

The logo for theAssurance group, featuring the text "theAssurance" in a bold, dark blue font above the word "group" in a smaller, lighter blue font. A dark blue swoosh graphic is positioned to the right of the text, curving upwards and then downwards.

theAssurance
group

Rewards & Recognition Program

Career Division

2012

A Message From The CEO



Edward L. Shackelford

Thank you very much for taking time to review The Assurance Group's **2012 Rewards and Recognition Program**. This plan is designed to reward and recognize two very distinct types of agents.

First, it allows us to recognize and reward our top performers. These sales professionals embody the commitment and hard work that is necessary to build not only successful careers, but a world-class insurance marketing organization like TAG.

Secondly, it allows us to recognize and reward agents new to TAG; either those new to the insurance industry or those in the process of transitioning to a new career here at TAG.

What we do offer here at TAG is a lifetime of opportunities and our **Rewards and Recognition Program** is really just our way of saying welcome to the TAG family. I wish you only the best.

Good Luck & Good Selling!

Edward L. Shackelford

The Chairman's Club

Annual Issued & Paid Premium



<u>Hierarchy Level</u>	<u>Personal Production</u>	<u>Team Production</u>
Agent	100,000	N/A
Supervising Agent	110,000	175,000
Sales Manager	120,000	225,000
Division Manager	130,000	375,000
Agency Director	140,000	500,000
Regional Manager	150,000	1,000,000
Regional Director	175,000	1,500,000



Members of the Chairman's Club have reached the pinnacle of TAG's recognition . . . An award that signifies sales excellence and a commitment to professionalism. Chairman's Club Members are TAG's best and brightest stars! As a member of the Chairman's Club, you'll receive a personalized gold ring symbolizing your accomplishment. In addition, your picture will grace the home office walls along with other members of this exclusive organization.

Agent Recognition & Reward\$



Agent of the Month
Plaque Recognition
& \$100 TAG Advantage Card



Agent of the Quarter
Plaque Recognition
& \$250 TAG Advantage Card



Agent of the Year
Plaque Recognition,
\$500 TAG Advantage Card & Crystal Award

Management Recognition & Reward\$

AD of the Month

Plaque Recognition &
\$100 TAG Advantage Card

RSM of the Month

Plaque Recognition &
\$100 TAG Advantage Card

RSD of the Month

Plaque Recognition &
\$100 TAG Advantage Card

AD of the Quarter

Plaque Recognition &
\$250 TAG Advantage Card

RSM of the Quarter

Plaque Recognition &
\$250 TAG Advantage Card

RSD of the Quarter

Plaque Recognition &
\$250 TAG Advantage Card

AD of the Year

Plaque Recognition &
\$500 TAG Advantage Card & Crystal Award

RSM of the Year

Plaque Recognition &
500 TAG Advantage Card & Crystal Award

RSD of the Year

Plaque Recognition &
\$500 TAG Advantage Card & Crystal Award

Exotic Trips



Travel In Style!

Each year, The Assurance Group's carrier partners sponsor once-in-a-lifetime all expense paid trips for top producers and their guest. And while visiting locations around the globe, you'll enjoy all of the amenities each has to offer!

Love to travel? Some of TAG's top producers qualify for two trips every year!

The **30/90** Club



Agents who earn 30/90 Club status will receive . . .

- ✓ \$100 TAG Advantage Card
- ✓ TAG Logo Polo Shirt
- ✓ Engraved Name on the Home Office **30/90 Club** Perpetual Plaque

The 30/90 Club recognizes newly-licensed career agents who achieve early sales success. Joining **The 30/90 Club** is not easy, but the “by-laws” are simple and membership has great benefits. An agent qualifies by writing **30** issued and paid applications in **90** days.



Fast Start Program



Sales Milestone

1st Issued Application

\$5,000 Issued/Paid Premium

\$25,000 Issued/Paid Premium

Recognition Award

TAG Pen

TAG Personalized Portfolio

TAG Golf Shirt



You Are Appreciated!



Program Rules

- 1.) TAG reserves the right to change, modify, alter or cancel the program at any time.
- 2.) To be eligible for any awards associated with the Rewards and Recognition Program, agents and managers must be active and in good-standing at the time of award.
- 3.) For carrier-sponsored trips, qualifying agents must meet the guidelines and criteria established by the carrier.
- 4.) Premium-based awards are earned on annualized premium calculated using premium credit factors. Premium credit factors may change from time-to-time at the discretion of the company.
- 5.) A personally-producing manager may only qualify in one category. If the manager qualifies in two categories, only the management level will be awarded.
- 6.) Chairman's Club members previously awarded rings will be awarded a diamond for each additional qualifying year.
- 7.) Rewards and Recognition Program eligibility is open only to agents on a career contract with The Assurance Group.