

The cover features a light blue background with a subtle gradient. It is framed by dynamic, flowing blue and teal abstract shapes that resemble waves or ribbons, creating a sense of movement and modernity. The text is centered and presented in a clean, sans-serif font.

**GAMA**

**榮譽獎項準則 2020**

**Awards Criteria 2020**



## 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 (2019 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 2019 及 2020 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 2019 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 2020 年 5 月 1 日至 2021 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 2019 Production)
- 1.2 Only First Year Commission paid in 2019 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 2019 & 2020 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 2019
- 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 2020 to 30<sup>th</sup> April 2021
- 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

## 2020 Eligible Production Credits

### 2020 業績計算準則

<b>Unlimited Credit</b>	<b>Commission/Fee Credit</b>
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
<b>Life (Individual)</b>	
Up to annual premium/target premium	100% of first-year commission
Deposits in excess of annual/target premium/top up	100% of commissions paid
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 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
<b>Limited Credit</b>	<b>Commission/Fee Credit</b>
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

## 2020 International Conversion Tables

### 2020 國際業績折算表

<b>ICE Commission &amp; Premium Conversion Factors</b>					
Bahamas	0.8219	Brunei	0.8845	<b>Hong Kong</b>	<b>5.6791</b>
Malaysia	1.4351	Mexico	7.6738	Peru	1.4845
Philippines	14.3659	Taiwan	17.1708	Thailand	11.9791
United States	1.0000	Vietnam	3673.0916		



## 2020 GAMA 國際榮譽/本地榮譽獎項申請 注意事項

你是否已擁有GAMAHK 2019年及2020年兩年的會籍？

否

- 只擁有2020 / 2019年會籍；  
或
- 沒有任何會籍；或
- 擁有之會籍不符合相應獎項  
要求(參閱會籍要求)

是

- 已擁有與獎項要求相應的  
2020及2019年會籍  
(參閱會籍要求)

**很抱歉！**由於所有獎項申請者必須同時擁有 **2019年及2020年** 兩年的會籍，故閣下尚未符合申請獎項之基本資格，建議閣下到本會網站 ([www.gama.com.hk](http://www.gama.com.hk)) 下載並填妥相關會員表格以辦理會籍申請，並透過以下途徑遞交：

- 直接交回本會辦理(建議)
- 交回閣下所屬保險公司轉交至本會  
(轉交過程有機會導致申請獲延遲處理)

獲成功辦理

感謝你的支持，你已符合獎項申請之基本資格，請閣下準備及填妥以下文件，**並於指定日期內將以下文件交回閣下所屬保險公司**，以便本會處理閣下之獎項申請。

- GAMAHK 國際榮譽/本地榮譽獎項申請表
- 彩色護照相片乙張  
\* 如未有提供相片，本會將沿用數據庫內之照片，而不再另行通知，而新會員必須提交照片以作刊登紀念特刊之用
- 支票 / 信用卡付款授權書以支付獎項行政費(如適用)

請注意

本會將通過電郵及/或 Whatsapp 通知閣下獎項申請的最新情況。如於獎項申請截止日期前未能提供所有相關文件，包括但不限於會籍申請及獎項行政費等，而導致有關申請 **延遲** 或 **不獲處理**，本會概不負責，敬請留意。

所有合資格得獎者將獲邀請出席  
「2020年國際榮譽獎項頒獎典禮」，詳情將稍後公佈。(此活動需另外報名)

## 2020 GAMA 國際榮譽/本地榮譽獎項申請 會籍要求

根據 GAMA 榮譽獎項準則 2020，所有獎項申請人必須為本會2019年及2020年度之會員，有關各獎項相對應之會籍要求可參考下列資料：

會籍類別 \ GAMA 獎項	<u>GAMAHK 本地榮譽獎項</u> LBA (經理指標大獎) RMA (新晉經理獎) BGA (最佳躍進獎) TRA (最佳招募獎)	<u>GAMA 國際榮譽獎項</u> FLA (管理發展獎) IMA (管理卓越獎) MAA (最高管理成就獎) Hall of Honor
國際會員 (\$1,380) (International Member)	✓	✓
特許會員 (\$600) (Chartered Member)	✓	✗
核准會員 (\$600) (Active Member)	✓	✗
協會會員 (\$300) (Associate Member)	✗	✗

閣下可到本會網頁 ([www.gama.com.hk](http://www.gama.com.hk)) 下載相關會員表格以辦理會籍申請，2020 年會員則可於網上辦理續會手續，或透過以下途徑遞交：

- 直接交回本會辦理 (建議)
  - 如以支票繳付會費，請連同支票寄回本會辦事處
  - 如以信用卡繳付會費，可選擇郵寄/電郵/傳真予本會
- 交回閣下所屬保險公司轉交至本會  
(轉交過程有機會導致申請獲延遲處理)



網上續會



香港人壽保險經理協會

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