

# 2011 HBW Business Development Conference



**American  
General**  
Life Companies



**ING**

## 2011 EVERYBODY'S A WINNER CONTEST

- Contest based on submitted applications at American General, ING and Foresters.
- Any combination of applications from these three companies will count for the contest.
- Paramed must be attached to application for case to count as a submitted application, unless not required by carrier.

**#1 Producer: \$500**

**#2 Producer: \$300**

**#3 Producer: \$150**

**#4 Producer: \$100**

**#5-10 Producers: \$50**

Anybody submitting a minimum of 2 applications receives recognition and HBW Hat on Stage at the 2011 HBW Business Development Conference.

**Contest Period: May 1, 2011—June 31, 2011**