

2022



ACHIEVEMENT

Award Requirements



Key Awards

SILVER KEY REQUIREMENTS

- \$50,000 of combined Life Insurance and Underwritten Medicare Supplement.
- Minimum of \$35,000 Life.
(Single Premium is calculated at 20% production credit.)

GOLD KEY REQUIREMENTS

- \$75,000 of combined Life Insurance and Underwritten Medicare Supplement.
- Minimum of \$50,000 Life.
(Single Premium is calculated at 20% production credit.)

INNER CIRCLE CLUB REQUIREMENTS

- \$100,000 of Life and Medicare Supplement Premium.
- Minimum of \$75,000 in Life premium.
(Single Premium is calculated at 20% production credit.)

RULES APPLICABLE TO ALL AWARDS

- Business must be paid in one year, from January 1 to December 31.
- Single premium Preferred and Simplified Issue Whole Life policies will receive 20% credit. Annual premium contracts will receive one annual premium credit.
- PERSISTENCY will be emphasized. Individual Life insurance business written in the previous year which did not remain on the books for 13 months would be charged as a first-year lapse. For these policies, we will reduce the current year's premium production by one year's annual premium, as well as reducing policy count by one for each lapsed policy. In addition, a policy that is lapsed during the first 13 months and subsequently rewritten by the agency within 24 months will not count toward any Pekin Insurance awards programs, contests, or trips. This rewritten policy will only receive renewal commission.
- Production from multiple producers may not be combined.
- Requirements for future membership in the Inner Circle Club to be determined at the annual meeting.

KEY AWARD RECIPIENTS WILL RECEIVE THE FOLLOWING:

A Key Award recipient will receive the following:

1. Gold Key Award receives 200 trip points.* Silver Key Award receives 100 trip points.* The trips must be taken in the year awarded.
2. Local and targeted advertising allowance.
3. A Key Award plaque to hang in the agency office. Plaque is awarded for the first year won only, and plates are awarded for additional years won.
4. Name displayed on the plaque in the Home Office.
5. 10 consecutive years as a Gold Key Award recipient entitles winners to \$1,000. This monetary award will increase by \$500 for every fifth consecutive year thereafter; for example: 15 consecutive years, \$1,500; 20 consecutive years, \$2,000; 25 consecutive years, \$2,500; etc.

- * • Scenic Trip = 100 trip points per person
- Fishing Trip = 125 trip points per person

INNER CIRCLE CLUB QUALIFIERS WILL RECEIVE THE FOLLOWING:

- Two Company trips plus two extra days on the Scenic Trip.
- A specially designed sport coat with an appropriate logo to signify membership upon initial qualification into the club.
- An Inner Circle Club plaque with the year won to hang in the agency office. Plaque is awarded for the first year won only, and plates are awarded for additional years won.
- Local and targeted advertising allowance.
- Customized business cards, stationery, and memo pads.

An election of officers will take place at the Inner Circle Club's annual meeting held prior to the first Scenic Trip in the fall. Requirements for membership in the club for future individuals will also be determined at this meeting by the membership. Annual attendance will be open to those individuals who currently qualify under the club rules and to all lifetime members who have received a Gold Key Award for the immediate preceding year.

Pekin Life Insurance Company reserves the right to alter these programs at any time.