

LIMRA Talent Solutions International

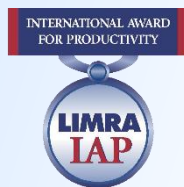
International Award for Productivity

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 managers a clear path to individual and 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.



INTERNATIONAL AWARD
FOR PRODUCTIVITY



The **LIMRA International Award for Productivity (IAP)** represents your opportunity to nurture your top agents — those who research says will be your highest producers in the future.

Participants who earn the IAP designation are able to:

- Gain international recognition
- Achieve higher sales performance

Demonstrate their value to both their clients and the companies they represent.

Target Audience:

- Exclusively available to agents of LIMRA member companies
- Top sales agents measured by number of policies written:
 - Silver — minimum of 25 policies
 - Gold — minimum of 50 policies
 - Platinum — minimum of 100 policies
- Agents who want to earn the prestigious IAP 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. Seals or medallions are awarded during intervening years.
- **Display the IAP 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 IAP is recognized worldwide as a mark of professional excellence. Agents will strive to qualify for the recognition on a yearly basis 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

Identifying Your Top Agents

Companies can easily identify their most productive agents to honor with the **International Award for Productivity**.

Sample Calculation

Calculations	Results
In the top agents who have written:	<p>25-49 policies for the Silver Award</p> <p>50 – 99 policies for the Gold Award</p> <p>100+ policies for the Platinum Award</p>

Mark of Distinction

In addition to certificates, plaques, seals, and medallions, qualifying agents earn the distinction of displaying the IAP digital badge of professional excellence on their business cards and websites — **NEW IN 2020!**

