

LIMRA Talent Solutions International

International Quality Management 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 and agency manager performance excellence
- Creating clear standards for measuring and awarding success that will shape your sales culture
- Giving producers and agency managers a clear path to individual 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 Management Award for Productivity (IQMA)** is the only internationally recognized emblem of excellence for agency managers. It represents the gold standard for rewarding and motivating managers working on the front line to achieve your agency objectives.

Participants who earn the IQMA designation are:

- Recognized for achieving agency growth objectives
- Rewarded for recruiting, assessing, hiring, training, and motivating agent productivity
- Identified as your top leaders and achievers
- Acknowledged for setting and instilling the highest standards of performance throughout your organization

Target Audience:

- Exclusively available to agency managers of LIMRA member companies
- Agency managers who:
 - Managed a branch office in the last calendar year
 - Have had an active full time sales management practice for 18 months or more and are at the unit manager level and above
 - Want to earn the prestigious IQMA recognition as a mark of their professionalism, competence, and leadership in today's insurance marketplace

Those who earn this prestigious award will receive:

- Certificates of recognition. Seals are awarded during intervening years.
- **Display the IQMA logo mark of professional excellence on their business cards or display a consecutive year logo showing number of years of consistent qualification — *NEW IN 2019!***

LIMRA's IQMA is recognized worldwide as a mark of professional excellence. Your managers will strive to qualify for the award by demonstrating leadership that drives superior agency performance levels and quality business.

For more information, contact TalentSolutionsInternational@limra.com

DETERMINING ELIGIBILITY

Identifying Your Top Agency Leaders

Companies can easily identify their top agency managers to be honored with the **International Quality Management Award**.

Sample Calculation

Calculation Criteria	Results
New Paid Life Policies	Those field managers whose branches you want to recognize for achieving new paid life policies in a calendar year of your company, and
New Recruits	Those field managers who you want to recognize new recruits in a calendar year, and
Persistency	Those field managers whose branches or units met the company's persistency standards

Managers receive a certificate, and seals are awarded during intervening years. Qualifying managers earn the distinction of displaying the IQMA logo mark of professional excellence on their business cards and websites.

