

# Application for the 2023 National Quality Award

**Applicant** - Complete Parts I and II, then forward to your head office immediately or no later than August 31, 2023.

**Head Office** - Complete Part III. Forward application form (Parts I, II and III) to Advocis (10 Lower Spadina Avenue, Suite 600, Toronto, ON M5V 2Z2) no later than September 30, 2023.

## Part I (Please type or print)

Mr.  Ms.  Miss  Mrs. Advocis ID

First Name \_\_\_\_\_ Initial \_\_\_\_\_ Last Name \_\_\_\_\_

Company Name \_\_\_\_\_

Applicant's Business Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Business Telephone \_\_\_\_\_

Applicant's Home Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Home Telephone \_\_\_\_\_

## Part II

I am submitting \_\_\_\_\_ one application only, OR this is one of \_\_\_\_\_ applications.

**Note:** Failure to submit all application forms from all companies may result in rejection of application (see reverse side).

I certify that the above information is accurate and complete. I understand that it is my responsibility to ensure that this application is received by Advocis no later than September 30, 2023 and that failure to comply with the regulations prescribed herein may result in rejection of this application.

I hereby grant Advocis permission to release the results of my NQA application to the public and to the company through which I submitted the application.

Signature \_\_\_\_\_ Date <sup>D</sup> \_\_\_\_\_ /MM /YYYY

## Part III

1. Number of eligible policies paid for in 2020 as per definitions on reverse \_\_\_\_\_

2. Number of 2020 policies on which any part of third year premium was paid \_\_\_\_\_

3. Retention % (line 2 divided by line 1 x 100) \_\_\_\_\_

4. I have examined this application and certify that it is correct. \_\_\_\_\_

Date \_\_\_\_\_ MM/DD/YYYY Company \_\_\_\_\_

Name \_\_\_\_\_ Signature \_\_\_\_\_ Title \_\_\_\_\_

## Background

The National Quality Award (NQA) gives tangible recognition to those life insurance professionals who strive for quality business excellence in life insurance sales and service.

Advocis was instrumental in the establishment of this award in Canada in 1946 and has proudly supported it every since. Today, the NQA continues to focus attention on retention, permanence, stability and quality performance.

Qualifying for the annual National Quality Award provides recognition to life insurance advisors who provide high quality service to Canadian consumers.

## Eligible Policies

- All life insurance, living benefits and annuity policies that by their terms can lapse within the 25-month retention exposure period.
- A 'policy credit' can be given for any policy increase that generates new first-year commissions. Conversely should there be a corresponding decrease during the 25-month exposure period it must be counted as a lapse.

## Requirements

- Be working full-time as a life-licensed financial advisor
- Write a minimum of 35 paid policies during the 2020 calendar year. Applicants who have qualified for more than 15 years require a minimum of 15 policies. See the eligible policy section for clarification on eligible business.
- Maintain at least 85 percent retention based on a 25-month exposure period. This means that at least 85 percent of the policies must have some portion of the third years' premium paid.
- Be a member in good standing of Advocis. This means that your fees must be up to date and there are no sanctions currently pending against you.
- Complete Parts I and II of an NQA application for every company you wrote eligible business with during 2020 and send each application to the respective company for completion of Part III.

## Policies/Transaction Not Eligible

- Policy changes
- Term policy renewals
- Term policies converted within the exposure period
- Any policy that by its terms cannot lapse or be surrendered during the 25-month retention exposure period ie. single premium annuities
- Automated policy increases that do not generate first and second-year commissions
- Revivals and reinstatements of lapsed policies issued in previous years
- Single premium immediate annuities

## Deadlines

These deadlines are strictly adhered to. Applications submitted after the deadline will not be accepted.

### August 31, 2023:

Your signed application form with Part I and Part II fully completed must be received by each company you placed eligible business with during 2019

### September 30, 2023:

Companies to send your Application Form to Advocis with Part III fully completed and signed.

### September 30, 2023:

Your Advocis membership must be current and up-to-date.

## Important

Submission of a completed application does not constitute confirmation of NQA Qualification. Advocis advises all qualifiers in writing following completion of application processing and confirmation that your membership is in good standing.

It is the responsibility of each NQA applicant to ensure that his/her completed application has been received by Advocis no later than September 30, 2023.

If you have any questions about the NQA, please contact member services at 416.444.4449 or 1.877.773.6765 or [info@advocis.ca](mailto:info@advocis.ca)

## Privacy Statement

Your privacy is important to us. Advocis collects, uses or discloses your personal information for the purposes identified in the Advocis Privacy Policy. Unless you instruct us otherwise, your personal information including email address and your telephone or fax number may be used for marketing, including telemarketing, 1) Advocis and TFAAC entity products and services and 2) third-party products and services that may be of interest to you. If you do not wish to receive any communications related to the marketing of Advocis and third-party products and services, please complete the web page in the members' website indicating your opting out choices. To view the Advocis Privacy Policy, visit [www.advocis.ca](http://www.advocis.ca).