

# Globetrotter Qualifications for Producers

## Qualification period

January 1 - December 31, 2025

## Production credit

	New Case/ New Products	Existing Cases
Universal Life	125%	100%
Universal LifeEvents®	125%	100%
Trustmark Life + Care®	125%	100%
Trustmark Critical HealthEvents®	100%	100%
Critical Illness	100%	100%
Accident	100%	100%
Trustmark Paycheck Protect®	100%	100%
Disability	100%	100%
Trustmark Hospital StayPay®	100%	100%
Accident Insurance - Group	100%	50%
Trustmark Critical HealthEvents® - Group	100%	75%
Trustmark Hospital StayPay® - Group	100%	75%

## Qualification levels

Production Credit	Upgraded Trips (for qualifier & guest)	+	Base Trips (for qualifier & guest)
\$650,000	0	+	1
\$1.1 million	1	+	0
\$2.1 million	1	+	1
\$3.525 million	1	+	2
\$6.05 million	2	+	2
\$7.7 million	2	+	3
\$9.9 million	3	+	3
\$11 million	4	+	2
\$13.750 million+	5	+	1



## Qualification rules for this invitation-only trip:

1. All production credit is based on annualized issued and paid new sales during the qualification period. Where a product already exists with a case, adding a rider or another version of that product does not qualify as a new product sale. EZ Value increases are not included.
2. There will be no carryover of credit or qualification from year to year.
3. Trustmark Voluntary Benefits new sales/production reports will govern determination of qualifiers.
4. If a case terminates and your firm is the broker or enrollment firm for the carrier replacing Trustmark, all the awarded Globetrotter production credit for that case will be reversed.
5. The maximum number of trips is six qualifiers and their guests from any one agency or organization.
6. Qualification includes the cost of the trip including all scheduled events for qualifier/guest. Covered airfares will be booked using the most economical airfares and best airline available at the time of booking.
7. Production credit will be assigned to the agency/producer considered as the source of business, unless otherwise arranged in writing, in advance, and accepted by us.
8. We cannot accommodate family members other than spouses/significant others or those who are active in your business.
9. Trustmark reserves the right to cancel, postpone or substitute this trip if business conditions so dictate. Cash will not be paid in lieu of the trip.
10. Income tax reports will be filed according to the IRS rules governing incentive travel.
11. Any case over 3,000 lives that does not meet a minimum participation of 2 percent will not be eligible for Globetrotter credit.
12. In addition to meeting the minimum sales requirement, producers must have sold a new case or introduced a new Trustmark product on an existing case within the Globetrotter qualification year.

Final qualification, terms, and conditions are subject to Trustmark's discretion and may be adjusted without notice. This document is not a contract and does not create a partnership, employee/employer relationship, or joint enterprise or venture between Trustmark and broker/producer.

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