



GLOBAL AWARDS ★ CRITERIA ★

-2024-



GAMA 國際榮譽獎項準則 2024

You Compete Ever Day: Be recognized for it.

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 awards qualifiers receive the following acknowledgments and recognition:

- Official GAMA Global qualification certificate;
- Photo recognition on GAMA Awards event booklet and newspaper supplement;
- Listing in digital issue of the GAMA Global e-Journal and on GAMAHK official website;
- ¹ Authorization to use current qualifying Awards Logo in business card, stationery, letterhead or promotional materials;
- Special recognition at GAMA Awards Presentation, LAMP Asia & LAMP USA (*Independent application is needed for the above events*).

➤ **Application Deadline: 28th March, 2024**

GAMA Global (前身為 GAMA International) 已認可全球各金融服務行業傑出的領袖及團隊經理，以表彰他們在財務策劃方面的卓越承諾及成就。所有 GAMA 榮譽獎項得獎者可獲以下表彰：

- 由 GAMA Global 發出的榮譽證書；
- 得獎者之相片將刊登於 GAMA 榮譽獎項紀念場刊及報章特刊；
- 獲獎名單刊登在 GAMA Global 電子期刊及 GAMAHK 官方網站；
- ¹ 授權在名片、文具、信紙或宣傳文件中使用當前的資格認證標誌；
- 於 GAMA 榮譽獎項頒獎典禮、GAMA 總會年會 LAMP Asia 及 LAMP USA 獲特別認授 (參與以上活動須獨立報名)。

➤ **截止申請日期: 2024 年 3 月 28 日**

P.S.

¹ **Proper use of GAMA Award Logos**

- Only current year awardees are authorized to use the current qualifying GAMA Award logo/logos from 1st May of current year to 30th April of next year ; Non current year awardees are not allowed to use GAMA Award logo/logos, but they can mention the history of qualifying awards in their introductory brochures or flyers. Please refer to the Logo use Guideline for further information

備註：

¹ **GAMA 獎項標誌使用規則**

- 只允許應屆獲獎人士於申請年度 5 月 1 日至下一年度 4 月 30 日使用該年度的 GAMA 獎項標誌；所有非應屆獲獎者不得使用獎項標誌或派發印有 GAMA 獎項標誌的產品，但可提及有關得獎履歷，使用詳情及規則請參閱使用守則。

2024 年 GAMA Global 國際榮譽獎項準則

獎項類別	原本業績準則 (美元)	折算 (港元)	2024 年行政費 (港元)
最佳造星獎 (ERA)			
最佳造星金獎	最少聘請代理人4 位或以上		\$800
最佳造星白金獎	最少聘請代理人6 位或以上		\$800
最佳造星鑽石獎	最少聘請代理人10 位或以上		\$800
管理發展獎 (FLA)			
管理發展銅獎	\$140,000 +	\$584,388 +	\$1,280
管理發展銀獎	\$280,000 +	\$1,168,776 +	\$1,280
管理發展金獎	\$560,000 +	\$2,337,552 +	\$1,280
管理發展白金獎	\$1,000,000 +	\$4,174,200 +	\$1,380
管理發展鑽石獎	\$1,500,000 +	\$6,261,300 +	\$1,380
管理卓越獎 (IMA)			
管理卓越銅獎	\$300,000 +	\$1,252,260 +	\$1,880
管理卓越銀獎	\$600,000 +	\$2,504,520 +	\$1,880
管理卓越金獎	\$1,200,000 +	\$5,009,040 +	\$1,880
管理卓越白金獎	\$1,800,000 +	\$7,513,560 +	\$1,980
管理卓越鑽石獎	\$2,500,000 +	\$10,435,500 +	\$1,980
管理卓越鈦金獎	\$4,000,000 +	\$16,696,800 +	\$2,380
最高管理成就獎 (MAA)			
最高管理成就獎	\$7,800,000 +	\$32,558,760 +	\$4,180
Hall of Honor	曾榮獲 20 年或以上之最高管理成就獎		

基本資格：

*業績準則折算率為 4.1742

(以 GAMA Global 最終決定為準)

- 申請人必須已登記及合乎該年度 GAMA HK 國際會員
- 去年 (2023 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
- 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
- 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
- 申請人公司必須審核所有的申請文件
- 申請表格 (Form A1) 必須連同行政費提交至 GAMA HK 辦事處
- 獎項申請截止日期為：

2024 年 3 月 28 日，以獲資格參與業界奧斯卡國際榮譽獎項頒獎典禮、GAMA 總會年會 LAMP Asia、LAMP USA 及刊登於香港榮譽獎項紀念特刊及美國總會電子特刊的安排。

各類獎項所須的特別資格：

1. 最佳造星獎 (ERA) (2023 年全新獎項)

- 申請人必須符合所有基本資格的要求
- 申請人需於 2023 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
- 申請人之新聘請代理人必須為直接管轄代理人
- 新聘請之代理人必須為非業界招募
- 新聘請之代理人必須於 2023 年 12 月 31 日仍然為有效的合約從業員

2. 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 2023 年 12 月 31 日，申請人最少直接管理 5 名代理人

3. 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 2023 年 12 月 31 日，申請人最少直接管理 8 名代理人

4. 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

5. 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 2023 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

6. 中文版本只供參考，一切以英文版本為準

2024 GAMA Global Awards Program Criteria

Awards	Production Requirements (US\$)	Equivalent to (HK\$)	2024 Filing Fee (HK\$)
Excellence Recruitment Award (ERA)			
Gold	At least 4 active new recruits		\$800
Platinum	At least 6 active new recruits		\$800
Diamond	At least 10 active new recruits		\$800
Frontline Leader Award (FLA)			
Bronze	\$140,000 +	\$584,388 +	\$1,280
Silver	\$280,000 +	\$1,168,776 +	\$1,280
Gold	\$560,000 +	\$2,337,552 +	\$1,280
Platinum	\$1,000,000 +	\$4,174,200 +	\$1,380
Diamond	\$1,500,000 +	\$6,261,300 +	\$1,380
International Management Award (IMA)			
Bronze	\$300,000 +	\$1,252,260 +	\$1,880
Silver	\$600,000 +	\$2,504,520 +	\$1,880
Gold	\$1,200,000 +	\$5,009,040 +	\$1,880
Platinum	\$1,800,000 +	\$7,513,560 +	\$1,980
Diamond	\$2,500,000 +	\$10,435,500 +	\$1,980
Titanium	\$4,000,000 +	\$16,696,800 +	\$2,380
Master Agency Award (MAA)			
MAA	\$7,800,000 +	\$32,558,760 +	\$4,180
Hall of Honor (HOH)	Industry Leader who has been awarded MAA for 20 years or above		

**Conversion Factor: 4.1742
(Subjected to final decision by GAMA Global)

General Rules and Requirements:

1. Applicant should register with GAMA HK as International Member in good standing for the ensuring year.
2. Only First Year Commission (FYC) paid in 2023 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:** 28th March 2024 for qualification to recognize at GAMA Awards Presentation 2024, GAMA Global LAMP Asia & LAMP USA; special recognition at Awards edition of GAMA Global E-Journal & GAMA HK Souvenir booklet and newspaper supplement.

Special requirements of each award :

1. **Excellence Recruitment Award (ERA)** (2023 NEW Award)
 - Applicants must meet all general requirements.
 - In the qualifying period of 1st January – 31st December 2023, 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).
 - Only count the new recruits under the direct agency of the applicant.
 - Only count non-industrial new recruits.
 - Active new recruits must be in-force as at 31st December 2023.
2. **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, 2023.
3. **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 31st December, 2023.
4. **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.
5. **Hall of Honor**
 - Awardees must meet all general requirements and shall be the awardee of MAA in 2024.
 - 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 31st December 2023.
 - 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.

2024 Eligible Production Credits 2024 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	

2024 International Conversion Tables 2024 國際業績折算表

ICE Commission & Premium Conversion Factors					
Bahamas	0.8219	Brunei	0.8845	Hong Kong	4.1742
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		

★ 你是否已擁有 GAMA HK 2024 年會籍？ ★

是

已擁有 GAMA HK 2024 年會籍 (國際會員 International Member)

恭喜！ 感謝你的支持，你已符合獎項申請之會籍要求，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 (電子版本)
 - *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)

沒有任何 GAMA HK 會籍 或 尚未申請獎項年度之 GAMA HK 會籍
(國際會員 International Member)

否

很抱歉！ 由於閣下尚未符合獎項申請的會籍要求 (2024 年國際會員)，故閣下未能繼續申請 GAMA 榮譽獎項，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)

協會收到會籍及獎項申請後

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「2024 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)



GAMA HK



gamahk



GAMA-HK

香港人壽保險經理協會

General Agents and Managers Association of Hong Kong

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