

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](http://verify.limra.com) website

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](mailto: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 manage a minimum of 3 agents and meet the required percentage of IQA qualifying agents managed 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

