

2018

# ACHIEVEMENT Awards



Beyond the expected.®

**PEKIN**  
INSURANCE

## **GOLD KEY AWARD REQUIREMENTS**

- 200,000 total points needed during the calendar year.
- Minimum of 150,000 from Life premium and 50,000 from Medicare Supplement premium.
- Points calculated as follows:
  - 3 points for every dollar of annualized Life premium. (Single Premium is calculated at 20% production credit.)
  - 2 points for every dollar of Underwritten Medicare Supplement premium.

## **INNER CIRCLE CLUB REQUIREMENTS**

- 275,000 total points needed during the calendar year.
- Minimum of 225,000 from Life premium and 50,000 from Medicare Supplement premium.
- Points calculated as follows:
  - 3 points for every dollar of annualized Life premium. (Single Premium is calculated at 20% production credit.)
  - 2 points for every dollar of Underwritten Medicare Supplement premium.

## **RULES APPLICABLE TO ALL AWARDS**

- Business must be paid in one year, from January 1 to December 31.
- Universal Life policies will receive full premium credit up to target premium. Premiums in excess of target will receive 10% credit.
- 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.
- Existing Whole Life policies will NOT be rewritten for new production and commission.

## **GOLD KEY AWARD RECIPIENTS WILL RECEIVE THE FOLLOWING:**

- Gold Key Award receives two Company trips. Trips must be taken in the year awarded. (One trip = one person.)
- Newspaper ad in the winner's local newspaper.
- Name displayed on a plaque in the Home Office.
- A Key Award plaque with the year won on a Key Award plate to hang in the agency office. Plaque is awarded for the first year won only, and plates are awarded for additional years won.
- 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.

## **INNER CIRCLE CLUB QUALIFIERS WILL RECEIVE THE FOLLOWING:**

- Two Company trips plus two extra days on the Scenic Trip prior to the start of the first 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.
- Newspaper ad in the qualifier's newspaper.
- 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.