



NASSAU ELITE 2020 PROGRAM

QUALIFICATION DETAILS



HOW TO QUALIFY?

Production Threshold	<ul style="list-style-type: none"> • Earn 1.5 million qualification credits • \$1 of FIA placed premium = 1 qualification credit • Minimum of 5 cases issued annually
Eligible Products*	Nassau Growth Annuity, Personal Income Annuity, Personal Protection Choice and Personal Retirement Choice (MY Annuity 5X, 7X does not apply)
Quality of Business	Placement Rate of 80% or higher

Other Important Details: Qualification period runs from Jan. 1, 2020 to Dec. 31, 2020. Placed premium excludes free looks and cancellations. **Compensation payouts at the end of the year remain based on actual fixed indexed annuity placed premium, not qualification credits.** Qualification credits or Elite qualification may not be transferred to another appointed individual/agent. Nassau is unable to substitute cash equivalent or awards in lieu of attendance. All Elite Program payments will be subject to product charge back rules. Some event expenses related to you (and your potential guests) that are associated with the Nassau Elite Producer Program may be taxable to you and reported on a 1099-NEC. You should consult your tax advisor if you have questions about the tax treatment related to any event-related expenses or your individual situation. Final qualification remains at the sole discretion of Nassau. The Nassau Elite Producer Program is only open to Preferred Distribution Partners and other qualifying producers. Participants must have an active contract and be in good standing to receive incentives. Product sales must be appropriate, based on a comprehensive evaluation of the customer's financial situation needs and objectives.

*Eligible products are subject to state approval and may not be available in all states.

Product features, riders and availability may vary by state. Nassau does not provide individual tax, financial or investment advice or act as a fiduciary in the sale or service of our insurance contracts. Guarantees are based on the claims-paying ability of the issuing company. Products issued by Nassau Life and Annuity Company (Hartford, CT), a subsidiary of Nassau Financial Group. In California, Nassau Life and Annuity Company does business as "Nassau Life and Annuity Insurance Company." Nassau Life and Annuity Company is not authorized to conduct business in MA, ME, MN and NY, but that is subject to change.