

**Brokers**  
central



400 Rella Boulevard, Suite 120  
Montebello, NY 10901

[www.brokerscentral.com](http://www.brokerscentral.com)  
845.495.5000

**PACK  
YOUR  
BAGS!**

It's time to  
accelerate sales and  
reach cruising altitude  
with Brokers Central.

Our product and service line-up  
and the VIVA 2019 incentive  
are designed to help you  
go the distance.

**Details about  
the vacation you can earn:**

- ▲ Prize includes roundtrip airfare, hotel, meals and rental car for two at any U.S. vacation destination – Florida, Hawaii, Arizona – wherever you decide!
- ▲ Forget about prescheduled agendas – The time is yours to spend as you wish.
- ▲ Use the entire year to qualify – from January 1 through December 31, 2019.
- ▲ Strive for three qualification levels: Accelerate, Cruise and Arrive.
- ▲ Target premium includes life, long-term care and disability insurance policies from all our core\* carriers, or any combination thereof.

**VIVA**  
2019

**Travel to the top with VIVA 2019**

[www.VIVA2019.info](http://www.VIVA2019.info)

[www.VIVA2019.info](http://www.VIVA2019.info)

**Travel  
TO THE TOP**

**VIVA**  
2019 by **Brokers**  
central





# VIVA 2019 Details...

## Travel TO THE TOP

WITH BROKERS CENTRAL  
AS YOUR PARTNER!



### COVERAGE

Enjoy direct access to more than 40 of the nation's leading carriers so you always have optimal coverage and rates for your clients.



### SPEED

We now generate and review motor vehicle and prescription records in-house and submit them along with carrier applications to avoid surprises and improve quote turnaround times.



### SCREEN

Block out your competitors with proactive collaboration. We now offer in-house underwriting review and a competition desk to help you outperform.



### INTELLIGENCE

Get the expert assistance you need to design, present and close Life, LTCi and DI cases faster.



### DIRECTION

Navigate complex cases easily with smart solutions for medically-impaired, high risk, high income and more.

#### LEVEL 1

### ASPIRE

Make this the year you attend the annual MDRT meeting. As a first time Aspirant, you can qualify to participate with 50% of required production credits. Place \$97,000 of new target premium to qualify. \$1,000 Value

#### LEVEL 2

### SUCCEED

Simply place \$190,000 of new target premium with Brokers Central and receive a five-day vacation to your choice of U.S. destinations. \$3,500 Value

#### LEVEL 3

### TRAVEL TO THE TOP

Place \$570,000 of new target premium with Brokers Central and receive two extra days! Enjoy a seven-day vacation to your choice to your choice of U.S. destinations. \$5,000 Value



### MDRT® BONUS

Make it the year you qualify for the Million Dollar Round Table, Court of the Table or Top of the Table membership! We'll pay a cash bonus to put toward the cost of attending the inspiring 2020 MDRT annual meeting – in addition to your trip qualification.

\$1,000 bonus ▲ MDRT level

\$3,000 bonus ▲ COT level

\$6,000 bonus ▲ TOT level

VIVA 2019 by **Brokers central**



\*Core carriers include: see Brokers Central carrier list