

The background is a dark blue color with a repeating pattern of light blue floral motifs and purple starburst shapes. A large, thick gold circle is centered on the page, containing the title text. The text is in a bright yellow, serif font. There are decorative gold flourishes in the corners and along the top and bottom edges of the gold circle.

**GAMA 榮譽獎項準則 2018**  
**GAMA Awards Criteria 2018**

# GAMA Awards 2018

## Criteria Packet

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# GAMAHK Awards 2018

## GAMAHK 本地榮譽獎項 2018

截止申請日期：2018年3月1日

Application Deadline: 1<sup>st</sup> March, 2018





## 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\$780,000
- 1.2 去年 (2017 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 2017 及 2018 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 2017 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 480 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 2018 年 5 月 1 日至 2019 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，凡未有提供者，本會將沿用舊有紀錄而不作另行通知)

#### 5. 此獎項 不會安排 於 GAMA 國際榮譽獎項頒獎典禮上頒授

#### 6. 此獎項由香港人壽保險經理協會認授

#### 7. 中文版本只供參考，一切以英文版本為準



## Leader Benchmark Award (LBA)

### Criteria and requirements of LBA :

#### 1. General requirements:

- 1.1 FYC is HK\$780,000 (Based on year 2017 Production)
- 1.2 Only First Year Commission paid in 2017 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 2017 & 2018 GAMAHK authorized GAMAHK 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 31<sup>st</sup> December 2017
- 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\$480 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 1<sup>st</sup> May 2018 to 30<sup>th</sup> April 2019
- 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 will not be presented at GAMA Awards Presentation Ceremony

#### 6. This Award is awarded and governed by GAMAHK



## 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 ( 2017 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 2017 及 2018 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 2015 年至 2017 年度 ) 晉升成為營業經理或公司合約經理
- 1.7 於 2017 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 2018 年 5 月 1 日至 2019 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. 新晉經理獎得獎者均合乎資格出席於 7 月 13 日舉行之「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

#### 7. 中文版本只供參考，一切以英文版本為準



## Rookie Manager Award (RMA)

### Criteria and requirements of RMA

#### 1. General Requirements:

- 1.1 FYC is HK\$650,000 (Based on year 2017 Production)
- 1.2 Only First Year Commission paid in 2017 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 2017 and 2018 GAMAHK 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 2015 to 2017).
- 1.7 The applicant must directly supervise at least 3 representatives under his/her supervision as at 31<sup>st</sup> December 2017
- 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 1<sup>st</sup> May 2018 to 30<sup>th</sup> April 2019
- 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 Ceremony which scheduled on 13<sup>th</sup> July 2018.

(Independent application is needed for the Banquet.)

#### 6. This Award is awarded and governed by GAMAHK



## 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 (2017 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 2016 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 2017 及 2018 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 2017 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 2018 年 5 月 1 日至 2019 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. 最佳躍進獎得獎者均合乎資格出席於 7 月 13 日舉行之「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

### 7. 中文版本只供參考，一切以英文版本為準





## The Best Growth Award (BGA)

### Criteria and requirements of BGA :

#### 1. General Requirements:

- 1.1 FYC is HK\$800,000 (Based on year 2017 Production)
- 1.2 Only First Year Commission paid in year 2017 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 2016, a growth at 50 – 99.9% in 2017 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 2017 and 2018 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 31<sup>st</sup> December 2017.

#### 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 1<sup>st</sup> May 2018 to 30<sup>th</sup> April 2019
- 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 Ceremony which scheduled on 13<sup>th</sup> July 2018.

(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 2017 及 2018 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 2017 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 13,800 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 2018 年 5 月 1 日至 2019 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. 最佳招募獎得獎者均合乎資格出席於 7 月 13 日舉行之「GAMA 國際榮譽獎項頒獎典禮」(有興趣出席人士須獨立報名及繳款)

#### 6. 此獎項由香港人壽保險經理協會認授

#### 7. 中文版本只供參考·一切以英文版本為準



## Top Recruiter Award (TRA)

### Criteria and requirements of TRA :

#### 1. General Requirements:

- 1.1 The applicant must be a year 2017 and 2018 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 2017, 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\$13,800 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 1<sup>st</sup> May 2018 to 30<sup>th</sup> April 2019.
- 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 Ceremony which scheduled on 13<sup>th</sup> July 2018.

(Independent application is needed for the Banquet)

#### 6. This Award is awarded and governed by GAMAHK



# GAMA Introduction

## GAMA 簡介

GAMA 美國總會成立於 1951 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 1994 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，籍此把不同公司的文化連成一線，提升保險業的專業地位。

協會訂有多項國際性榮譽獎項，以表揚壽險業內有傑出管理成就的經理，而得獎者必須為 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。更於 1999 年被保險業監理處委任為仲介人素質保證計畫的督導委員會委員及考試委員會成員，負責為保險仲介人考試及持續教育提供意見。



# GAMA International Awards 2018

## GAMA 國際榮譽獎項 2018

- 1) 獎項截止申請日期為 2018 年 2 月 12 日，以便參與 3 月 LAMP 之國際頒獎典禮
- 2) 截止日期為 2018 年 3 月 1 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。

\*\*GAMA HK 國際榮譽獎項得獎者均合乎資格出席於 7 月 13 日舉行之「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 March 2018  
→ 12<sup>th</sup> February, 2018
- 2) For recognition at GAMA Awards Presentation Banquet in July 2018 & GIJ Awards issue  
→ 1<sup>st</sup> March, 2018

\*\*All awardees of the aforesaid awards are applicable to join the GAMA Awards Presentation Ceremony which scheduled on 13<sup>th</sup> July 2018. Independent application is needed for the Banquet.



## 2018 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)	2018 年 行政費 (港元)
<b>管理發展獎 (FLA)</b>			
管理發展銅獎	\$140,000 +	\$769,692 +	\$1,214
管理發展銀獎	\$280,000 +	\$1,539,384 +	\$1,214
管理發展金獎	\$560,000 +	\$3,078,768 +	\$1,214
管理發展白金獎	\$1,000,000 +	\$5,497,800 +	\$1,214
管理發展鑽石獎	\$1,500,000 +	\$8,246,700 +	\$1,214
<b>管理卓越獎 (IMA)</b>			
管理卓越銅獎	\$300,000 +	\$1,649,340 +	\$1,860
管理卓越銀獎	\$600,000 +	\$3,298,680 +	\$1,860
管理卓越金獎	\$1,200,000 +	\$6,597,360 +	\$1,860
管理卓越白金獎	\$1,800,000 +	\$9,896,040 +	\$1,860
管理卓越鑽石獎	\$2,500,000 +	\$13,744,500 +	\$1,860
<b>最高管理成就獎 (MAA)</b>			
最高管理成就獎	\$7,800,000 +	\$42,882,840 +	\$3,980
Hall of Honor	曾榮獲 20 年或以上之最高管理成就獎		

\*業績準則折算率為 5.4978 (以 GAMA International 最終決定為準)

### 基本資格：

1. 申請人必須為 2017 及 2018 年度之香港人壽保險經理協國際會員
2. 去年 (2017 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. 獎項申請截止期為 **2018 年 2 月 12 日**，以參與 3 月 LAMP 之國際頒獎典禮；及截止日期為 **2018 年 3 月 1 日**，以參與於 7 月 13 日舉行之 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 2017 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 2017 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合資格成為管理卓越獎項之得獎者，而無須再付任何附加之行政費用

**4. Hall of Honor**

- 申請人必須符合所有基本資格的要求，並需為 2018 年最高管理成就獎得獎者。
- 經 GAMA 美國總會認可授權頒發之最高榮譽獎項，以嘉許及認可截至 2017 年 12 月 31 日曾榮獲 20 年或以上之最高管理成就獎的業界精英領袖
- 得獎者將獲頒由 GAMA 美國總會頒發之證書及盾牌
- 得獎者無須再付任何附加之行政費用

**5. 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 2018 年 5 月 1 日至 2019 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

**6. 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)

**7. GAMA 國際榮譽獎項得獎者均合乎資格出席於 7 月 13 日舉行之「GAMA 國際榮譽獎項頒獎典禮」(有興趣出席人士須獨立報名)****8. 中文版本只供參考，一切以英文版本為準**

## 2018 GAMA International Awards Program Criteria

Awards	*Production Requirements* (US\$)	Equivalent to (HK\$)	2018 Filing Fee (HK\$)
<b>Frontline Leader Award (FLA) – Ordinary / Traditional</b>			
Bronze	\$140,000 +	\$769,692+	\$1,214
Silver	\$280,000 +	\$1,539,384 +	\$1,214
Gold	\$560,000 +	\$3,078,768 +	\$1,214
Platinum	\$1,000,000 +	\$5,497,800 +	\$1,214
Diamond	\$1,500,000 +	\$8,246,700 +	\$1,214
<b>International Management Award (IMA) – Ordinary / Traditional</b>			
Bronze	\$300,000 +	\$1,649,340 +	\$1,860
Silver	\$600,000 +	\$3,298,680 +	\$1,860
Gold	\$1,200,000 +	\$6,597,360 +	\$1,860
Platinum	\$1,800,000 +	\$9,896,040 +	\$1,860
Diamond	\$2,500,000 +	\$13,744,500 +	\$1,860
<b>Master Agency Award (MAA) – Ordinary / Traditional</b>			
MAA	\$7,800,000 +	\$42,882,840 +	\$3,980
Hall of Honor	Industry Leader whose has been awarded MAA for 20 years or above		

\*Conversion Factor: 5.4978 (Subjected to final decision by GAMA International)

### General Rules and Requirements:

- The applicant must be a 2017 & 2018 authorized GAMAHK International Member
- Only first year commission paid in 2017 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
- The applicant must be a field management person who directly manages people and activities that generate sales
- In case of disagreements (about commissions or agent supervision), an applicant' s home office shall provide the final decision
- The home office of the applicant' s company must certify all applications
- The filing fee must pay by cheque (made payable to "GAMAHK LTD." ) and submit along with the application form
- Application deadline for recognition at LAMP in March 2018 will be on **12<sup>th</sup> February 2018**. The final deadline for recognition at GAMA Awards Presentation Ceremony in July 2018 and printed in the booklet and newspaper supplement will be on **1<sup>st</sup> March 2018**



## 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 31<sup>st</sup> December, 2017

### 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 31<sup>st</sup> December, 2017

### 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 no further IMA application form and filing fee are needed

### 4. Hall of Honor

- Applicants must meet all general requirements and shall be the awardee of MAA 2017.
- It is the highest honor given by the GAMA International to recognize an industry leader whose has been awarded MAA for 20 years or above as at 31<sup>st</sup> December 2017.
- By qualifying for this honor, applicants shall obtain with a honor plaque and certificate by GAMA International
- No further application form and filing fee are needed

### 5. 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 1<sup>st</sup> May 2018 to 30<sup>th</sup> April 2019
- 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

### 6. 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.)

### 7. All awardees of the aforesaid awards are applicable to join the GAMA Awards Presentation Ceremony which scheduled on 13<sup>th</sup> July 2018.

(Independent application is needed for the Banquet)

# You Compete Every Day: Be Recognized for It!

## About the GAMA International 2018 Awards Program

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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 2018

### **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 (FLA)
- International Management Award (IMA)
- Master Agency Award (MAA)

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

### **Applicant Position**

Applicants must be a non-salaried, 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, 17<sup>th</sup> 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.

If a current or former home office would not certify an applicant's commissions/premiums within thirty (30) days of the applicant's submission, the applicant may provide alternative documentation to support their qualifying commissions/premiums. GAMA International will recognize this as a non-formal certification, and will issue the applicant with the applicable award once supporting documents are submitted and payment is made.

# You Compete Every Day: Be Recognized for It!

## About the GAMA International 2018 Awards Program

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### **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 USA/ LAMP Asia.

#### **GAMA Membership**

The applicant(s) must be a 2017 & 2018 GAMAHK International Member in good standing.

#### **Home Office Certification**

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

If a current or former home office would not certify an applicant's commissions/premiums within thirty (30) days of the applicant's submission, the applicant may provide alternative documentation to support their qualifying commissions/premiums. GAMA International will recognize this as a non-formal certification, and will issue the applicant with the applicable award once supporting documents are submitted and payment is made.

#### **Notification of Award**

All certified qualifiers will be notified in July 2018. Depending on your company's arrangement with GAMA International, you will receive your qualifying certificate either directly from GAMA International or your awards certifier. Please clarify this with your company before you submit your application so you will know when to expect your qualifying certificate. Applicants will be recognized at LAMP USA/ LAMP Asia if in attendance.

#### **Product Eligibility**

The minimum requirements for all commission-based awards must be fulfilled by commissions paid during the 2017 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 2018 Awards Program

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### **Frequently Asked Questions**

#### **What are the filing fees?**

The following filing fees are required with your application:

- Master Agency Award (MAA)— HK\$3,980  
(By qualifying for the MAA, applicants are automatically certified for the IMA at one level, and no further IMA application form and filing fee are needed.)  
(MAA awardees 2018 are entitled to the Hall of Honor if they have awarded MAA for 20 years or above as at 31 December 2017. No further application form and filing fee are needed.)
- International Management Award (IMA)— HK\$1,860
- Frontline Leader Award (FLA)— HK\$1,214

#### **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.

# 2018 Eligible Production Credits

## 2018 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) Up to annual premium/target premium Deposits in excess of annual/target premium/top up Single premium (whole life and investment) Short-term endowment rider (max. 15 yrs.)	100% of first-year commission 100% of commissions paid 100% of first-year commission 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
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

# 2018 International Conversion Tables

## 2018 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	1.4138	424,140	848,280	1,696,560	2,544,840	3,534,500	11,027,640
Bangladesh	21.7308	6,519,240	13,038,480	26,076,960	39,115,440	54,327,000	169,500,240
Brunei	0.5946	178,380	356,760	713,520	1,070,280	1,486,500	4,637,880
China	2.0095	602,850	1,205,700	2,411,400	3,617,100	5,023,750	15,674,100
Hong Kong	5.4978	1,649,340	3,298,680	6,597,360	9,896,040	13,744,500	42,882,840
India	9.2978	2,789,340	5,578,680	11,157,360	16,736,040	23,244,500	72,522,840
Indonesia	2,897.81	869,342,850	1,738,685,700	3,477,371,400	5,216,057,100	7,244,523,750	22,602,914,100
Japan	124.0351	37,210,530	74,421,060	148,842,120	223,263,180	310,087,750	967,473,780
Macau	4.4106	1,323,180	2,646,360	5,292,720	7,939,080	11,026,500	34,402,680
Malaysia	1.6574	497,220	994,440	1,988,880	2,983,320	4,143,500	12,927,720
Nepal	13.3585	4,007,550	8,015,100	16,030,200	24,045,300	33,396,250	104,196,300
New Zealand	1.5095	452,850	905,700	1,811,400	2,717,100	3,773,750	11,774,100
Pakistan	16.684	5,005,200	10,010,400	20,020,800	30,031,200	41,710,000	130,135,200
Philippines	12.953	3,885,900	7,771,800	15,543,600	23,315,400	32,382,500	101,033,400
Singapore	1.3202	396,060	792,120	1,584,240	2,376,360	3,300,500	10,297,560
South Korea	781.3914	234,417,420	468,834,840	937,669,680	1,406,504,520	1,953,478,500	6,094,852,920
Sri Lanka	26.4202	7,926,060	15,852,120	31,704,240	47,556,360	66,050,500	206,077,560
Taiwan	19.8351	5,950,530	11,901,060	23,802,120	35,703,180	49,587,750	154,713,780
Thailand	12.1957	3,658,710	7,317,420	14,634,840	21,952,260	30,489,250	95,126,460
Vietnam	3,375.45	1,012,634,040	2,025,268,080	4,050,536,160	6,075,804,240	8,438,617,000	26,328,485,040

### Frontline Leader Award (FLA)

Country	Conversion Factor	FLA Bronze	FLA Silver	FLA Gold	FLA Platinum	FLA Diamond
Australia	1.4138	197,932	395,864	791,728	1,413,800	2,120,700
Bangladesh	21.7308	3,042,312	6,084,624	12,169,248	21,730,800	32,596,200
Brunei	0.5946	83,244	166,488	332,976	594,600	891,900
China	2.0095	281,330	562,660	1,125,320	2,009,500	3,014,250
Hong Kong	5.4978	769,692	1,539,384	3,078,768	5,497,800	8,246,700
India	9.2978	1,301,692	2,603,384	5,206,768	9,297,800	13,946,700
Indonesia	2,897.81	405,693,330	811,386,660	1,622,773,320	2,897,809,500	4,346,714,250
Japan	124.0351	17,364,914	34,729,828	69,459,656	124,035,100	186,052,650
Macau	4.4106	617,484	1,234,968	2,469,936	4,410,600	6,615,900
Malaysia	1.6574	232,036	464,072	928,144	1,657,400	2,486,100
Nepal	13.3585	1,870,190	3,740,380	7,480,760	13,358,500	20,037,750
New Zealand	1.5095	211,330	422,660	845,320	1,509,500	2,264,250
Pakistan	16.684	2,335,760	4,671,520	9,343,040	16,684,000	25,026,000
Philippines	12.953	1,813,420	3,626,840	7,253,680	12,953,000	19,429,500
Singapore	1.3202	184,828	369,656	739,312	1,320,200	1,980,300
South Korea	781.3914	109,394,796	218,789,592	437,579,184	781,391,400	1,172,087,100
Sri Lanka	26.4202	3,698,828	7,397,656	14,795,312	26,420,200	39,630,300
Taiwan	19.8351	2,776,914	5,553,828	11,107,656	19,835,100	29,752,650
Thailand	12.1957	1,707,398	3,414,796	6,829,592	12,195,700	18,293,550
Vietnam	3,375.45	472,562,552	945,125,104	1,890,250,208	3,375,446,800	5,063,170,200

# 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，躡上他心向高處，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

General Agents and Managers Association of Hong Kong

香港北角英皇道 338 號華懋交易廣場二期 17 樓 1705-6 室  
Suites 1705-6, 17/F, Two Chinachem Exchange Square,  
338 King' s Road, North Point, Hong Kong

Tel : (852) 2893 9699

Fax : (852) 2832 9822

Email: mem@gama.com.hk

