



## 2018 PIE GOALS HOLMAN INSURANCE

2018 Goal Type	2018 Holman Insurance PIE Goals	PIE Payout Day Value
<b>Financial</b>	<b>Retail Commercial</b> - Total written annual premium of \$6 million	<b>1</b>
<b>Financial</b>	<b>Retail Commercial</b> - Total written annual premium of \$8 million	<b>1</b>
<b>Financial</b>	<b>Wholesale Commercial</b> - RPI total written annual premium of \$33 million	<b>1</b>
<b>Financial</b>	<b>Wholesale Commercial</b> - RPI total written annual premium of \$36 million	<b>1</b>
<b>Financial</b>	<b>Personal Lines</b> - Total new written premium in North and South of at least \$3.2 million	<b>1</b>
<b>Financial</b>	<b>Personal Lines</b> - Total new written premium in North and South of at least \$5.4 million	<b>1</b>
<b>Operational</b>	<b>Training</b> - Average of 8 Training Hours in Holman University per employee annually (excludes licensing classes, CE and carrier training sessions)	<b>1</b>
<b>Operational</b>	<b>Community</b> - Average of 8 community service hours per non-management employee annually (max of 16 hours per person)	<b>1</b>
<b>Operational</b>	<b>Healthier at Holman</b> - 125 Health Advocate points average per employee	<b>1</b>
<b>Operational</b>	<b>Improve business knowledge</b> by each department preparing 2 learning experiences to cross train members within other departments for a total of 6 learning experiences. 85% attendance is required for each learning experience.	<b>1</b>

**Total Potential Days      10**