



LOCAL AWARDS CRITERIA

本地榮譽獎項準則

因應 COVID-19 疫情影響而作出調整

2023

GAMAHK Local Awards 2023

GAMAHK 本地榮譽獎項 2023

截止申請日期：

- 2023 年 3 月 31 日
以參與GAMAHK榮譽獎項
頒獎典禮 2022

Application Deadline:

- 31st March, 2023
For recognition at GAMAHK
Awards Presentation 2022



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\$546,000
- 1.2 去年（2022 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 申請人必須已登記及合乎該年度 GAMAHK 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 2022 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 申請年度 5 月 1 日至下一年度 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
(敬請隨報名表格 (Form A2) 附上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. 此獎項由香港人壽保險經理協會認授

6. 經理指標大獎得獎者均合乎資格出席「2023 年 GAMAHK 榮譽獎項頒獎典禮」 (有興趣出席人士須獨立報名)

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 First Year Commission (FYC) is HK\$546,000. (Based on year 2022 Production.)
- 1.2 Only FYC paid in 2022 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 Applicant should register with GAMAHK as International Member in good standing for the ensuring year.
- 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 2021.
- 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. Proper use of LBA Logo :

- 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 of current year to 30th April of next year.
- 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 a suitable personal photo along with application form (Form A2) for supplement printing. Otherwise, existing photo will be used without prior notice.)

5. This Award is awarded and governed by GAMAHK.

6. All awardees of the aforesaid awards are applicable to join the GAMAHK Awards Presentation Ceremony 2023. (Independent application is needed.)

新晉經理獎 (RMA)



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\$455,000
- 1.2 去年 (2022 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 申請人必須已登記及合乎該年度 GAMAHK 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 2020 年至 2022 年度) 晉升成為營業經理或公司合約經理
- 1.7 於 2022 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 580元 繳交

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 申請年度 5 月 1 日至下一年度 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
(敬請隨報名表格 (Form A2) 附上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. 此獎項由香港人壽保險經理協會認授

6. 新晉經理獎得獎者均合乎資格出席「2023 年 GAMAHK 榮譽獎項頒獎典禮」 (有興趣出席人士須獨立報名)

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 First Year Commission (FYC) is HK\$455,000. (Based on year 2022 Production.)
- 1.2 Only FYC paid in 2022 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 Applicant should register with GAMAHK as International Member in good standing for the ensuring year.
- 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 2020 to 2022).
- 1.7 The applicant must directly supervise at least 3 representatives under his/her supervision as at 31st December 2022.
- 1.8 Applicant can only entitle "Rookie Manager Award" once in lifetime.

2. Special Requirements of RMA :

- 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\$580 must submit along with the application.

3. Proper use of RMA Logo :

- 3.1 Only all current year awardees are authorized to print the current qualifying RMA logo in their business card, stationery, letterhead or promotional materials.
- 3.2 The qualifying period to use the award logo is 1st May of current year to 30th April of next year.
- 3.3 They are not allowed to print or deliver any **previous** qualifying RMA 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 newspaper supplement.
(Please submit a suitable personal photo along with application form (Form A2) for supplement printing. Otherwise, existing photo will be used without prior notice.)

5. This Award is awarded and governed by GAMAHK.

6. All awardees of the aforesaid awards are applicable to join the GAMAHK Awards Presentation Ceremony 2023. (Independent application is needed.)

最佳躍進獎 (BGA)



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\$560,000
- 1.2 去年 (2022 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 2021 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 申請人必須已登記及合乎該年度 GAMAHK 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 2022 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 880元 繳交

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 授權時期為為 申請年度 5 月 1 日至下一年度 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
(敬請隨報名表格 (Form A2) 附上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. 此獎項由香港人壽保險經理協會認授

6. 最佳躍進獎得獎者均合乎資格出席「2023 年 GAMAHK 榮譽獎項頒獎典禮」 (有興趣出席人士須獨立報名)

7. 中文版本只供參考，一切以英文版本為準

Best Growth Award (BGA)



Criteria and requirements of BGA :

1. General Requirements :

- 1.1 First Year Commission (FYC) is HK\$560,000. (Based on year 2022 Production.)
- 1.2 Only FYC paid in year 2022 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 2020, a growth at 50 – 99.9% in 2022 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 Applicant should register with GAMAHK as International Member in good standing for the ensuring year.
- 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 2022.

2. Special Requirements of BGA :

- 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\$880 must submit along with the application.

3. Proper use of BGA Logo :

- 3.1 Only all current year awardees are authorized to print the current qualifying BGA logo in their business card, stationery, letterhead or promotional materials.
- 3.2 The qualifying period to use the award logo is 1st May of current year to 30th April of next year.
- 3.3 They are not allowed to print or deliver any **previous** qualifying BGA 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 newspaper supplement.
(Please submit a suitable personal photo along with application form (Form A2) for supplement printing. Otherwise, existing photo will be used without prior notice.)

5. This Award is awarded and governed by GAMAHK.

6. All awardees of the aforesaid awards are applicable to join the GAMAHK Awards Presentation Ceremony 2023. (Independent application is needed.)

最佳招募獎 (TRA)



最佳招募獎獎項準則：

1. 業績準則及基本要求：

- 1.1 申請人必須已登記及合乎該年度 GAMA HK 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 2022 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 13,800元 繳交
- 2.5 每間保險公司每年最多可提名三位旗下經理獲獎

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 授權時期為申請年度 5 月 1 日至下一年度 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
(敬請隨報名表格 (Form A2) 附上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. 此獎項由香港人壽保險經理協會認授

6. 最佳招募獎得獎者均合乎資格出席「2023 年 GAMA HK 榮譽獎項頒獎典禮」 (有興趣出席人士須獨立報名)

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 Applicant should register with GAMAHK as International Member in good standing for the ensuing year.
- 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 2022, and supervised at least 6 representatives under his/her supervision by year end.

2. Special Requirements of TRA :

- 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\$13,800 must submit along with the application.
- 2.5 Each company can only nominate at most three under registered managers.

3. Proper use of TRA Logo :

- 3.1 Only all current year awardees are authorized to print the current qualifying TRA logo in their business card, stationery, letterhead or promotional materials.
- 3.2 The qualifying period to use the award logo is 1st May of current year to 30th April of next year.
- 3.3 They are not allowed to print or deliver any **previous** qualifying TRA 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 a suitable personal photo along with application form (Form A2) for supplement printing. Otherwise, existing photo will be used without prior notice.)

5. This Award is awarded and governed by GAMAHK.

6. All awardees of the aforesaid awards are applicable to join the GAMAHK Awards Presentation Ceremony 2023. (Independent application is needed.)

2023 年 GAMAHK 本地榮譽獎項申請 注意事項

你是否已擁有 GAMAHK 2023 年的會籍？

否

- 沒有任何會籍；或
- 未有申請獎項年度之 GAMAHK 國際會員(International Member) 會籍

很抱歉！由於所有獎項申請者必須擁有符合獎項要求之 **2023年** GAMAHK 國際會員會籍，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) 下載並填妥相關會員表格 (Form M1) 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)

是

- 已擁有 2023年 GAMAHK 國際會員 (International Member) 會籍

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 本地榮譽獎項申請表 (Form A2)
- ☐ 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 (Form P2) 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。

如獎項獲成功辦理

所有合資格得獎者將獲邀請出席
「2023 年 GAMAHK 榮譽獎項頒獎典禮」，詳情將稍後公布。(此活動需另外報名)



香港人壽保險經理協會

General Agents and Managers Association of Hong Kong

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