



# Pinnacle Club FAQs

## **Team Member Changes**

- Q: What happens if I have I replace a team member during the year?  
A: An agent can change the name of the participating team member at during the year. The deadline to change a team member is October 31<sup>st</sup>.

## **Tracking**

- Q: What production will be tracked and recognized?  
A: The only production that will be tracked is production submitted for paid licensed team members on an individual basis. Only individual production should be submitted. It is the up to the respective agent to monitor team member submissions.

## **Membership Dues**

- Q: Will the membership dues cover my team member and guest?  
A: The membership dues will only cover the team members' attendance. There may be additional fees (at a lower amount) assessed for guest to attend the banquet. The membership dues do not cover the cost of hotel rooms.
- Q: What if I submit membership dues for a team member and my team member does not qualify or does not attend the event?  
A: If the team member does not attend the event, the membership dues will not be refunded. If the team member qualifies for one of the levels, an award will be ordered for the team member.

## **Event Location**

- Q: How is the event location determined?  
A: The event location will travel throughout the territory. It is determined by number of participants, venue, and the recommendation of the board members.

## **Recognition**

- Q: Exactly how will my team member(s) be recognized?  
A: Your team member(s) will be recognized on a monthly basis through the Pinnacle Club website and at the annual banquet. Your team member will receive an award, based on the level attained and will have the opportunity to be recognized amongst peers with their respective agent.