



## EXPEDITION NOVA SCOTIA

For the 13th Care Solutions Producer Conference, you'll be venturing to Nova Scotia, a historically rich and culturally diverse province in Atlantic Canada. Considered to be Canada's "Ocean Playground," Nova Scotia is a land influenced by its location and owes its moderate climate to the surrounding bodies of water. Experience the past and present in Nova Scotia, August 28 – September 1, 2011.

## WHAT YOU WILL LEARN

Each State Life producer conference provides tremendous opportunities for attendees to network with their peers, sharing strategies on how to develop their practice further. Workshops and sessions enhance the experience, offering education and a chance to participate in early product development, "sneak previews" at new Care Solutions and more.

## WHERE WE WILL CALL "HOME"

Halifax is a diverse city of 360,000 set on the promontory of one of the world's finest harbors. Surrounded by hills grading down to the harbor, it provides many picturesque views. Located among historic buildings and great shops are restaurants of many varieties. Whether you take a walking tour, boat tour, or decide to people-watch, Halifax will be ready to accommodate. Watch the conference website for hotel and excursion information.

## PRODUCER REQUIREMENTS INVITATION ELIGIBILITY

600,000 conference credits between Jan. 1 – Dec. 31, 2010. Producers who reach this level will be eligible to be invited to attend with either a spouse or an immediate family member over the age of 21. Children are not allowed to attend. Producers must be licensed with The State Life Insurance Company as of April 1, 2011.

VISIT

[WWW.ONEAMERICA.COM/NOVASCOTIA2011](http://WWW.ONEAMERICA.COM/NOVASCOTIA2011)  
TO LEARN MORE!

## CONFERENCE CREDITS (per \$1,000 premium)

Product	Conference credits
ImmediateCare®	1,300
Asset-Care®	1,000
Annuity Care®	1,000
Annuity Care® II	1,000
Asset-Care and Annuity Care continuation of benefits riders	1,000
Legacy Care®	600

## EXAMPLE

Product	Premium	Conference credits
ImmediateCare	\$100,000	130,000
Asset-Care	\$200,000	200,000
Annuity Care	\$100,000	100,000
Annuity Care II	\$150,000	150,000
Asset-Care IV	\$6,000	36,000
<b>Total</b>		<b>616,000</b>

**Notes:** Asset-Care IV credits are calculated by multiplying the annualized premium by a factor of six.

If you are licensed as a sub-producer of an agency or marketing agreement, please verify eligibility with that organization.

Conference attendance is not transferable.

A passport is required for travel across the Canadian border.

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