



United American
insurance company



2026 GLOBE LIFE GENERAL AGENCY DIVISION CONVENTION

GRAND HYATT BAHAMA MAR
JUNE 11–14, 2026

CONVENTION QUALIFICATIONS FOR 2026

The ways to qualify for Convention: Meet production qualifications or by convention apps issued as personal production during the convention qualification period.

All production qualifications for Awards, Clubs, and the Convention are based on Net Annualized Issued Premium (NAIP), which must be 70 percent or more of the Gross Annualized Premium (GAP).

A Convention App is Medicare Supplement Insurance, Cancer, Critical Illness, Final Expense (except in New York), and MMGAP.

NEW: CANCER CONVENTION APP QUALIFICATION

Agencies and agents may qualify for the 2026 convention with UA Cash Cancer App production.

Production Qualifications	Agency	Rookie Agency	Writing Agent	Rookie Agent
Health & Life	\$350,000	\$175,000	\$150,000	\$75,000
Life only		\$75,000		\$50,000
GLA NAIP only		\$175,000		\$75,000
Convention Apps Issued		N/A		100
Non-standard (Underage Disability) Medicare Supplement Insurance production, annuity production, and, in New York, life production do not count toward qualifications for Convention, awards, or club honors. Rookie agents can only earn Convention by the Rookie Agent Qualification once.				
Rookie Definition: A rookie is defined as an agent who has not completed one full calendar year since issuing their first piece of commissionable business this decade.				
Cancer Convention Apps Issued		150		50