



Trip Details and Contest Rules

3-night luxury VIP trip for 2 to the GAINSCO race in Monterey, California – lots of luxury, excitement, and fun!

- Luxury hotel located on historic Cannery Row, within walking distance to dozens of attractions
- VIP attendance at the Continental Tire Monterey Grand Prix featuring America's Tire 250
- Behind-the-scenes racing tours
- Choice of fun activities
- Private hosted dining
- Lots of surprises!



Contest Dates

Trip Dates	Sept. 7-10, 2018
Registration Period	June 1 – 16, 2018
Contest Period	June 18 – July 28, 2018

Registration

From June 1 -16, agency owners must register at www.surveymonkey.com/r/CADream.

The “race” – How the contest works

- You will compete against similarly sized agencies in weekly races beginning on June 18.
- Sell GAINSCO policies.
- **The more you sell, and the more you increase your sales week to week, the more points you earn.**
- Each week you will receive your production results via email.
- The agents with the most points at the end of the contest period will win.

Contest Structure

Agents will compete against similarly sized agents.

Small Agency Competition

- Your racing performance is based on your **agency's total production during the contest period** for June 18 – July 28. The agencies with the highest total number of policies sold during the period will win.
- You will receive periodic emails regarding your agency's production.

Medium and Large Agency Competition

- For agents in the medium and large groups, you will compete in **six weekly races** beginning on June 18.
- Based on your **agency's total weekly production**, you will be awarded a "finishing order" and a corresponding number of points each week.
- For example, if you have the highest production in your group in the first week, you will receive 100 points. The second highest producer will receive 97 points. In the second week, points will increase. See the partial point chart below.
- If you don't sell any policies for the week, you will receive a "DNQ" ("Did Not Qualify") status. You will receive 0 points for that week.
- You will receive an email each week with your production and current points.
- The agents with the highest total number of points at the end of the contest period will win.

Weekly points awarded by finishing order (medium and large groups):

	1	2	3	4	5	6
1	100	110	120	130	140	150
2	97	107	117	127	137	147
3	94	104	114	124	134	144
4	93	103	113	123	133	143
5	92	102	112	122	132	142
6	91	101	111	121	131	141
7	90	100	110	120	130	140
8	89	99	109	119	129	139
...	Points decrease as needed for agencies entered					
DNQ	0	0	0	0	0	0

Official Rules for ALL Participants

- This contest is open to select GAINSCO agents in Arizona and Utah.
- Only new business will count as policies sold in this contest. Weekly production is considered as Monday – Saturday. Rewrites will be considered new business, but cannot exceed 10% of total production for the contest period.
- "Smaller" and "larger" agencies will be defined according to current production reports. Agents will compete against similarly sized agencies.
- If there is a tie in points at the end of the contest, the winner will be determined by random drawing.
- Multiple agency locations cannot be combined for purposes of the competition. If an agency has multiple locations, only one location is eligible to win.
- Prizes are intended to be awarded to agency owner. Only one prize will be awarded per GAINSCO agent. The prize is a trip for 2 people, one of whom must be an agency owner. Attendees must be at least 18 years of age.
- Current underwriting guidelines apply. GAINSCO reserves the right to revise the underwriting guidelines at any time during the qualification period.
- Any agency terminated or sent notice of termination during the contest will not be eligible to participate.
- Agencies must be in good standing with GAINSCO (e.g., proper underwriting behavior, no NSF's, no negative commissions, etc.) for the duration of the contest in order to win.
- Eligibility, groupings, and standings will be determined using GAINSCO's internal production reports, which will be deemed conclusive.
- No substitute rewards are available.
- Any liability for federal or other income tax is the sole responsibility of the agency and trip participants.
- In the event of natural disaster, strikes, or other uncontrollable events, GAINSCO reserves the right to alter the reward or cancel the reward altogether.
- GAINSCO reserves the right to interpret all contest rules. All decisions are final.