

# 2013 **PINNEY** SALES CONTEST: Win a **13" MacBook Pro!**

*Submit Applications, Earn Points, Win Prizes!*

## **Contest Period:**

**6/1/13 - 8/31/13**

## **Grand Prizes**

**1<sup>st</sup>**



**13" MacBook Pro**

**2<sup>nd</sup>**



**Steak Knives**

**3<sup>rd</sup>**



**Framed Photo of  
Nic West**

# Contest Rules:

This contest is for SUBMITTED applications (applications signed by the proposed insured and submitted to the carrier for underwriting). Fully underwritten applications, as well as simplified issue and final expense applications, are eligible.

You'll earn points for each submitted application, with a total of 10 points possible per application. Points are awarded based on the premium amount, with 1 bonus point available if the carrier chosen is from our sponsor, Banner Life. Points are awarded as follows:

- 6 points for the application for a case up to \$500
- 7 points for an application up to \$1000
- 8 points for an application up to \$2000
- 9 points for an application up to \$3000
- 10 points for an application over \$3000

The representative with the highest total point value by the close of business on 8/31 will win the grand prize, courtesy of Banner Life. The consolation prize is a set of steak knives and third place...well...!

Each week, Pinney will provide the results for both the previous week and the contest to-date. Look for these updates by the end of business on Mondays. Points and premium results will be published on [www.PinneyInsurance.com](http://www.PinneyInsurance.com) and on Pinney blogs utilizing fictitious names. Yes, this means you need to provide Nic West with a fictitious name ASAP that is blog-appropriate!

This contest will be moderated by Nic West, and is sponsored by a heavy hitter in the direct marketing space, Banner Life.

Banner Life has donated the MacBook Pro and the high end steak knives. Banner is an industry standard when it comes to accepting electronic applications and allowing electronic processes, as well as onboarding with industry must-haves like XRAE and EZLife. With strong commissions, fair underwriting and very quick turnarounds Banner Life should be the carrier of choice to those selling primarily over the phone!

Nic West has donated the 3rd place prize, a studios-faced framed photo of Nic West. Place Nic West on your desk and he will stare at you daily, driving you to win the next sales contest!