



# GLOBAL AWARDS CRITERIA

## 國際榮譽獎項準則

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因應 COVID-19 疫情影響而作出調整  
Adjustments in response to the impact of  
the COVID-19 outbreak

# 2023

# GAMA Global Awards 2023

## GAMA 國際榮譽獎項 2023

截止申請日期：

➤ 2023 年 3 月 31 日

以參與 GAMA 榮譽獎項頒獎典禮2023及刊登於 GAMA 總會榮譽獎項電子特刊

Application Deadline:

➤ 31<sup>st</sup> March, 2023

For recognition at GAMA Awards Presentation 2023 & GAMA Global e-Journal Awards issue



## 最佳造星獎 (ERA)

## 2023 年全新獎項

### 最佳造星獎獎項準則：

#### 1. 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 申請人需於 2022 年度內，(金獎) 最少聘請代理人4 位或以上；  
(白金獎) 最少聘請代理人6 位或以上；  
(鑽石獎) 最少聘請代理人10 位或以上
- 1.4 申請人之新聘請代理人必須為直接管轄代理人
- 1.5 新聘請之代理人必須為非業界招募
- 1.6 新聘請之代理人必須於 2022 年 12 月 31 日仍然為有效的合約從業員

#### 2. 最佳造星獎所需的特別資格：

- 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(包括管轄之代理人計算)，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 800元 繳交

#### 3. 最佳造星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 ERA 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 ERA 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. 最佳造星獎獲獎人士殊榮：

- 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 A1) 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. 最佳造星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)

#### 6. 中文版本只供參考，一切以英文版本為準

## 2023 年 GAMA Global 國際榮譽獎項準則

獎項類別	原本業績準則 (美元)	折扣後業績準則 (美元)	折算 (港元)	2023 年行政費 (港元)
<b>最佳造星獎 (ERA)</b>				
最佳造星獎	N/A	N/A	N/A	\$800
<b>管理發展獎 (FLA)</b>				
管理發展銅獎	<del>\$140,000+</del>	\$98,000 +	\$556,552 +	\$1,280
管理發展銀獎	<del>\$280,000+</del>	\$196,000 +	\$1,113,104 +	\$1,280
管理發展金獎	<del>\$560,000+</del>	\$392,000 +	\$2,226,207 +	\$1,280
管理發展白金獎	<del>\$1,000,000+</del>	\$700,000 +	\$3,975,370 +	\$1,380
管理發展鑽石獎	<del>\$1,500,000+</del>	\$1,050,000 +	\$5,963,055 +	\$1,380
<b>管理卓越獎 (IMA)</b>				
管理卓越銅獎	<del>\$300,000+</del>	\$210,000 +	\$1,192,611 +	\$1,880
管理卓越銀獎	<del>\$600,000+</del>	\$420,000 +	\$2,385,222 +	\$1,880
管理卓越金獎	<del>\$1,200,000+</del>	\$840,000 +	\$4,770,444 +	\$1,880
管理卓越白金獎	<del>\$1,800,000+</del>	\$1,260,000 +	\$7,155,666 +	\$1,980
管理卓越鑽石獎	<del>\$2,500,000+</del>	\$1,750,000 +	\$9,938,425 +	\$1,980
管理卓越鈦金獎	<del>\$4,000,000+</del>	\$2,800,000 +	\$15,901,480 +	\$2,380
<b>最高管理成就獎 (MAA)</b>				
最高管理成就獎	<del>\$7,800,000+</del>	\$5,460,000 +	\$31,007,886 +	\$4,180
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 5.6791  
(以 GAMA Global 最終決定為準)

### 基本資格：

1. 申請人必須已登記及合乎該年度 GAMA HK 國際會員
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
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 (Form A1) 必須連同行政費提交至 GAMA HK 辦事處
7. 獎項申請截止日期為：
 

**2023 年 3 月 31 日**，以參與業界奧斯卡國際榮譽獎項頒獎典禮及刊登於美國總會電子特刊及香港榮譽獎項紀念特刊的安排。

## 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 2022 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及間接管轄之代理人的首年佣金
- 於 2022 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
- 申請表格必須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，而毋須再付任何額外行政費用

### 4. Hall of Honor (HOH)

- 榮譽得獎者必須符合所有基本資格的要求，並需要申請成為 2023 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 2022 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 美國總會頒發之盾牌證書
- 得獎者毋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
- 授權時期為申請年度 5 月 1 日至下一年度 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  
( 敬請隨報名表格 (Form A1) 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 )

### 7. GAMA 國際榮譽獎項得獎者均合乎資格出席「2023 年 GAMA 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

## Excellence Recruitment Award (ERA)

### 2023 NEW Award

#### Criteria and requirements of ERA :

##### 1. General Requirements :

- 1.1 Applicant should register with GAMAHK as International Member in good standing for the ensuring year.
- 1.2 The applicant must be a field management person who directly manages people and activities that generate sales.
- 1.3 In the qualifying period of 1<sup>st</sup> January – 31<sup>st</sup> December 2022, applicant should have 4 active new recruits to award **ERA (Gold)**; or 6 active new recruits to award **ERA (Platinum)**; or 10 active new recruits to award **ERA (Diamond)**.
- 1.4 Only count the new recruits under the direct agency of the applicant.
- 1.5 Only count non-industrial new recruits.
- 1.6 Active new recruits must be in-force as at 31<sup>st</sup> December 2022.

##### 2. Special Requirements of ERA :

- 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\$800 must submit along with the application.

##### 3. Proper use of ERA Logo :

- 3.1 Only all current year awardees are authorized to print the current qualifying ERA 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 of current year to 30<sup>th</sup> April of next year.
- 3.3 They are not allowed to print or deliver any **previous** qualifying ERA 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 ERA Awardees :

- A certificate and personal photo recognition on newspaper supplement. (Please submit a suitable personal photo along with application form (Form A1) for supplement printing. Otherwise, existing photo will be used without prior notice.)

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

## 2023 GAMA Global Awards Program Criteria

Awards	*Original Production Requirements* (US\$)	*Adjusted Production Requirements* (US\$)	Equivalent to (HK\$)	2023 Filing Fee (HK\$)
<b>Excellence Recruitment Award (ERA)</b>				
ERA	N/A	N/A	N/A	\$800
<b>Frontline Leader Award (FLA) – Ordinary / Traditional</b>				
Bronze	<del>\$140,000</del> +	\$98,000 +	\$556,552 +	\$1,280
Silver	<del>\$280,000</del> +	\$196,000 +	\$1,113,104 +	\$1,280
Gold	<del>\$560,000</del> +	\$392,000 +	\$2,226,207 +	\$1,280
Platinum	<del>\$1,000,000</del> +	\$700,000 +	\$3,975,370 +	\$1,380
Diamond	<del>\$1,500,000</del> +	\$1,050,000 +	\$5,963,055 +	\$1,380
<b>International Management Award (IMA) – Ordinary / Traditional</b>				
Bronze	<del>\$300,000</del> +	\$210,000 +	\$1,192,611 +	\$1,880
Silver	<del>\$600,000</del> +	\$420,000 +	\$2,385,222 +	\$1,880
Gold	<del>\$1,200,000</del> +	\$840,000 +	\$4,770,444 +	\$1,880
Platinum	<del>\$1,800,000</del> +	\$1,260,000 +	\$7,155,666 +	\$1,980
Diamond	<del>\$2,500,000</del> +	\$1,750,000 +	\$9,938,425 +	\$1,980
Titanium	<del>\$4,000,000</del> +	\$2,800,000 +	\$15,901,480 +	\$2,380
<b>Master Agency Award (MAA) – Ordinary / Traditional</b>				
MAA	<del>\$7,800,000</del> +	\$5,460,000 +	\$31,007,886 +	\$4,180
Hall of Honor (HOH)	Industry Leader who has been awarded MAA for 20 years or above			

**\*\*Conversion Factor: 5.6791**

(Subjected to final decision by GAMA Global)

### General Rules and Requirements:

1. Applicant should register with GAMAHK as International Member in good standing for the ensuring year.
2. Only First Year Commission (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.
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 be paid and submit along with the application form (Form A1).
7. **Application deadlines:**  
31<sup>st</sup> March 2023 for recognition at GAMA Awards Presentation 2023 and Special Awards edition of GAMA Global E-Journal & GAMAHK Souvenir booklet and newspaper supplement.

## 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, 2022.

### 2. International Management Award (IMA)

- Applicants must meet all general requirements.
- Only FYC paid to the applicants and his/her direct and indirect reports will be counted.
- Personally supervise at least 8 full-time career agents under direct agency as at 31<sup>st</sup> December, 2022.

### 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

- Awardees must meet all general requirements and shall be the awardee of MAA in 2023.
- It is the highest honor given by the GAMA Global to recognize an industry leader who has been awarded MAA for 20 years or above as at 31<sup>st</sup> December 2022.
- By qualifying for this honor, applicants shall obtain with a honor plaque certified by GAMA Global.
- 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 of current year to 30<sup>th</sup> April of next year.
- 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. Please refer to the attached appendix for further information.

### 6. Honor of Awardees

- A certificate and personal photo recognition on booklet & newspaper supplement. (Please submit a suitable personal photo along with application form (Form A1) for supplement 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 2023. (Independent application is needed.)



# You Compete Every Day: Be Recognized for It!

## About the GAMA Global 2023 Awards Program

For more than 35 years, GAMA Global (formerly known as “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 Global 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 digital issue of the *GAMA Global e-Journal* and on GAMA’s Web site
- Special recognition at LAMP 2023

### **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 9

Those who need to convert commission levels from non-U.S. currency should consult the international conversion tables on page 9.

### **General Rules and Requirements**

The criteria below determine eligibility for all GAMA Global awards:

- Frontline Leader Award (FLA)
- International Management Award (IMA)
- Master Agency Award (MAA)

By applying for a GAMA Global 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, Unit G, 11<sup>th</sup> Floor, MG Tower, 133 Hoi Bun Road, Kwun Tong, Kowloon. 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 Global 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 Global 2023 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 USA/ LAMP Asia.

#### **GAMA Membership**

The applicant(s) must be an authorized 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 Global 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 2022. Depending on your company's arrangement with GAMA Global, you will receive your qualifying certificate either directly from GAMA Global 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 if in attendance.

#### **Product Eligibility**

The minimum requirements for all commission-based awards must be fulfilled by commissions paid during the 2021 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 Global 2023 Awards Program

### **Frequently Asked Questions**

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

The following filing fees are required with your application:

- Master Agency Award (MAA) — HK\$4,180  
(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 2023 are entitled to the Hall of Honor if they have awarded MAA for 20 years or above as at 31<sup>st</sup> December 2022. No further application form and filing fee are needed.)
- International Management Award (IMA) – Bronze, Silver, Gold – HK\$ 1,880  
– Platinum, Diamond – HK\$ 1,980  
– Titanium – HK\$ 2,380
- Frontline Leader Award (FLA) – Bronze, Silver, Gold – HK\$ 1,280  
– Platinum, Diamond – HK\$ 1,380

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

GAMA Global 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.

## 2023 Eligible Production Credits 2023 業績計算準則

Unlimited Credit	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	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
Limited Credit	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

## 2023 International Conversion Tables 2023 國際業績折算表

ICE Commission & Premium Conversion Factors					
Bahamas	0.8219	Brunei	0.8845	Hong Kong	5.6791
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		

## 2023 年 GAMA 國際榮譽獎項申請 注意事項

你是否已擁有 GAMA HK 2023 年的會籍？

否

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

是

- 已擁有 2023 年 GAMA HK 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 GAMA HK 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](http://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)

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。

- GAMA 國際榮譽獎項申請表 (Form A1)
- 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 P1) 以支付獎項行政費 (如適用)

如獎項獲成功辦理

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「2023 年 GAMA 榮譽獎項頒獎典禮」，詳情將稍後公布。(此活動需另外報名)



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