



# 2017 NAHU Leading Producers Round Table POINT CALCULATOR WORK SHEET

To determine the award level you are eligible for, fill in the blanks below, calculate the total points, then match that with the appropriate category under **Category of Qualification** of the award application.

**This form is for members using points instead of income to qualify.**

Applicant Name: \_\_\_\_\_

Qualifying Category:  Personal  Carrier Rep  Agency  Carrier  Carrier Management  
(PLEASE SELECT ONE)

## PRODUCTION

Classification	Points/Life x Total Lives
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### Individual — Number of new lives as of 12/31/2016

Disability	25 x _____ = _____ pts.
Long-Term Care	15 x _____ = _____ pts.
Medical	10 x _____ = _____ pts.
Medicare Products	5 x _____ = _____ pts.
Medicare Part D Drug Plans	1 x _____ = _____ pts.
Dental	15 x _____ = _____ pts.
Life Insurance	15 x _____ = _____ pts.
Critical Illness, Cancer, Accident	5 x _____ = _____ pts.

### Individual — Number of renewal lives as of 12/31/2016

Medical	5 x _____ = _____ pts.
Medigap, Medicare Part C	5 x _____ = _____ pts.

### Group — Number of new & renewal lives in force as of 12/31/2016

Disability (LTD & STD)	3 x _____ = _____ pts.
Long-Term Care	3 x _____ = _____ pts.
Medical	4 x _____ = _____ pts.
Medicare Products	4 x _____ = _____ pts.
Medicare Part D Drug Plans	1 x _____ = _____ pts.
Dental	2 x _____ = _____ pts.
Life Insurance	2 x _____ = _____ pts.
Vision	2 x _____ = _____ pts.
Critical Illness, Cancer, Accident	3 x _____ = _____ pts.
Administrative Services including; <i>TPA, Stop-loss, Cafeteria Plans</i> <i>COBRA/HIPAA, HRA/HSA</i>	4 x _____ = _____ pts.

**This worksheet must to be submitted with your LPRT application.**