

LANDMARK AWARD BY RESPONSIBILITY

CATEGORY	CRITERIA	OFFICER	PTS	MAX PTS
I. NABIP EVENTS	1. Credentialed delegates representing the chapter at NABIP Convention	All	25	75
	2. Additional registered attendees at NABIP Convention	All	5	50
	3. Legislative Chair attended Capitol Conference	Leg	75	75
	4. Additional registered attendees at Capitol Conference	All	5	50
	5. Registered attendees at Regional Leadership Conference	All	20	120
	6. Membership or Membership Experience Chair attend Regional Leadership Conference	Memb	25	25
	7. Membership or Membership Experience Chair attend Annual Convention	Memb	25	25
	8. Chapter represented at the Leadership Program at Capitol Conference. (President-elect, President, Secretary, or Treasurer)	Board	75, 150	150
II. CHAPTER MANAGEMENT	1. Review & Publicize state bylaws	Board	25	25
	2. Develop/Publicize state policies & procedures	Board	25	25
	3. Develop/Publicize chapter's strategic plan to members	Board	25	25
	4. Publish an Annual Summary Report of Chapter Activities and Accomplishments, demonstrating value of membership	Board	50	50
	5. IRS approved Tax-exempt status	Treas	50	50
	6. Annually approved state budget	Treas	25	25
	7. Annual publication of approved state profit/loss financial statement	Treas	25	25
	8. Incorporation papers	Board	25	25
	9. Have D&O liability insurance in force for chapter officers.	Board	25	25
	10. Purchase of liability insurance for state special events	Board	25	25
	11. State chapter award program/event, honoring members/chapters	Awards	100	100
	12. Chapter Certification	Awards	75, 150	150
	13. Board officers participated in NABIP officer training modules	Board	10	120
III. STATE MEETINGS	1. Hosted a state convention/sales symposium	PD	100	100
	2. Held an annual state leadership conference	Board	100	100
	3. Held strategic planning session(s)	Pres	50, 100	100
	4. Held regularly scheduled board meetings	Pres	10	120
	5. Host a Medicare Summit	Board	150	150
IV. COMMS	1. State newsletter publication	Media	10	120
	2. Maintain a Chapter Website	Media	125	125
	3. Maintain active email and/or text distribution to the membership	Sec	25	25
	4. Conducted a Member Needs Survey	Pres	50	50
	5. Identify a board champion for NABIP's Education Foundation.	Pres	25	25
	6. Provide an Education Foundation update at a regular board meeting.	EF	25	25
	7. Include a link to the Education Foundation on the chapter's website	Media	25	25
	8. Chapter and member financial support of the Education Foundation.	All	25-100	100
	9. Promote NABIP programs and designations.	Board	25	150

Highlighted items indicate verification by NABIP. No documentation needed.

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V. LEGISLATIVE ACTIVITY	1. Managing an active Legislative Committee	Leg	50	50
	2. Regular legislative communications piece sent to all chapter members.	Leg	50	50
	3. Full or Part-time state lobbyist program	Leg	125	125
	4. Membership support of state PAC.	HUPAC	10-50	50
	5. Membership support of NABIP PAC.	HUPAC	10-50	50
	6. Meet with state DOI or other state regulatory bodies.	Leg	25	50
	7. Hold a state legislative conference or "Day with Legislators"	Leg	100	100
	8. State-based Operation Shouts or Operation Shout like campaigns.	Media	15-50	50
	9. Hold/attend meeting(s) with industry or coalition partners	Leg	25	25
VI. MEMBERSHIP	1. Chartering one or more new local chapters	Memb	100-150	150
	2. Net membership growth	Memb	10-250	250
	3. Have an active membership campaign	Memb	25	125
	4. Contact with local chapters about follow-up retention activities	Memb	10	120
	5. Develop/conduct new member outreach, involving local chapters	Memb	100	100
	6. Board members achieving Triple Crown	Board	10	120
	7. Participation on Regional Membership Calls	Memb	20-80	80
VII. PROF DEV	1. Host state education/professional development program for members.	PD	100	100
	2. Conduct an overview of the NABIP website at a membership event.	PD	50	50
	3. Formal presentation of awards and recognition of member(s) achievements	Pres	25	75
	4. Number of members completing the following NABIP programs	All	10	700
VIII. MEDIA RELATIONS	1. Appoint a Media Relations chair.	Pres	35	35
	2. Compile list of local media contacts	Media	50	50
	3. Letters to the Editor	Media	10	100
	4. Op-ed articles to local publications	Media	10	50
	5. Chapter press releases (original content)	Media	10	60
	6. TV or radio appearances	Media	50	150
	7. Press Hits	Media	10	50
	8. Present any of NABIP's "Working with the Media" presentation	Media	25	25
	9. Use social media to increase the chapter's public presence	Media	5	100

Awards year runs from April 1 - March 31

Awards due April 5

Pres = President

Media = Media Relations

PD = Professional Development

Leg = Legislative

Memb = Membership

EF = Educational Foundation

Treas = Treasurer

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