

**TOUCHSTONE ENERGY COOPERATIVES  
THE KEY RING  
TIER AND POINT SYSTEM  
UPDATED 1/31/2018**



<u>Tier</u>		<u>Status</u>	<u>Min. Pts</u>
1		Platinum+	90
2		Gold+	70
3		Silver	50
4		Bronze	30
<u>Points</u>	<u>Max</u>	<u>Note</u>	
20	20	CKAE Completion and maintained certification	
4	4	CEM or similar third party certification program++	
2 per	20	Years of experience in a Key Accounts Role	
4 per	20	Years of NET Attendance in last 5 years	
2 per	10	Per regional or local key account attending NET as your guest in last 3 years*	
6 per	18	Completion of TSE Key Accounts Master Courses (2018 and forward)	
10	10	Hosted Key Accounts Culture Workshop in last 3 years at your co-op*	
10	10	Trained as a Key Accounts Culture Workshop Trainer	
2 per	6	Years of CONNECT Attendance in last 3 years	
2	4	Partner with local businesses for Co-op Cx Card; >100 deals is 4 pts, 50-99 is 2 pts	
1	6	BizDev Hosted Webinars attended in last two years (2018 and forward)	
6 per	12	Terms on TSE BizDev Advisory Committee	
10	10	Service as TSE BizDev Advisory Committee Chair	
6	6	Currently serve a TSE Advisory Committee**	
<b>156</b>		<b>Total Points Achievable</b>	

+ Requires registrant's cooperative to be a TSE member and registrant must hold a CKAE through NRECA

++ Acceptance of program to be determined by TSE. As certifications are accepted over time, the permitted certifications will be made public.

\*Up to (2) two key account representatives can achieve points from one cooperative. Please send Touchstone staff confirmation of who is designated as the point recipients upon booking the workshop with Touchstone or upon registering guest for NET.

\*\* Must be a committee outside of the Business Development Advisory Committee. Can include Regional Member or Board of Directors representation.

**Additional Notes**

Once a status is achieved, Touchstone will not lower your status. However, to be elevated from one status to the next, applied points must fall within the guidelines above.

Some programs listed above may be currently in development and will be rolling out within the calendar year of 2018.