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# Primerica Set to Open 2017 International Convention in Indianapolis

*Primerica to Celebrate Unprecedented Growth at Lucas Oil Stadium Event*

DULUTH, Ga.--(BUSINESS WIRE)-- Beginning Wednesday, an expected 45,000 people will converge on Indianapolis to attend the 2017 Primerica International Convention at the Indianapolis Convention Center and Lucas Oil Stadium, June 14-17, 2017. The biennial event will celebrate record achievements in meeting the financial needs of Main Street clients and the extraordinary success of our Field Leadership. It also will set the stage for continued growth throughout 2017 and beyond.

Glenn Williams, Primerica CEO, said, "Our Company and our Field Leadership have experienced a period of unprecedented growth since our 2015 Convention. At that meeting, we set several ambitious goals to achieve before our 2017 event – I'm proud that we've met or exceeded every one of them. I'm particularly excited about the growth in the size of sales force over the past 24 months: As of May 31, 2017, our sales force has exceeded 120,000 life insurance licensed representatives. These men and women are committed to doing what's right for their clients and for their teammates, every day.

"Our sales force growth comes at a time when our clients need our help the most. It's widely accepted that there is a significant life insurance protection gap in North America, with some estimates reaching as high as \$12 trillion. Additionally, studies show that most families are not saving enough for retirement. Our sales force and Field Leadership stand ready to help more families take control of their finances and make a real difference in the lives of our clients."

This event will be even more significant as we celebrate the Company's 40<sup>th</sup> anniversary. In February 1977, a small group of visionary business leaders founded a company to help Main Street families find the right kind of insurance and help them save for retirement. Now, more than 4 decades later, Primerica has become a leading distributor of financial products to middle income households in North America.

"Our Convention provides an opportunity for us to highlight the accomplishments from our first 40 years in business and to set the course for the next 40 years. Tens of thousands of our teammates will meet in the Lucas Oil Stadium where they will learn from dynamic leaders, attend workshops and seminars, and enhance their skills. We will use this forum to build on the strong momentum we achieved in the first half of 2017 as we work to maximize the many opportunities that lie ahead for our clients, our Field Leaders, and our Company. Primerica is ideally positioned to meet the evolving needs of Main Street families now and for years to come."

## **About Primerica, Inc.**

Primerica, Inc., headquartered in Duluth, GA, is a leading distributor of financial products to

middle income households in North America. Primerica representatives educate their Main Street clients about how to better prepare for a more secure financial future by assessing their needs and providing appropriate solutions through term life insurance, which we underwrite, and mutual funds, annuities and other financial products, which we distribute primarily on behalf of third parties. In addition, Primerica provides an entrepreneurial full or part-time business opportunity for individuals seeking to earn income by distributing the company's financial products. We insured approximately 5 million lives and have over 2 million client investment accounts at December 31, 2016. Primerica stock is included in the S&P MidCap 400 and the Russell 2000 stock indices and is traded on The New York Stock Exchange under the symbol "PRI".

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