



www.mutualmed.com

4321 East 60th Street
Davenport, Iowa 52807

2011

Circle of Excellence Trip

*Discovering A World
In Magnificent Riviera Maya*



April 10-15, 2011
Grand Velas All Suites & Spa Resort
Riviera Maya, Mexico

The Indescribable Comfort of World Class Hospitality

Fronting the glorious white sand beach of Mexico's stunning Caribbean coast, the new Grand Velas All Suites & Spa Resort Riviera Maya redefines all-inclusive luxury. Grand Velas elevates the standard of luxury resorts with its spectacular setting, oversized suites, elite culinary offerings, unrivalled spa and venerated service. Lush tropical Yucatan jungle fringes the back of the resort with intriguing appeal.

Riviera Maya is veritable playground of activities at Grand Velas or its neighbors, Cozumel and Playa del Carmen. If you are looking to relax, Grand Velas' spa is unparalleled in both its setting and extensive offerings. You will also be able to savor fare from all over the world without leaving the comfort of the resort.

Total Points Needed to Qualify
400 Points - One agent and guest will be invited.
800 Points - Two agents and guests will be invited.

Points Per Employee Application Awarded

Under 65 Individual Health	3.5 Points
2-50 Life Health Plans	2.5 Points
Medicare Supp Health Plans	1.75 Points
Blue PPO Health Plans	1.0 Point
51-100 Life Health Plans	1.0 Point
101+ Life Health Plans	0.5 Points
Self-Funded Plans	0.5 Points
Limited Benefit Plans	0.5 Points
Ancillary*	0.5 Points

*Ancillary includes Dental, Vision, Group Life, STD/LTD and no ancillary case may count more than 25 points toward the qualifying total.

Here's a look at how your agency is doing as of:

Point information is located under this DVD.

Attendance Qualification

Award Qualification for attendance at the Circle of Excellence event is open to all contracted Mutual Med agencies. All qualifying business with January 1, 2010, through December 31, 2010, effective dates and still in effect as of December 31, 2010, will be credited for the 2011 Circle of Excellence trip. Mutual Med calculates the trip qualification utilizing the point system above. Any policy type not mentioned, including Medicare Part D, short-term, flex plans and blue transitions do not qualify for points. Bonus points will be awarded if more than 500 group health lives are in force and retention with Mutual Med exceeds 92%.

Additional guidelines can be found at www.mutualmed.com