

WAIKIKI BEACH

Spring 2008



Lincoln Heritage
LIFE INSURANCE COMPANY

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Phoenix, AZ 85018

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Awards are for the counselor or manager who earned the points and his/her guest. Award points carry no cash value and are redeemable only through the Winning Partnership Award program. Cash may be added to the award points to achieve a higher award level at the rate of \$1.00 for 100 points. Lincoln Heritage Funeral Planning, LLC reserves the right to judge quality of business reported as sold as it relates to early death, lapses and surrenders. The payment of federal, state or local income tax levied on an award is the sole responsibility of the counselors and managers. Lincoln Heritage Funeral Planning, LLC will file a form 1099 when the amount of awards exceeds \$600 in any calendar year. In matters relating to the interpretation and application of rules, the decision of Lincoln Heritage Funeral Planning, LLC shall be final.

TIP122806



WAIKIKI BEACH

**2007 Winning Partnership
Travel Incentive Program**



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CATCH THE WAVE OF SUCCESS



ONE SPECTACULAR RESORT

A vibrant stretch of beach where Hawaiian royalty once vacationed serves as the stunning backdrop for the renowned Waikiki Beach Marriott Resort & Spa. The hotel features 1,310 guest rooms in two towers, placing guests at the heart of all things fun. With breathtaking views of the Pacific Ocean and Diamond Head, each room is elegantly furnished with island-style décor and luxurious finishes. The Resort features two heated swimming pools, a 24-hour fitness center, the Spa Olakino and a full complement of dining options.

ONE FUN ISLAND

The island of O'ahu offers an endless array of attractions, including Waikiki Beach, Honolulu Zoo, Waikiki Aquarium, Kapi'olani Park, Diamond Head, 'Iolani Palace, Pearl Harbor Memorials, the International Marketplace and the Polynesian Cultural Center — not to mention countless shopping and dining opportunities. Whether you're dreaming of a scenic hike to an extinct volcano, surfing in the warm waves of the Pacific, or just taking in all of the sites and experiences of Hawaii, you're sure to have your expectations exceeded by this exquisite slice of paradise.

WHAT'S INCLUDED

You and your guest will enjoy five nights and six days in Hawaii, all expenses paid, at Marriott's Waikiki Beach Resort & Spa — May 3 through May 8, 2008. Your vacation will include:

- Round trip airfare
- Transfers to and from hotel
- Hotel room, tips and portage
- Visa card and/or vouchers for breakfasts and dinners
- Welcome reception
- Celebration dinner
- The Polynesian Cultural Center, luau and evening extravaganza

POINTS NEEDED

<u>Hotel room for two people</u>	<u>Points</u>
Garden/city view	390,000
Partial ocean view	450,000
Ocean view	520,000
Ocean front	630,000
Ocean front 6 days	800,000
Ocean front 7 days	1,000,000

Excursions for two people Points

Pearl Harbor, Arizona Exhibit, historic Honolulu	15,000
Shopping excursion	15,000
Waterfall hike	22,500
Circle Island tour	32,500
Motorized water sports (any two) (wave runner, parasail, banana boat, etc.)	45,000
Kualoa Ranch (any two) (horse back, ATV, six wheeler tour, movie tour)	50,000
Snorkeling	65,000
Scuba	65,000
Helicopter Tour	67,500
Golf	100,000
Deep sea fishing	125,000



HOW TO QUALIFY

- Counselors and Managers in good standing as of May 3, 2008 are eligible and automatically enrolled.
- Participants will earn incentive travel points for business submitted to LHLIC between January 2, 2007 and January 28, 2008.
- Counselors will earn one point for each dollar of funeral face value sold (minus chargebacks).
- Managers will earn one-third point for each dollar of funeral face value sold (minus chargebacks) by counselors on which they receive overrides. They also receive one point for each dollar of funeral value personally produced (minus chargebacks).

New Counselor's Prorated Winning Points

Points needed by month of appointment

Hotel room for two	March	April	May	June	July	August–December
Garden View	370,000	350,000	330,000	310,000	290,000	260,000
Partial Ocean View	430,000	410,000	390,000	360,000	330,000	300,000
Ocean View	500,000	480,000	450,000	420,000	390,000	350,000
Ocean Front	600,000	570,000	540,000	500,000	460,000	420,000
Ocean Front 6-nights	770,000	730,000	690,000	640,000	590,000	530,000
Ocean Front 7-nights	960,000	910,000	860,000	800,000	740,000	670,000

If you use the Prorated Winning Points qualification you can not purchase points. Controlled or family member business does not count for qualification. In addition to the cabin points above, excursions can be earned at the rate of one point per net sales dollar over the points used for your room.