



LIFE INSURANCE SPECIALISTS
PRODUCERS WITH INDEPENDENT
BROKER-DEALER AFFILIATIONS
FIXED PRODUCTION ONLY

2012

Leaders' Conference

UNCOVER WASHINGTON, D.C.
2012 LEADERS' CONFERENCE
GAYLORD NATIONAL HOTEL
WASHINGTON, D.C.
MARCH 28, 2012 – APRIL 1, 2012



QUALIFY FOR THE 2012 LEADERS' CONFERENCE AND EARN AN EXCLUSIVE INVITATION TO UNCOVER WASHINGTON, D.C. AT THE GAYLORD NATIONAL HOTEL WITH PENN MUTUAL!

WASHINGTON, D.C. IS THE PLACE TO BE IN 2012!

- Celebrate spring during the 100th anniversary of the cherished Cherry Blossom Festival that commemorates the gift of 3,000 cherry blossom trees given to the U.S. by Tokyo mayor Yukio Ozaki in 1912.
- Experience the buzz and excitement of the center of the political world as we approach the 2012 presidential election.

A HIDDEN RESORT WITHIN A BUSTLING CITY

Situated on 41 acres of lush indoor and outdoor gardens, centered upon a glass-enclosed vaulted atrium with sweeping vistas of the picturesque Potomac River and blending the time-honored style of a merchant shop with the charming comfort of a cozy farmhouse, the Gaylord National Hotel is the ultimate in traditional style and present day luxury. Only minutes away from Washington, D.C., the Gaylord National Hotel is the perfect place to enjoy the region's rich culture. Take a journey on one of the Potomac water taxis right from the hotel pier and explore Old Town Alexandria, Georgetown and even George Washington's Mount Vernon estate. Or never leave this remarkable hotel and indulge yourself in the Relâche Spa, a 25,000 square foot hideaway of pampering, relaxation and exercise. Then retire for the evening by viewing a majestic display of lights, sounds and water in the stunning atrium fountain. As the cornerstone of National Harbor, a 300-acre waterfront metropolis, the Gaylord National Hotel is a complete destination resort offering exceptional service, world-class amenities and a variety of entertainment for all guests within this spectacular 18-story property.

YOUR PENN MUTUAL CONFERENCE EXPERIENCE

As a special guest of Penn Mutual, you will see Washington, D.C. like you've never seen it before!

- Come aboard the U.S.S. Sequoia, a meticulously restored, 104-foot Trumpy style yacht that has served such presidents as Herbert Hoover and John F. Kennedy, Jr.
- Relive your childhood by admiring Dorothy's Ruby Red Slippers during a private, closed-to-the-public tour of the Smithsonian National History Museum.
- Marvel at the lush enclave of the Hillwood Mansion—once home to Majorie Merriweather Post, heiress to the Post cereal fortune—that now houses the largest collection of Russian art and furnishings outside of Russia.
- Discover the rich history of the Capitol city with ease and comfort through coveted entries to treasured landmarks such as the Washington Monument.

There is so much to experience and rediscover in dynamic Washington, D.C. We look forward to celebrating your success at this world-class destination!

2011 QUALIFICATION REQUIREMENTS FOR THE 2012 LEADERS' CONFERENCE

QUALIFICATION PERIOD – JANUARY 1, 2011 – DECEMBER 31, 2011

TWO WAYS TO QUALIFY!

To earn an invitation to the conference, you need to qualify under only ONE of the methods.

1. LIFE METHOD

Eligible product sales:

- Penn Mutual fixed life sales

Life Method Qualifications Threshold

	Life Method
Standard	76,000

2. BALANCED METHOD

Eligible product sales:

- Penn Mutual fixed life sales
- Penn Mutual fixed individual annuity sales

Balanced Method Qualifications Threshold

	Balanced Method
Standard	204,000 with 35,000 Penn Mutual fixed life sales

Conference Credit Calculation

Eligible Products	Conference Credit Calculation
Penn Mutual Fixed Life Insurance Products	Paid First-Year Commissions
Penn Mutual Fixed Annuity Products	6% of Deposit





**STRIVE TO BE A TOP PENN MUTUAL SALES LEADER IN 2011
AND YOU'LL BE GOING TO THE GAYLORD NATIONAL HOTEL
TO CELEBRATE YOUR SUCCESS WITH FAMILY, FRIENDS AND
ASSOCIATES IN 2012!**

2011 Penn Mutual Chairman's Conference

Qualify for and Attend Both of Penn Mutual's Recognition Conferences!

There's still time to qualify for and attend the Penn Mutual Chairman's Conference in Dublin, Ireland on August 21-25, 2011. With a rigorous 18-month qualification period (January 1, 2010 - June 30, 2011), the Chairman's Conference provides exclusive rewards and extraordinary recognition for our most exceptional producers.

For complete qualification details and destination information, please talk to your field leader or visit the Leader's Recognition section of Producers Place.



To qualify for the conference you must hold a valid contract with Penn Mutual.

If you are registered with a broker-dealer other than Hornor, Townsend & Kent, Inc. (HTK), you may qualify based on fixed production only, with a minimum Penn Mutual fixed life requirement, and attendance will be contingent upon approval from your broker-dealer.

Qualification for conference does not guarantee an invitation. Penn Mutual has the right to exclude individuals for any reason. Furthermore, Penn Mutual and HTK will from time to time as part of the conference qualification process extend invitations to individuals who may have not otherwise qualified. For more information about Penn Mutual and HTK and the products and services we offer to help grow your business, visit www.pennmutual.com and www.htk.com.

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