

LIMRA Talent Solutions International

Reward and Recognition Programs

Recognize your top achievers and drive performance excellence with **LIMRA's highly regarded reward and recognition programs.**

PRODUCERS

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



IQA awards and motivates agents to achieve superior performance levels and persistency rates — contributing to individual and agency success and a quality client experience.



IAP recognizes and inspires your most productive agents and instills high standards of achievement across your entire organization.

MANAGERS

Recognize and reward your top-performing managers.



IQMA distinguishes and drives managers who build quality team and quality business.

LIMRA's recognition programs enable you to reward and motivate your top-performing producers and agency managers, while setting new standards of excellence across your entire organization. They include the **International Quality Award (IQA®)**, **International Award for Productivity (IAP)**, and **International Quality Management Award (IQMA)** — the international gold standards of individual and agency success.

Organizations that participate in the programs are able to:

- Provide a structured progression of highly regarded international awards that reward and recognize your producers and agency managers for their achievements and performance
- Create clear standards for measuring and awarding success that will shape your sales culture
- Give producers and agency managers a clear path to Individual professional development
- Increase retention of your top performers through sought-after rewards and recognition

Target Audience:

- Exclusively available to LIMRA member companies
- Agency managers who have consistently demonstrated the ability to deliver top-performing results
- Agents who have distinguished themselves through high productivity and quality persistency

Those who earn this prestigious award will receive:

- Certificates or plaques of recognition. Seals or medallions are awarded during intervening years.
- **Display the IQA/IAP/IQMA 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 reward and recognition programs are valued worldwide as a mark of professional excellence. Your agents and managers will strive to qualify for the awards by demonstrating leadership that drives superior performance levels and quality business.

For more information contact
TalentSolutionsInternational@limra.com

Identifying Qualifying Performers

Eligibility is determined by:

- Agents who meet high standards for new business, production, and persistency over time qualify for the **International Quality Award (IQA)**.
- Agents who meet policy sales numbers at silver, gold, and platinum volume levels qualify for the **International Award for Productivity (IAP)**,
- Agency managers who are sales leaders for a minimum of two years and have 10 or more IQA qualifying agents on their team qualify for the **International Quality Management Award (IQMA)**.

Qualifying agents and managers receive a certificate, plaque, seal, or medallion as well as the distinction of displaying the digital badge of professional excellence on their business cards and websites — **NEW IN 2020!**

