



# EARN AN ELEGANT GETAWAY.

RITZ-CARLTON MONTREAL

Quebec, Canada

*A Mutual of Omaha Incentive Trip for Long-Term Care (LTC) Producers*

Plan to be one of 10 Long-Term Care producers (and a guest) to join Mutual of Omaha for four days in 2020 at the elegant grande dame of Quebec, the Ritz-Carlton Montreal.

The Ritz-Carlton Montreal is Quebec's only five-diamond hotel, a distinction earned from its luxurious accommodations and upscale amenities. The historic splendor of its 1912 design, combined with a \$200 million renovation, have created the most exclusive address in the city.

If you enjoy being pampered in an entrancing city, then Montreal is the place to be. Enjoy a signature massage at the Ritz-Carlton's on-site spa or take a dip in the rooftop saltwater pool. Treat yourself to exquisite French cuisine from a Michelin 3-Star chef in the hotel's restaurant.

Romantic downtown Montreal offers stunning architecture, endless options for fine cuisine and a variety of special events throughout the year.

We look forward to seeing you in Montreal for this dazzling experience!

[RitzCarlton.com/Montreal](https://www.RitzCarlton.com/Montreal)





## QUALIFICATIONS FOR THE 2020 MUTUAL OF OMAHA INCENTIVE TRIP FOR LTC PRODUCERS

### Qualification Highlights

The traditional LTC insurance business you place with Mutual of Omaha in 2019 can earn you a getaway to the Ritz-Carlton Montreal in Quebec, Canada. The dates are June 11 – June 15, 2020.

### Qualification Period

- The contest runs from January 1, 2019 to December 31, 2019\*
- All traditional LTC insurance business must be issued by December 31, 2019. Business must be placed, and premiums collected and received, by January 15, 2020
- Mutual of Omaha will determine who qualifies for the incentive trip after January 19, 2020

### Eligible Products

All traditional individual LTC products underwritten by Mutual of Omaha count toward qualification for this incentive.

### How to Qualify

**There are two ways you may qualify:**

- Be one of the top three producers to qualify with the highest total of traditional LTC production in 2019 with a minimum of 175,000 production credits. Producers must maintain a minimum placed rate of 60 percent

- Be one of the top seven producers in 2019 with at least 10 percent growth over 2018 with a minimum of 175,000 in production credit. Growth must exceed prior year's production. Producers must maintain a minimum placed rate of 60 percent

### Additional Details

- The qualification is for writing individual LTC producers only
- You must be an active writing producer, actively representing Mutual of Omaha and in good standing with Mutual of Omaha Regulatory Affairs at the time of the trip
- Mutual of Omaha reserves the right to change, limit or cancel any program rule or award at any time
- The cost of the incentive travel will be reported to you as taxable income on IRS Form 1099. Costs include air travel, lodging and any cash or cash spending allowances, if applicable
- You may not delay the incentive travel

Product	Production Credit Per Dollar of ANBP
MutualCare® Custom Solution	1
MutualCare® Secure Solution	1

\*Must be net-issued Annualized New Business Premium (ANBP) on new business minus any ANBP chargebacks resulting from first-year cancellations.