



GAMAHK 經理指標大獎 (LBA)

經理指標大獎獎項準則：

1. 業績準則及基本要求

- 1.1 首年佣金為 HK\$680,000
- 1.2 去年 (2014 年度) 的首年佣金計算，當中包括：
 - 個人壽險的首年佣金
 - 僱員福利計劃的首年佣金，包括強積金計劃
 - 一般保險計劃的佣金
 - 年繳或一次清繳的年金計劃
- 1.3 首年佣金包括申請人本人及其直接管轄之代理人的首年佣金
- 1.4 申請人只須為 2015 年度之香港人壽保險經理協會本地會員(核准會員或特許會員)
- 1.5 申請人必須是從事銷售管理的工作，並直接管轄有關從事銷售工作之代理人
- 1.6 申請人需於 2014 年度內，最少直接管轄 4 位或以上代理人
- 1.7 申請人直屬團隊的續保率不低於所屬公司之最低要求

2. 經理指標大獎所需的特別資格：

- 2.1 如有任何爭議 (包括佣金計算或管轄之代理人)，申請人之公司應提供最後的決定
- 2.2 申請人公司必須審核所有的申請文件
- 2.3 申請表格必須連同行政費港幣 380 元繳交
- 2.4 申請人必須符合所有基本資格的要求

3. 經理指標大獎獎項標誌使用規則

- 3.1 只允許應屆獲獎人士在其名片、文儀用品、信紙或宣傳物品上印上該年度的 LBA 獎項標誌
- 3.2 授權時期為 2015 年 9 月 1 日至 2016 年 8 月 31 日
- 3.3 所有非應屆得獎者不得在其名片、文儀用品、信紙及宣傳物品上印上獎項標誌或派發印有 LBA 獎項標誌的產品，但可在其廣告小冊子或宣傳物品上提及有關得獎的履歷
- 3.4 獎項申請成功獎獲發獎狀乙張
- 3.5 申請人之照片將獲刊登於報紙上



GAMAHK Leader Benchmark Award (LBA)

Criteria and requirements of LBA :

1. General requirements:

- 1.1 FYC is HK\$680,000 (Based on 2014 Production)
- 1.2 Only First Year Commission paid in 2014 is counted and it comprises of:
 - FYC for Individual Life Business
 - FYC for Employees Benefits including Mandatory Provident Fund
 - Commission for General Business
 - Annual premium annuities, single premium annuities
- 1.3 Only FYC paid to the applicants and agents direct supervised by the applicants will be counted
- 1.4 The applicant must be 2015 GAMAHK authorized GAMAHK member (Active Member or Chartered Member)
- 1.5 The applicant must be a field management person who directly manages people and activities that generate sales
- 1.6 The applicant must directly supervise at least 4 representatives under his/her supervision as at 31st December 2014
- 1.7 Applicant must meet the minimum persistency requirement of his/her home office

2. Special requirements of LBA:

- 2.1 In case of disagreements (about commissions or agent supervision), an applicant's home office shall provide the final decision
- 2.2 The home office of the applicant's company must certify all applications
- 2.3 The administration fee of HK\$380 must accompany the application
- 2.4 The applicant must meet all general requirements

3. LBA guideline & logo usage:

- 3.1 Only all current year qualifiers are authorized to print the current qualifying LBA logo in their business card, stationery, letterhead or promotional materials
- 3.2 The qualifying period to use the award logo is 1st September 2015 to 31st August, 2016
- 3.3 They are not allowed to print or deliver any **previous** qualifying LBA logo in their business card, stationery, letterhead or promotional materials; but they can mention the history of qualifying award in their introductory brochures or flyers
- 3.4 A certificate will be awarded to qualifier
- 3.5 Photo recognition on newspaper to qualifier