

LIMRA Talent Solutions International

## International Quality Management Award



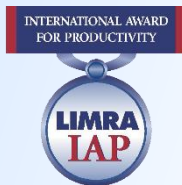
The **LIMRA International Quality Management Award (IQMA)** is the only internationally recognized emblem of excellence for agency managers. It represents the gold standard for rewarding and motivating managers working on the front line to achieve your agency objectives.

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.



### Participants who earn the IQMA designation are:

- Recognized for achieving agency growth objectives
  - Rewarded for building quality agents/team and producing quality business.
- 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:
  - Lead 3 or more agents on their team
  - 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 or plaques of recognition. Seals or medallions are awarded during intervening years.
- **Display the IQMA digital badge of professional excellence on their business cards and/or emails. Digital badges are verifiable on the [verify.limra.com](http://verify.limra.com) website**

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](mailto:TalentSolutionsInternational@limra.com)

## DETERMINING ELIGIBILITY

### Identifying Your Top Sales Leaders

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

### Sample Calculation

Calculation Criteria	Results
Agents Managed	Manage a minimum of 3 Agents
IQA Qualifying Agents	Silver: 30% or more IQA Agents Gold: 50% or more IQA Agents Platinum: 70% or more IQA Agents

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

