**Precoa Sales Awards**

Precoa is excited to unveil new and improved sales awards! We believe this new structure will provide clarity, new opportunities to grow and progress and confidence to rise and achieve new milestones.

At Precoa, we are more than just a sales organization. We are a family in the business of people helping people. We value kindness and we are pushing the preneed industry forward and in turn, changing people’s lives.

We’re looking forward to this new era of recognition, one where we are committed to cheering each other on and where everyone has a seat at the winner’s table.

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| **SALES LEVEL** | **CLUB NAME** | **KAUAI #** | **ALASKA #** | **NAME** | **RECOGNITION** | **PHYSICAL AWARD** |
| 500,000 | Sales Achievement Award | 87  (51 at CE) | 124 | Printed in program | Stand as a group | Certificate |
| 750,000 | Sales Excellence Award | 53  (44 at CE) | 76 | Printed in program, read from podium | Stand in groups of 3 | Small Diamond Award |
| 1,000,000 | MDP | 50  (46 at CE) | 51 | Printed in program, read from podium (new presenter) | Walk across stage | Large Diamond Award |
| 1,250,000 | MDP Elite | 18  (18 at CE) | 20 | Printed in program, read from podium | Walk across stage | MDP Diamond Award with Elite Distinction |
| 1,500,000 | MDP Select | 6  (4 at CE) | 7 | Printed in program, read from podium  (new presenter) | Walk across stage | MDP Award with Select Distinction |
| 1,750,000 | MDP Premiere | 1  (1 at CE) | 3 | Printed in program, read from podium | Walk across stage | MDP Award with Premiere Distinction |
| 2,000,000 | President’s Club | 1  (1 at CE) | 2 | Printed in program, read from podium by Michael | Walk across stage | New Award |
| 2,250,000 | President’s Elite | 0 | 3 | Printed in program, read from podium by Michael | Walk across stage | New Award |
| 2,500,000 | President’s Select | 0 | 0 | Printed in program, read from podium by Michael | Walk across stage | New Award |
| Total |  | 216 | 286 |  |  |  |

**Things to Note:**

* All award winners will have their name in a new Celebration Event program.
* All Million Dollar Producers will be invited to attend an exclusive MDP reception held in their honor.
* Million Dollar Producers who produce $1.5M and above will be invited to attend a special dinner.
* Justin and the sales dev team are working on the final recognition component to be included in this. They will most likely be a series of symbols that recognize achievements in OAP, local lead generation and close rate.

**Award Rollout Plan**

1. Design page on web portal to house awards info indefinitely
   1. Include all necessary info
   2. Should be exciting, celebratory and motivating them to achieve the next level,
   3. Should be very clear, no surprises
2. Email to field managers with a link to the web portal page
   1. Send a week in advance so they’re prepared to answer any questions
3. Promo video
   1. Video outline:
      1. Tyler talks about the recognition philosophy, with past CE award footage and/or photos as b-roll
      2. Then unveil the new awards