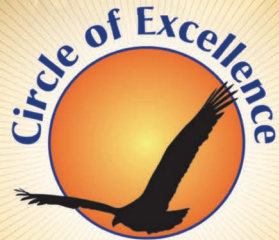


Fly Even Higher with Soaring Eagle



SOARING EAGLE

NAHU Leading Producers Round Table

The Soaring Eagle award recognizes producers who achieve the highest level of success in the industry. This elite group of people sets the standard for excellent business practices and exemplifies the dedication it takes to be a Leading Producer. They serve their clients with the highest standards of ethics, knowledge, service and productivity.

BENEFITS

- **Annual Soaring Eagle symposium** – An exclusive opportunity to meet and hear from industry leaders and other top sellers in the industry.
- **Award** – A beautiful statue to display your outstanding achievement.
- **Special logo** for your business card, letterhead or website to distinguish your achievement.
- **Recognition** in *Health Insurance Underwriter* magazine and other industry publications.
- **Press assistance** to publicize your prestigious award.
- **Discounted registration** to NAHU meetings.

The best of the best.

That's what LPRT is for America's health insurance producers. It's where the nation's best performers in the business get recognized for their leadership and rewarded for their accomplishments...with tools and benefits that will help keep them at the top of their game.

For More Information

To learn more about LPRT and Soaring Eagle or to download an application, visit www.nahu.org.



National Association of Health Underwriters

1212 New York Avenue, NW
Washington, DC 20005
202-552-5060

www.nahu.org



Leading Producers Round Table

Encouraging excellence
among NAHU's health and benefit
insurance professionals by
recognizing sales achievements



Leading Producers Round Table

NAHU's Leading Producers Round Table (LPRT) encourages excellence among its members by recognizing their sales achievement. LPRT members demonstrate exceptional professional knowledge and outstanding client service.

NAHU formed the Leading Producers Round Table in 1942 to recognize the successful underwriters of accident and health insurance. Today, NAHU and the LPRT Committee are committed to making LPRT the premier program for top health, disability, long-term care and worksite marketing insurance producers, carrier representatives, carrier management, and general agency/agency managers.

To qualify for LPRT, you must be actively employed in the health insurance industry and make positive contributions in your professional endeavors.

Qualifying Levels

Personal Production

Business written by a single producer

Carrier Representative

An employee of an insurance carrier working directly with producers

Agency

Management of an agency or general agency

Carrier Management

Carrier/home-office sales managers, directors of sales and vice presidents of sales

The view from the top is great...so are the **benefits** of being there.

Levels of Membership

QUALIFYING

Available to members applying for the first nine consecutive years of qualification or the first 14 years total.

LIFETIME

Available to members who are no longer producing and have applied and qualified for 10 or more consecutive years or 15 or more total years.

LIFETIME & QUALIFYING

Available to members generating production at qualifying level while still having achieved lifetime membership.

Award Categories

These awards are bestowed upon individuals who have demonstrated professional excellence in the sale of health and disability income insurance and sales management.

CATEGORIES OF QUALIFICATION

Based upon points per life credits shown on Point Calculator Worksheet.

	By Income	By Points			
	(Personal, Carrier Rep or Agency)	Personal	Carrier Rep	Agency Mgmt	Carrier
Soaring Eagle*	\$250,000	4,500	22,500	22,500	112,500
Golden Eagle*	\$150,000	2,500	12,500	12,500	62,500
Eagle	\$100,000	1,800	9,000	9,000	45,000
Presidents' Council	\$75,000	1,200	6,000	6,000	30,000
Leading Producer*	\$50,000	600	3,000	3,000	15,000

*This category is only offered to agents/brokers that have been in the industry for five or fewer years.

Qualifier Benefits

Recipients of LPRT awards will have exclusive access to professional development resources as well as discounts on NAHU services, meetings and select products.

WEBINARS

The LPRT web seminars deal with advanced topics that are of interest to the top producers in the industry. The webinars are open to the general public, but LPRT qualifiers are able to attend free of charge.

EDUCATIONAL TRACK

The LPRT-focused educational track at NAHU's Annual Convention focuses on advanced topics specifically tailored to fit the needs of LPRT qualifiers.



QUALIFIER DISCOUNTS

Qualifiers at the Leading Producers and Presidents' Council levels receive a 5% discount on all NAHU services and meetings, including Capitol Conference and Annual Convention.

Qualifiers at the Eagle, Golden Eagle and Soaring Eagle levels receive a 10% discount on all NAHU services and meetings, including Capitol Conference and Annual Convention.

LPRT-ONLY WEBPAGE

Exclusive access to news and information that will assist you with your business management and sales.

Recognition of Excellence in the Industry

LPRT recognizes qualifiers in a myriad of ways for their outstanding achievements.

CERTIFICATE

LPRT qualifiers receive a certificate with their name and level of qualification each year until they attain Lifetime status. Lifetime qualifiers receive a lifetime achievement plaque. Additionally, Golden Eagle qualifiers receive an eagle statue. Qualifiers also receive an LPRT pin, which is usually presented at local or regional leadership conferences.

EXCLUSIVE EVENTS

Each year LPRT hosts an event at NAHU's Annual Convention to honor LPRT qualifiers in attendance. These events range from exclusive breakfasts with guest speakers to spectacular dinner cruises.

Exclusive invitation to the Soaring Eagle Symposium for the top producers.