

LIMRA Talent Solutions International

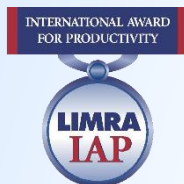
International Quality Award™

The International Quality Award™ (IQA), International Award for Productivity (IAP), and International Quality Management Award (IQMA) drive individual and agency success by:

- Providing a structured progression of highly regarded international awards that reward and recognize producer achievement in productivity and persistency
- Creating clear standards for measuring and awarding success that will shape your sales culture
- Giving producers a clear path to professional development
- Increasing retention of your top performers through sought-after reward and recognition

PRODUCERS

Motivate and reward the producers who contribute to the success of your organization.



MANAGERS

Recognize and reward your top-performing managers.



The LIMRA International Quality Award (IQA) motivates and rewards producers who contribute to your company's success through their sales volume and quality business.

Participants who earn the IQA designation are able to:

- Earn international recognition
- Help build trust with customers
- Increasing their customer base
- Write and promote quality business on a day-to-day basis

Target Audience:

- Exclusively available to agents of LIMRA member companies
- Agents with qualifying performance in both production levels and persistency rates (Vary by country)
- Agents who want to earn the IQA recognition as a mark of their professionalism, competence, and leadership in today's insurance marketplace

Those who earn this prestigious award will receive:

- Certificates or plaques upon qualification and every five years following. Seals or medallions are awarded during intervening years.
- **Display the IQA digital badge of professional excellence on their business cards and/or emails. Digital badges are now verifiable on the verify.limra.com website — *NEW IN 2020!***

LIMRA's IQA is recognized worldwide as a mark of professional excellence in our industry. It is not a one-year-only award. Agents will strive to qualify for the recognition yearly by demonstrating superior performance levels and persistency rates — contributing to individual and agency success and a quality client experience.

For more information contact TalentSolutionsInternational@limra.com

DETERMINING ELIGIBILITY

How Do You Determine Eligibility?

This below table is a sample.

For actual eligibility requirements by country, please contact for local LIMRA representative.

Sample Calculation Criteria for 2020 Qualification (based on 2018-2019 results)	Explanation
Silver: Minimum 30 Policies Written Per Year in Two Consecutive Years	Minimum 30 Policies in 2018, 30 Policies in 2019 = 60 in total for the two years
Gold: Minimum 50 Policies Written Per Year in Two Consecutive Years	Minimum 50 Policies in 2018, 50 Policies in 2019 = 100 in total for the two years
Platinum: Minimum 100 Policies Written Per Year in Two Consecutive Years	Minimum 100 Policies in 2018, 100 Policies in 2019 = 200 in total for the two years
Continuing qualification	After first qualification, the ongoing period is measured on a 2 year rolling basis. For example 2020 qualification period is measured on 2018 and 2019 performance
Silver, 90% Persistency Rate Gold, 91% Persistency rate Platinum, 92% Persistency rate	Company 13 th Month Persistency rate

Agents receive a certificate, plaque, medallion or seal along with a license to display the IQA digital badge of professional excellence on their business cards and websites.

