



2018 New Associate of the Year Award

Deadline for entries is May 21, 2019

This award is in recognition of:

1. The largest first year commissions credited according to MDRT rules for the qualification period. **MUST BE MDRT QUALIFIER.**
2. The rendering of quality service to policyholders.

The purpose of the award is to encourage new members to:

1. Be professional in their work.
2. Acquire knowledge and skill in the presentation of their recommendations.
3. Extend service to their policyholders.
4. Develop a successful career in the financial services business.

Selection Criteria:

1. Be contracted as an agent less than 25 months prior to the end of the qualifying year. Licensed and contracted no earlier than Dec. 1, 2016. Please submit a copy of license or contract.
2. Be a member of NAIFA Silicon Valley by 5/21/2019 with dues paid by the application deadline.
3. Persistency of 90% on paid commission income with a minimum of 15 lives for the qualifying period.
4. Production amount will be based on MDRT credits.
5. Each part of American College courses completed will count as \$1,500 of commission credit.
6. Each LUTC part will count as \$1,500 of commission credit.
7. The current qualifying year will be 2018
8. Recipient of the award will be the agent with the largest paid credit using the above criteria.

Name _____ Designations(s) _____

Company _____ Title _____

Address _____ City _____ Zip _____

Telephone _____ Email _____

Contract Date _____ (Copy of license or contract)

Joined NAIFASV _____ Dues Paid _____ Persistency _____

Production Credit _____ (Based on MDRT-include copy of MDRT application)

CLU courses completed: _____

LUTC courses completed: _____

Submitted by _____

Phone _____

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Send completed application, copy of MDRT application, and copy of company production records to:
 Steve Stratton, LUTCF 305 Vineyard Town Center #359, Morgan Hill, CA 95037
 Tel: (408) 391-0782 or Fax: (888) 760-3672 or email: steven@smstratton.com