



LFD Convention 2020



Lincoln's Recognition and Business Development programs are important benefits for our partners to recognize and reward your commitment to clients and partnership with Lincoln.

We are excited to announce the details for our 2020 LFD Convention program. It will be held at the Ojai Valley Inn from July 19-23, 2020.

The Native Americans who first settled in Ojai, California believed it held mystical powers due to its position in the valley between mountains and ocean. It's those powers that inspired author James Hilton to base the mythical Shangri-La on Ojai in the 1933 novel *Lost Horizon*. And it's that power you'll feel the moment you arrive with Lincoln. Today, Ojai is a hub for spirituality, artistic expression and organic living, and you can [click here](#) for a video overview of this beautiful location.

Your success is a testament to the value you provide and the positive impact you have on peoples' lives and securing their financial futures. We hope you continue to achieve success and carry positive momentum through 2019 to join us to at our 2020 LFD Convention.

Remember: Higher Premier Partner status pays off!

To qualify:

Producer level: \$190,000

Andrew J. Bucklee, CLU, ChFC, CFP
SVP, Head of Life & Executive Benefits Distribution

A handwritten signature in black ink that reads "Andy".

New producers who are appointed after April 1, 2019, can qualify for Convention 2020 with \$126,500 of net PAP-R between April 1, 2019, and December 31, 2019.

Personal Producers who meet the requirements to be senior agents can qualify for the LFD Convention 2020 with a reduced amount.

Net PAP-R on fixed annuity premium equals 5.0% of total paid premium. (example: \$3,795,000 fixed annuity premium = \$190,000 net PAP-R).

Net PAP-R on Lincoln MoneyGuard® single and flexible premium policies is counted at 15% of total planned premium (TPP).

Please note:

Producers registered with an outside broker-dealer and non-registered representatives must qualify for the LFD Convention based on proprietary life, Lincoln MoneyGuard®, and proprietary fixed/fixed indexed annuity business only. Business written in New York does not count toward Convention qualification. All business must be placed in-force during our qualification period from January 1, 2019, through December 31, 2019.

To receive this non-cash award, a producer or manager must meet the above-mentioned requirements, hold a current contract, and be in good standing with Lincoln Financial Group at the time of the incentive. LFD Convention attendance is by invitation only and is nontransferable.

Qualifiers who are with a Broker Dealer other than Lincoln Financial Securities are responsible for obtaining approval from their Broker Dealer in order to attend.

In a post-DOL environment, life insurance in qualified plans and qualified annuities will be excluded.

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