



GAMA 榮譽獎項準則 2016

GAMA Awards Criteria 2016

GAMA Awards 2016

Criteria Packet

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GAMAHK Awards 2016

GAMAHK 本地榮譽獎項 2016

截止申請日期：2016 年 3 月 8 日

Application Deadline: 8th March, 2016





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 (2015 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及其直接管轄之代理人的首年佣金
- 1.4 申請人須為 2015 及 2016 年度之香港人壽保險經理協會會員 (核准會員、特許會員或國際會員)
- 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 2015 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 申請人必須符合所有基本資格的要求
- 2.2 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
- 2.3 申請人公司必須審核所有的申請文件
- 2.4 申請表格必須連同行政費港幣 380 元繳交

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 2016 年 5 月 1 日至 2017 年 4 月 30 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

4. 經理指標大獎獲獎人士殊榮：

獎狀乙張及刊登個人照片於報紙特刊內

(敬請連同報名表格及用於刊登的照片一併交回本會，如未有提供者，本會將沿用舊有紀錄而不作另行通知)

5. 此獎項 不適用於 GAMA 國際榮譽獎項頒獎典禮

6. 此獎項由香港人壽保險經理協會認授



Leader Benchmark Award (LBA)

Criteria and requirements of LBA :

1. General requirements:

- 1.1 FYC is HK\$680,000 (Based on year 2015 Production)
- 1.2 Only First Year Commission paid in 2015 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 year 2015 & 2016 GAMA HK authorized GAMA HK member (Active Member , Chartered Member or international 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 2015
- 1.7 Applicant must meet the minimum persistency requirement of his/her home office

2. Special requirements of LBA:

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

3. LBA guideline & logo usage:

- 3.1 Only all current year awardees 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 May 2016 to 30th April 2017
- 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

4. Honor of LBA Awardees :

A certificate and personal photo recognition on newspaper supplement.
(Please submit along with application form and suitable personal photo for supplement printing. Otherwise, existing photo will be used without prior notice.)

5. This Award is inapplicable for the GAMA Awards Presentation Banquet

6. This Award is awarded and governed by GAMA HK



新晉經理獎

新晉經理獎獎項準則：

1. 業績準則及基本要求：

- 1.1 首年佣金為 HK\$650,000
- 1.2 去年 (2015 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 申請人必須為 2015 及 2016 年度之香港人壽保險經理協會核准會員，特許會員或國際會員
- 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 申請人須於 3 年內 (即 2013 年至 2015 年度) 晉升成為營業經理或公司合約經理
- 1.7 於 2015 年 12 月 31 日，申請人直接管轄最少 3 名代理人
- 1.8 此獎項只接受一次性申請

2. 新晉經理獎所須的特別資格：

- 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 480 元繳交
- 2.4 申請人必須符合所有基本資格的要求

3. 新晉經理獎標誌使用規則：

- 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 RMA 獎項標誌
- 3.2 授權時期為 2016 年 5 月 1 日至 2017 年 4 月 30 日
- 3.3 所有非應屆獲獎者不得在其名片、文儀用品、信紙及宣傳物品上印上獎項標誌或派發印有 RMA 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

4. 新晉經理獎獲獎人士殊榮：

獎狀乙張及刊登個人照片於榮譽獎項紀念特刊內

(敬請連同報名表格及用於刊登的照片一併交回本會，如未有提供者，本會將沿用舊有紀錄而不作另行通知)

5. GAMA HK 本地榮譽獎項得獎者均合乎資格出席 7 月之「GAMA 國際榮譽獎項頒獎典禮」(有興趣出席人士須獨立報名)

6. 此獎項由香港人壽保險經理協會認授



Rookie Manager Award (RMA)

criteria and requirements of RMA

1. General Requirements:

- 1.1 FYC is HK\$650,000 (Based on year 2015 Production)
- 1.2 Only First Year Commission paid in 2015 is counted and it comprises of:
 - FYC for Individual Life Business, FYC for Employees Benefits including Mandatory Provident Fund, Commission for General Business and 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 a year 2015 and 2016 GAMA HK authorized Active Member, Chartered Member or International Member
- 1.5 The applicant must be a field management person who directly manages people and activities that generate sales
- 1.6 The applicant who has become manager or company contract manager in the recent three years (i.e. period will be counted from year 2013 to 2015)
- 1.7 The applicant must directly supervise at least 3 representatives under his/her supervision as at 31st December 2015
- 1.8 Applicant can only entitle "Rookie Manager Award" once in life time

2. Special Requirements:

- 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\$480 must submit along with the application
- 2.4 The applicant must meet all general requirements

3. Proper use of RMA Award Logo:

- 3.1 Only all current year awardees are authorized to print the current qualifying RMA award logo in their business card, stationery, letterhead or promotional materials
- 3.2 The qualifying period to use the award logo is 1st May 2016 to 30th April 2017
- 3.3 They are not allowed to print or deliver any **previous** qualifying RMA award 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

4. Honor of RMA Awardees:

A certificate and personal photo recognition on booklet & newspaper supplement.
(Please submit along with application form and suitable personal photo for materials printing.
Otherwise, existing photo will be used without prior notice.)

5. All awardees of the aforesaid awards are applicable to join the GAMA Awards Presentation Banquet which will be held in July 2016.

(Independent application is needed for the Banquet.)

6. This Award is awarded and governed by GAMA HK



最佳躍進獎獎項準則：

1. 業績準則及基本要求

- 1.1 首年佣金為 HK\$800,000
- 1.2 去年 (2015 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 與 2014 年 FYC 相比，(銀獎) 有 50 – 99.9% 的增長 或
(金獎) 有 100% 以上的增長
- 1.5 申請人必須於所屬公司任職 36 個月以上 或 只曾任職於 1 間保險公司
- 1.6 申請人必須為 2015 及 2016 年度之香港人壽保險經理協會核准會員、特許會員或國際會員
- 1.7 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
- 1.8 於 2015 年 12 月 31 日，申請人直接管轄最少 4 名代理人

2. 最佳躍進獎所須的特別資格：

- 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 880 元繳交
- 2.4 申請人必須符合所有基本資格的要求

3. 最佳躍進獎標誌使用規則

- 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 BGA 獎項標誌
- 3.2 授權時期為 2016 年 5 月 1 日至 2017 年 4 月 30 日
- 3.3 所有非應屆獲獎者不得在其名片、文儀用品、信紙及宣傳物品上印上獎項標誌或派發印有 BGA 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

4. 最佳躍進獎獲獎人士殊榮

獎狀乙張及刊登個人照片於榮譽獎項紀念特刊內
(敬請連同報名表格及用於刊登的照片一併交回本會，如未有提供者，本會將沿用舊有紀錄而不作另行通知)

5. GAMAHK 本地榮譽獎項得獎者均合乎資格出席 7 月之「GAMA 國際榮譽獎項頒獎典禮」(有興趣出席人士須獨立報名)

6. 此獎項由香港人壽保險經理協會認授



BGA Best Growth Award (BGA)

Criteria and requirements of BGA :

1. General Requirements:

- 1.1 FYC is HK\$800,000 (Based on year 2015 Production)
- 1.2 Only First Year Commission paid in year 2015 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 Comparing to year 2014, a growth at 50 – 99.9% in 2015 FYC to award BGA (Silver); or a growth at 100% or above to award BGA (Gold)
- 1.5 The applicant must work under the registered company for more than 36 months or worked for only one company
- 1.6 The applicant must be a year 2015 and 2016 GAMAHK authorized Active Member, Chartered Member or International Member
- 1.7 The applicant must be a field management person who directly manages people and activities that generate sales
- 1.8 The applicant must directly supervise at least 4 representatives under his/her supervision as at 31st December 2015.

2. Special Requirements:

- 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\$880 must submit along with the application
- 2.4 The applicant must meet all general requirements

3. Proper use of BGA Award Logo:

- 3.1 Only all current year awardees are authorized to print the current qualifying BGA award logo in their business card, stationery, letterhead or promotional materials
- 3.2 The qualifying period to use the award logo is 1st May 2016 to 30th April 2017
- 3.3 They are not allowed to print or deliver any **previous** qualifying BGA award 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

4. Honor of BGA Awardees:

A certificate and personal photo recognition on booklet & newspaper supplement.
(Please submit along with application form and suitable personal photo for materials printing.
Otherwise, existing photo will be used without prior notice.)

5. All awardees of the aforesaid awards are applicable to join the GAMA Awards Presentation Banquet which will be held in July 2016.

(Independent application is needed for the Banquet.)

6. This Award is awarded and governed by GAMAHK



最佳招募獎

最佳招募獎獎項準則：

1. 業績準則及基本要求

- 1.1 申請人必須為 2015 及 2016 年度之香港人壽保險經理協會核准會員、特許會員或國際會員
- 1.2 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
- 1.3 申請人必須於所屬公司任職 36 個月以上 或 只曾任職於 1 間保險公司
- 1.4 申請人需於 2015 年度內，成功聘請 6 名或以上直屬組別之代理人（非業界招募），並於年度結束時直接管轄不少於 6 名代理人

2. 最佳招募獎所須的特別資格：

- 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 10,000 元 繳交
- 2.4 申請人必須符合所有基本資格的要求
- 2.5 每間保險公司每年最多可提名兩位旗下經理獲獎

3. 最佳招募獎標誌使用規則

- 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 TRA 獎項標誌
- 3.2 授權時期為 2016 年 5 月 1 日至 2017 年 4 月 30 日
- 3.3 所有非應屆獲獎者不得在其名片、文儀用品、信紙及宣傳物品上印上獎項標誌或派發印有 TRA 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

4. 最佳招募獎獲獎人士殊榮

獎狀乙張及刊登個人照片於榮譽獎項紀念特刊內

(敬請連同報名表格及用於刊登的照片一併交回本會，如未有提供者，本會將沿用舊有紀錄而不作另行通知)

5. GAMA HK 本地榮譽獎項得獎者均合乎資格出席 7 月之「GAMA 國際榮譽獎項頒獎典禮」(有興趣出席人士須獨立報名)

6. 此獎項由香港人壽保險經理協會認授



Top Recruiter Award (TRA)

Criteria and requirements of TRA :

1. General Requirements:

- 1.1 The applicant must be a year 2015 and 2016 GAMAHK authorized Active Member, Chartered Member or International Member
- 1.2 The applicant must be a field management person who directly manages people and activities that generate sales
- 1.3 The applicant must work under the registered company for more than 36 months or worked for only one company
- 1.4 The applicant must recruit at least **six** direct agents, advisors or sales representatives (provided that all new recruits are non-industrial) in the agency or firm throughout year 2015, and supervised at least 6 representatives under his/her supervision during year end.

2. Special Requirements:

- 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\$10,000 must submit along with the application
- 2.4 The applicant must meet all general requirements
- 2.5 Each company can only nominate at most **two** under registered managers

3. Proper use of TRA Award Logo:

- 3.1 Only all current year awardees are authorized to print the current qualifying TRA award logo in their business card, stationery, letterhead or promotional materials
- 3.2 The qualifying period to use the award logo is 1st May 2016 to 30th April 2017
- 3.3 They are not allowed to print or deliver any **previous** qualifying TRA award 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

4. Honor of TRA Awardees

A certificate and personal photo recognition on booklet & newspaper supplement.
(Please submit along with application form and suitable personal photo for materials printing. Otherwise, existing photo will be used without prior notice.)

5. All awardees of the aforesaid awards are applicable to join the GAMA Awards Presentation Banquet which will be held in July 2016.

(Independent application is needed for the Banquet)

6. This Award is awarded and governed by GAMAHK

GAMA Introduction

GAMA 簡介

美國 GAMA 總會成立於一九五一年，於世界各主要城市總共認可了 130 個當地協會，會員超過一萬人，規模龐大。總會主要服務範圍包括為會員開辦多方面的專業管理訓練課程，提供有關的資料及定期舉辦大型業內會議，邀請世界各地的傑出代表進行演說，與會員分享及交流培訓和管理上的心得。

香港人壽保險經理協會（英文簡稱 GAMAHK）於一九九四年自美國引入香港，是目前香港唯一人壽保險經理協會。

本會成立的宗旨是借著訓練課程及工作坊，提升經理們的管理技巧，包括在增員、培訓、督導及激勵各方面。而協會每年都會舉辦研討會，邀請業界及行外有建樹的精英分享心得，交流經驗，藉此把不同公司的文化連成一線，提升保險業的專業地位。

協會訂有多項國際榮譽獎項，以表揚壽險業內有傑出管理成就的經理，而得獎者必須是 GAMAHK 的會員。每年均有眾多會員獲獎，反映香港壽險經理的管理質素正不斷提升。

本會成立至今，會員人數不斷上升，可見香港壽險經理正積極追求知識及提升管理技巧。本會更於一九九九年被保險業監理處委任為中介人素質保證計劃的督導委員會委員及考試委員會成員，負責為保險中介人考試及持續教育提供意見。

GAMA International Awards 2016

GAMA 國際榮譽獎項 2016

- 1) 獎項截止申請日期為 2016 年 1 月 8 日，以便參與 2 月 LAMP 之國際頒獎典禮
- 2) 截止日期為 2016 年 3 月 8 日，以參與 GAMA 國際榮譽獎項頒獎典禮及刊登於榮譽獎項紀念刊物。

****GAMAHK 國際榮譽獎項得獎者均合乎資格出席 7 月之「GAMA 國際榮譽獎項頒獎典禮」，有興趣出席人士須獨立報名。**

- 1) For recognition at LAMP in February 2016
→ 8th January, 2016
- 2) For recognition at GAMA Awards Presentation Banquet in July 2016 & GIJ Awards issue
→ 8th March, 2016

****All awardees of the aforesaid awards are applicable to join the GAMA Awards Presentation Banquet which will be held in July 2016. Independent application is needed for the Banquet.**



2016 年 GAMA International 國際榮譽獎項準則

獎項類別	業績準則 (美元)	折 算 (港元)	2016 年 行政費 (港元)
管理發展獎 (FLA)			
管理發展銅獎	\$140,000 +	\$830,956 +	\$1,014
管理發展銀獎	\$280,000 +	\$1,661,912 +	\$1,014
管理發展金獎	\$560,000 +	\$3,323,824 +	\$1,014
管理發展白金獎	\$1,000,000 +	\$5,935,400 +	\$1,014
管理發展鑽石獎	\$1,500,000 +	\$8,903,100 +	\$1,014
管理卓越獎 (IMA)			
管理卓越銅獎	\$300,000 +	\$1,780,620 +	\$1,560
管理卓越銀獎	\$600,000 +	\$3,561,240 +	\$1,560
管理卓越金獎	\$1,200,000 +	\$7,122,480 +	\$1,560
管理卓越白金獎	\$1,800,000 +	\$10,683,720 +	\$1,560
管理卓越鑽石獎	\$2,500,000 +	\$14,838,500 +	\$1,560
最高管理成就獎 (MAA)			
最高管理成就獎	\$7,800,000 +	\$46,296,120 +	\$3,120

*業績準則折算率為 5.9354

(以 GAMA International 最終決定為準)

基本資格：

1. 申請人必須為 2015 及 2016 年度之香港人壽保險經理協國際會員
2. 去年 (2015 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
3. 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
4. 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
5. 申請人公司必須審核所有的申請文件
6. 申請表格必須連同行政費以支票 (抬頭 "GAMAHK LTD.") 提交至 GAMAHK 辦事處
7. 獎項申請截止日期為 **2016 年 1 月 8 日**，以參與 2 月 LAMP 之國際頒獎典禮；及截止日期為 **2016 年 3 月 8 日**，以參與 7 月 GAMA 國際榮譽獎項頒獎典禮及刊登於榮譽獎項紀念特刊內

各類獎項所須的特別資格：**1. 管理發展獎 (FLA)**

- 申請人必須符合所有基本資格的要求
- 首年佣金是包括申請人本人及其直接管轄之代理人的首年佣金
- 於 2015 年 12 月 31 日，申請人最少直接管理 5 名代理人

2. 管理卓越獎 (IMA)

- 申請人必須符合所有基本資格的要求
- 首年佣金是包括申請人本人及其直接管轄之代理人的首年佣金
- 於 2015 年 12 月 31 日，申請人最少直接管理 8 名代理人

3. 最高管理成就獎 (MAA)

- 申請人必須符合所有基本資格的要求
- 申請表格必需附上團隊生產紀錄及公司核實方為有效，另申請人的直接管轄代理人 and 間接管轄代理人的生意額都計算在內
- 所有取得最高管理成就獎資格者均可自動成為合資格之管理卓越獎項，而最高管理成就獎得獎者無須再付任何附加之行政費用

4. GAMA 獎項標誌使用規則

- 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 GAMA 獎項標誌
- 授權時期為 2016 年 5 月 1 日至 2017 年 4 月 30 日
- 所有非應屆獲獎者不得在其名片、文儀用品、信紙及宣傳物品上印上獎項標誌或派發印有 GAMA 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，使用詳情及規則請參閱附件

5. 獲獎人士殊榮

獎狀乙張及刊登個人照片於榮譽獎項紀念特刊內

(敬請連同報名表格及用於刊登的照片一併交回本會，如未有提供者，本會將沿用舊有紀錄而不作另行通知)

6. GAMAHK 本地榮譽獎項得獎者均合乎資格出席 7 月之「GAMA 國際榮譽獎項頒獎典禮」(有興趣出席人士須獨立報名)

2015 GAMA International Awards Program Criteria

Awards	*Production Requirements* (US\$)	Equivalent to (HK\$)	2016 Filing Fee (HK\$)
Frontline Leader Award (FLA) – Ordinary / Traditional			
Bronze	\$140,000 +	\$830,956 +	\$1,014
Silver	\$280,000 +	\$1,661,912 +	\$1,014
Gold	\$560,000 +	\$3,323,824 +	\$1,014
Platinum	\$1,000,000 +	\$5,935,400 +	\$1,014
Diamond	\$1,500,000 +	\$8,903,100 +	\$1,014
International Management Award (IMA) – Ordinary / Traditional			
Bronze	\$300,000 +	\$1,780,620 +	\$1,560
Silver	\$600,000 +	\$3,561,240 +	\$1,560
Gold	\$1,200,000 +	\$7,122,480 +	\$1,560
Platinum	\$1,800,000 +	\$10,683,720 +	\$1,560
Diamond	\$2,500,000 +	\$14,838,500 +	\$1,560
Master Agency Award (MAA) – Ordinary / Traditional			
MAA	\$7,800,000 +	\$46,296,120 +	\$3,120

*Conversion Factor: 5.9354

(Subjected to final decision by GAMA International)

General Rules and Requirements:

1. The applicant must be a 2015 & 2016 authorized GAMAHK International Member
2. Only first year commission paid in 2015 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
3. The applicant must be a field management person who directly manages people and activities that generate sales
4. In case of disagreements (about commissions or agent supervision), an applicant's home office shall provide the final decision
5. The home office of the applicant's company must certify all applications
6. The filing fee must pay by cheque (made payable to "GAMAHK LTD.") and submit along with the application form
7. Application deadline for recognition at LAMP in February 2015 will be on **8th January 2016**. The final deadline for recognition at GAMA Awards Presentation Ceremony in July 2016 and printed in the booklet and newspaper supplement will be on **8th March 2016**

Special requirements of each award :**1. Frontline Leader Award (FLA)**

- Applicants must meet all general requirements
- Only FYC paid to the applicants and agents direct supervised by the applicants will be counted
- Personally supervise at least 5 full-time career agents under direct team/supervision as at 31st December, 2015

2. International Management Award (IMA)

- Applicants must meet all general requirements
- Only FYC paid to the applicants and agents direct supervised by the applicants will be counted
- Personally supervise at least 8 full-time career agents under direct agency as at 31st December, 2015

3. Master Agency Award (MAA)

- Applicants must meet all general requirements
- Only applications from a main or central office representing an entire agency/firm will be accepted. FYC paid to the agents direct or indirect supervised by the applicants will be counted
- By qualifying for the MAA, applicants are automatically certified for the IMA at one level, and do not need to submit any IMA application form or filing fee

4. Proper use of GAMA Award Logos

- Only all current year awardees are authorized to print the current qualifying GAMA Award logo/logos in their business card, stationery, letterhead or promotional materials
- The qualifying period to use the award logo is 1st May 2016 to 30th April 2017
- They are not allowed to print or deliver any previous qualifying GAMA Award logo/logos in their business card, stationery, letterhead or promotional materials; but they can mention the history of qualifying awards in their introductory brochures or flyers. You may refer to the attached appendix for further information

5. Honor of Awardees

A certificate and personal photo recognition on booklet & newspaper supplement.
(Please submit along with application form and suitable personal photo for materials printing. Otherwise, existing photo will be used without prior notice.)

6. All awardees of the aforesaid awards are applicable to join the GAMA Awards Presentation Banquet which will be held in July 2016.

(Independent application is needed for the Banquet)

You Compete Every Day: Be Recognized for It!

About the GAMA International 2016 Awards Program

For more than 35 years, GAMA International has recognized exceptional agency and firm leaders around the world for their commitment to excellence in the financial services industry. All award qualifiers receive the following acknowledgments and recognition:

- Official GAMA International qualification certificate
- Special offers on personalized recognition frames and plaques
- Sample press release to publicize your accomplishments to your local community and clients
- Listing in the July/August recognition issue of the *GAMA International Journal* and on GAMA's Web site
- Special recognition at LAMP 2015

How to Use This Application Packet

To help you complete the awards application as accurately as possible, please use the guide below to determine which award you qualify for and which forms you will need to complete within this packet. Please make sure that you are applying for the correct award type and distribution style as determined by your company's requirements.

Besides the award application forms, this booklet contains several additional forms and reference materials that will assist you in meeting award requirements:

- A table listing eligible production credits is on page 21.

Those who need to convert commission levels from non-U.S. currency should consult the international conversion tables on page 22.

General Rules and Requirements

The criteria below determine eligibility for all GAMA International awards:

- Frontline Leader Award
- International Management Award
- Master Agency Award

By applying for a GAMA International award, the applicant certifies that he or she meets all award criteria.

Applicant Position

Applicants must be a nonsalaried, commissioned field leader who manages people and activities that generate sales. Applicants for the Frontline Leader Award and the International Management Award must base their applications solely on business produced by their agency or firm while they were in active direction of that agency or firm.

Application Completion and Submission

All applications must be complete and legible. Please type or carefully print your applications so that we can process them efficiently and correctly. Also, please remember to complete all commission information and total all calculations. We will review your totaled calculations, but we cannot be responsible for incomplete submissions.

Mail your completed application and payment to GAMAHK, Suites 1705-6, 17th Floor, Two Chinachem Exchange Square, 338 King's Road, North Point, Hong Kong. Only submissions received through the mail will be accepted. GAMA will not accept faxed or e-mailed applications

Commission Eligibility Disputes

In cases of disagreement about commissions or agent supervision, an applicant's home office shall make the final decision.

You Compete Every Day: Be Recognized for It!

About the GAMA International 2016 Awards Program

General Rules and Requirements

Commissions From Multiple Companies

Commissions from more than one company may be submitted to fulfill the minimum requirement. Each company must certify the specific amounts of business attributed to it. It is the applicant's responsibility to ensure that the total amount of business submitted equals or exceeds the minimum award requirements. Please make copies of the application for each company to complete. Total all commissions and enter that information on the original application. Attach additional information and certification to the original and submit. Applications without all of the information totaled on one sheet will be considered incomplete

Filing Fees

All applications must be accompanied by check payment. We cannot match applications with payments submitted separately. If membership dues and application fees have not been paid, award qualifiers will not be certified or recognized at LAMP.

GAMA Membership

The applicant(s) must be a 2015 & 2016 GAMAHK International Member in good standing.

Home Office Certification

The home office of the applicant's company or companies must certify all applications.

Notification of Award

All certified qualifiers will be notified in July 2016. Depending on your company's arrangement with GAMA International, you will receive your qualifying certificate either directly from GAMA International or you're your awards certifier. Please clarify this with your company before you submit your application so you will know when to expect your qualifying certificate.

Product Eligibility

The minimum requirements for all commission-based awards must be fulfilled by commissions paid during the 2015 calendar year on the following types of business:

- Unlimited Credit: Life insurance, annuities, disability income, accidental death and dismemberment, long-term care, critical illness and endowments
- Limited Credit: Health insurance, mutual funds, securities, wrap accounts / asset management accounts and planning fees
- Property and casualty insurance

You Compete Every Day: Be Recognized for It!

About the GAMA International 2016 Awards Program

Frequently Asked Questions

What are the filing fees?

The following filing fees are required with your application:

- Master Agency Award (MAA)— HK\$3,120
- International Management Award (IMA)— HK\$1,560
(if you qualify for the Master Agency Award, you are automatically certified for the IMA Diamond and do not need to submit any IMA application form or filing fee)
- Frontline Leader Award (FLA)— HK\$1,014

How does GAMA International establish its criteria for the Frontline Leader Award and the International Management Award in the categories of ordinary/ traditional and financial planning?

GAMA International follows the guidelines established by the Million Dollar Round Table (MDRT) in determining eligible production credits.

If I qualify for the Master Agency Award, must I separately apply for the International Management Award?

No. All Master Agency Award qualifiers are automatically certified for the International Management Award and will receive recognition for both awards. You only need to apply for the Master Agency Award.

Can I apply for both the FLA and the IMA?

Yes, you may apply for both awards if you meet the criteria for both awards. This requires that you manage at least eight full-time agents, as well as meet minimum commission levels for both awards. To receive both awards, you must apply for each award individually and pay the fee for each award.

2016 Eligible Production Credits

2016業績計算準則

Unlimited Credit

Products	Commission/Fee Credit
Accidental death and dismemberment (individual)	100% of first-year commission
Critical illness (individual)	100% of first-year commission
Disability income contracts (individual)	100% of first-year commission
Life (individual)	100% of first-year commission
Up to annual premium/target premium	100% of first-year commission
Deposits in excess of annual/target premium/top up	100% of first-year commission
Single premium (whole life and investment)	100% of first-year commission
Short-term endowment rider (max. 15 yrs.)	100% of first-year commission
Long-term endowment rider	100% of first-year commission
Long-term care (individual)	100% of first-year commission
Accidental death and dismemberment (group)	100% of first-year commission
Critical illness (group)	100% of first-year commission
Disability income contracts (group)	100% of first-year commission
Life (group)	100% of first-year commission
Long-term care (group)	100% of first-year commission
Annuities (individual and group)	100% of all commissions
Pensions (single premium)	100% of first-year commission
Single premium or short-term endowment (max. 15 yrs.)	100% of first-year commission

Limited Credit

Products	Commission/Fee Credit
Health care (individual)	100% of first-year commission
Health care (group)	100% of first-year commission
Mutual funds	100% of all commissions
Securities	100% of commission on new money invested
Wrap accounts/asset management accounts	100% of all commissions
Financial planning fees/ fees for advice	100% of net fees

2016 International Conversion Tables

2016 國際業績折算表

International Management Award (IMA) and Master Agency Award (MAA)

Country	Conversion Factor	IMA Bronze	IMA Silver	IMA Gold	IMA Platinum	IMA Diamond	MAA
Australia	1.4225	426,750	853,500	1,707,000	2,560,500	3,556,250	11,095,500
Bangladesh	12.6591	3,797,730	7,595,460	15,190,920	22,786,380	31,647,750	98,740,980
Brunei	0.5817	174,510	349,020	698,040	1,047,060	1,454,250	4,537,260
China	1.9645	589,350	1,178,700	2,357,400	3,536,100	4,911,250	15,323,100
Hong Kong	5.9354	1,780,620	3,561,240	7,122,480	10,683,720	14,838,500	46,296,120
India	9.0892	2,726,760	5,453,520	10,907,040	16,360,560	22,723,000	70,895,760
Indonesia	2,921.94	876,581,910	1,753,163,820	3,506,327,640	5,259,491,460	7,304,849,250	22,791,129,660
Japan	129.7817	38,934,510	77,869,020	155,738,040	233,607,060	324,454,250	1,012,297,260
Macau	4.615	1,384,500	2,769,000	5,538,000	8,307,000	11,537,500	35,997,000
Malaysia	1.7344	520,320	1,040,640	2,081,280	3,121,920	4,336,000	13,528,320
Nepal	13.058	3,917,400	7,834,800	15,669,600	23,504,400	32,645,000	101,852,400
New Zealand	1.5795	473,850	947,700	1,895,400	2,843,100	3,948,750	12,320,100
Pakistan	16.3086	4,892,580	9,785,160	19,570,320	29,355,480	40,771,500	127,207,080
Philippines	12.6623	3,798,690	7,597,380	15,194,760	22,792,140	31,655,750	98,765,940
Singapore	1.3817	414,510	829,020	1,658,040	2,487,060	3,454,250	10,777,260
South Korea	785.2645	235,579,350	471,158,700	942,317,400	1,413,476,100	1,963,161,250	6,125,063,100
Sri Lanka	25.8258	7,747,740	15,495,480	30,990,960	46,486,440	64,564,500	201,441,240
Taiwan	20.7537	6,226,110	12,452,220	24,904,440	37,356,660	51,884,250	161,878,860
Thailand	12.7612	3,828,360	7,656,720	15,313,440	22,970,160	31,903,000	99,537,360
Vietnam	3,299.56	989,867,070	1,979,734,140	3,959,468,280	5,939,202,420	8,248,892,250	25,736,543,820

Frontline Leader Award (FLA)

Country	Conversion Factor	FLA Bronze	FLA Silver	FLA Gold	FLA Platinum	FLA Diamond
Australia	1.4225	199,150	398,300	796,600	1,422,500	2,133,750
Bangladesh	12.6591	1,772,274	3,544,548	7,089,096	12,659,100	18,988,650
Brunei	0.5817	81,438	162,876	325,752	581,700	872,550
China	1.9645	275,030	550,060	1,100,120	1,964,500	2,946,750
Hong Kong	5.9354	830,956	1,661,912	3,323,824	5,935,400	8,903,100
India	9.0892	1,272,488	2,544,976	5,089,952	9,089,200	13,633,800
Indonesia	2,921.94	409,071,558	818,143,116	1,636,286,232	2,921,939,700	4,382,909,550
Japan	129.7817	18,169,438	36,338,876	72,677,752	129,781,700	194,672,550
Macau	4.615	646,100	1,292,200	2,584,400	4,615,000	6,922,500
Malaysia	1.7344	242,816	485,632	971,264	1,734,400	2,601,600
Nepal	13.058	1,828,120	3,656,240	7,312,480	13,058,000	19,587,000
New Zealand	1.5795	221,130	442,260	884,520	1,579,500	2,369,250
Pakistan	16.3086	2,283,204	4,566,408	9,132,816	16,308,600	24,462,900
Philippines	12.6623	1,772,722	3,545,444	7,090,888	12,662,300	18,993,450
Singapore	1.3817	193,438	386,876	773,752	1,381,700	2,072,550
South Korea	785.2645	109,937,030	219,874,060	439,748,120	785,264,500	1,177,896,750
Sri Lanka	25.8258	3,615,612	7,231,224	14,462,448	25,825,800	38,738,700
Taiwan	20.7537	2,905,518	5,811,036	11,622,072	20,753,700	31,130,550
Thailand	12.7612	1,786,568	3,573,136	7,146,272	12,761,200	19,141,800
Vietnam	3,299.56	461,937,966	923,875,932	1,847,751,864	3,299,556,900	4,949,335,350

GAMAHK Song

GAMAHK 會歌

《薪火相傳》

要訊息響遍千里，需精英千萬，
才能全城更讚賞保險理念，要每家享有保障，
優質的增員，延續志向，保險傳情，宣講美意未停。

傳送薪火至萬人，同實踐心中理想，
創業成而能晉，勤而能勝，到達最高峰。
呈獻出一切熱情，培育俊傑見真心，永不休，
竭力教導，從旁關心，終於致勝，而我也獲勝。

拼勁中專注工作，堅守好榜樣，將心比心，
在每天悉心教導，碰上他心向高處，應走上青雲，
全力勸勉施展才能，高峰再創未停。

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香港人壽保險經理協會

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GAMAHK

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