agent's personal family) are not eligible.
7. CASH AWARD PLUS BONUS \$\$DOLLARS\$\$
Per contest rules, each Representative who achieves or exceeds 3 placed cases + \$7,500 of paid annual premium receives their cash award PLUS A 50% BONUS!



Need more information? Give us a Call. 800-541-5858 ext. 215
North Coast Life • 1116 West Riverside Avenue • P.O. Box 1445 • Spokane, WA 99210

