



Leading Producers Round Table

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



Qualification Information

Personal Production:

Business written by a single producer

Carrier Representatives:

An employee of an insurance carrier working with producers

Agency:

Management of a general agency or agency

Carrier Management:

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

Levels of Membership

Qualifying:

This category is available to members applying for the first 9 consecutive years of qualification OR for the first 14 total years.

Lifetime:

This category is available to members applying and qualifying for 10+ consecutive years OR for 15+ total years for members who are no longer producing.

Lifetime & Qualifying:

This category is available to members who still generate production at qualifying level and have achieved lifetime membership.

Awards Categories

- Leading Producer Qualifier
- Presidents' Council
- Eagle
- Golden Eagle

** Please see the application on the NAHU website, for full qualification guidelines.*



Benefits

Web Seminars

The Leading Producers Round Table sponsors several Web seminars each year. The Web seminars will deal with advanced topics that are of interest to the top producers in the industry. The seminars will be open to the general public, but LPRT qualifiers will be able to attend these Web seminars free of charge.

LPRT Educational Track at the NAHU Annual Convention

There will be an LPRT-focused educational track at the NAHU Annual Convention. This educational track, like the LPRT Web seminars, will deal with advanced topics.

LPRT Qualifier Discounts

A 5% discount on all NAHU services and meetings, including Capitol Conference and the Annual Convention, will be given to qualifiers at the Leading Producers and Presidents' Council levels of production.

A 10% discount on all NAHU services and meetings, including Capitol Conference and the Annual Convention, will be given to qualifiers at the Eagle and Golden Eagle levels of production and Lifetime qualifiers.

LPRT Products

The Leading Producers Round Table will offer LPRT logo merchandise.



Recognition

The Leading Producers Round Table recognizes qualifiers in myriad ways for their outstanding achievements.

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.

Another great recognition for LPRT qualifiers is the LPRT event at the NAHU Annual Convention. Each year LPRT hosts an event to honor all LPRT qualifiers attending the convention. These events have ranged from exclusive breakfasts and luncheons with guest speakers to fabulous dinner cruises.



LPRT qualifiers enjoy a cruise of San Francisco Bay at NAHU's 2006 Annual Convention.



History

NAHU formed the Leading Producers Round Table in 1942 to recognize the successful underwriters of accident and health insurance. Today, the LPRT Committee is 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. Through the hard work of the LPRT Committee members, LPRT will offer new membership benefits, exclusive LPRT events, and new categories and qualification requirements.

For more information about LPRT and to download the application, please go to www.nahu.org.