



GLOBAL AWARDS CRITERIA

-2026-



GAMA 國際榮譽獎項準則 2026

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;
 - Recognition listing in digital issue of the GAMA Global e-Journal and on GAMA HK official website;
 - ¹ Authorization to use current qualifying Awards Logo in business card;
 - Special recognition at GAMA Awards Presentation, LAMP Asia & LAMP USA (*Separate registration is required to participate in the above activities*).
- **The application deadline is 27 February 2026 (Friday), in order to participate in LAMP 2026 and the GAMA Global Leadership Awards Reception.**
- **The application deadline is 27 March 2026 (Friday), in order to participate in the GAMA Awards Presentation and be recognized in the Awardees publication.**

GAMA Global (前身為 GAMA International) 表彰全球金融服務行業傑出的領袖及團隊經理，以表揚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嘉許：

- GAMA Global 發出的榮譽證書；
 - 得獎者之相片將刊登於 GAMA 榮譽獎項紀念特刊；
 - 獲獎名單刊登在 GAMA Global 電子期刊及 GAMA HK 官方網站；
 - ¹ 授權在名片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)。
- **申請截止日期為 2026 年 2 月 27 日 (星期五)，以參與「LAMP 2026 暨國際頒獎典禮」。**
- **申請截止日期為 2026 年 3 月 27 日 (星期五)，以參與 GAMA 榮譽獎項頒獎典禮及刊登於榮譽獎項紀念刊物。**

¹ Proper use of GAMA Award Logos:

Current year awardees may use the official Award logo(s) from 1 May to 30 April of the following year.

Previous awardees may reference their past achievements in brochures or flyers but may not display current award logo(s). For detailed rules and requirements, please refer to the official Logo Use Guidelines.

¹ GAMA 獎項標誌使用規範:

僅限應屆獲獎人士於當年度 5 月 1 日至次年度 4 月 30 日使用該年度的 GAMA 獎項標誌。

非應屆獲獎者不得使用獎項標誌及派發印有 GAMA 獎項標誌的產品。但可於簡介、宣傳品或其他資料中提及歷年得獎紀錄。詳情請參閱使用詳情及規則請參閱使用守則。

2026 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)	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 +	\$651,000 +	\$1,280
管理發展銀獎	\$280,000 +	\$1,302,000 +	\$1,280
管理發展金獎	\$560,000 +	\$2,604,000 +	\$1,380
管理發展白金獎	\$1,000,000 +	\$4,650,000 +	\$1,480
管理發展鑽石獎	\$1,500,000 +	\$6,975,000 +	\$1,480
管理卓越獎 (IMA)			
管理卓越銅獎	\$300,000 +	\$1,395,000 +	\$1,980
管理卓越銀獎	\$600,000 +	\$2,790,000 +	\$1,980
管理卓越金獎	\$1,200,000 +	\$5,580,000 +	\$1,980
管理卓越白金獎	\$1,800,000 +	\$8,370,000 +	\$2,180
管理卓越鑽石獎	\$2,500,000 +	\$11,625,000 +	\$2,180
管理卓越鈦金獎	\$4,000,000 +	\$18,600,000 +	\$2,680
最高管理成就獎 (MAA)			
最高管理成就獎	\$7,800,000 +	\$36,270,000 +	\$4,580
Hall of Honor	曾榮獲 20 年或以上之最高管理成就獎		

申請基本資格：

*業績準則折算率為 4.65
(以 GAMA Global 最終決定為準)

- 為該年度 GAMA HK 國際會員，並享有良好信譽。
- 去年 (2025 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
- 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。
- 過去 3 年內須於**操守方面無任何業界違規記錄 (包括「保險業監管局 (IA)」及「強制性公積金計劃管理局 (MPFA)」)。
- 所屬公司必須審核所有的申請文件，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：**2026 年 3 月 27 日**，以獲資格參與業界奧斯卡「GAMA 榮譽獎項頒獎典禮」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)

- 申請人必須符合所有基本資格的要求
- 申請人需於 2025 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 2025 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 2025 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 2025 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
- 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
- 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 2026 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 2025 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

2026 GAMA Global Awards Program Criteria

Awards	Production Requirements (US\$)	Equivalent to (HK\$)	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 +	\$651,000 +	\$1,280
Silver	\$280,000 +	\$1,302,000 +	\$1,280
Gold	\$560,000 +	\$2,604,000 +	\$1,380
Platinum	\$1,000,000 +	\$4,650,000 +	\$1,480
Diamond	\$1,500,000 +	\$6,975,000 +	\$1,480
International Management Award (IMA)			
Bronze	\$300,000 +	\$1,395,000 +	\$1,980
Silver	\$600,000 +	\$2,790,000 +	\$1,980
Gold	\$1,200,000 +	\$5,580,000 +	\$1,980
Platinum	\$1,800,000 +	\$8,370,000 +	\$2,180
Diamond	\$2,500,000 +	\$11,625,000 +	\$2,180
Titanium	\$4,000,000 +	\$18,600,000 +	\$2,680
Master Agency Award (MAA)			
MAA	\$7,800,000 +	\$36,270,000 +	\$4,580
Hall of Honor (HOH)	Industry Leader who has been awarded MAA for 20 years or above		

****Conversion Factor: 4.65**
(Subjected to final decision by GAMA Global)

General Rules and Requirements:

1. Register with GAMAHK as an International Member in good standing for the relevant year.
2. Only First Year Commission (FYC) paid in 2025 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. Serve as a field management professional responsible for directly managing people and activities that generate sales.
4. No any record of conduct violations of the industry within the preceding **three years**, (including Insurance Authority (IA) and Mandatory Provident Fund Schemes Authority (MPFA)).
5. All applications must be certified by the applicant's company home office. In the event of any disputes, including those concerning commissions or agent supervision, the applicant's home office shall render the final decision.
6. The filing fee must be paid and submit along with the application form (Form A1).
7. **Application deadlines: 27th March 2026** for qualification to recognize at GAMA Awards Presentation 2026 & special recognition at Awardees edition of GAMA Global E-Journal & GAMAHK Awards event booklet.

Special requirements of each award :

1. Excellence Recruitment Award (ERA)

- Applicants must meet all general requirements.
- In the qualifying period of 1st January – 31st December 2025, 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 2025.

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 2025.

3. International Management Award (IMA)

- Applicants must meet all general requirements.
- 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 2025.

4. Master Agency Award (MAA)

- Applicants must meet all general requirements.
- 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 2026.
- 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 2025.
- No further application form and filing fee are needed.

2026 Eligible Production Credits 2026 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

2026 International Conversion Tables 2026 國際業績折算表

ICE Commission & Premium Conversion Factors					
Bahamas	0.8965	Brunei	0.5482	Hong Kong SAR	4.65
Malaysia	1.4827	Mexico	9.7609	Peru	1.7252
Philippines	18.816	Republic of Korea	812.6839	Taiwan R.O.C.	15.9724
Thailand	11.1712	United States	1.0000	Vietnam	5,365.5436



你是否符合申請 GAMA 榮譽獎項 2026 ?



Are you eligible to apply for GAMA Awards 2026?

YES

本人已成為 GAMA HK 2026 年國際會員。

I am a current GAMA HK International Member for year 2026.

恭喜你為 GAMA HK 國際會員！閣下已符合榮譽獎項申請之首要準則要求，請準備並填妥以下文件，並於指定日期內將有關文件交回閣下所屬之保險公司作核實獎項申請。

Congratulations on your recognition as a GAMA HK International Member. You have fulfilled the primary eligibility requirements for the GAMA Awards. Please ensure that all required documents are duly completed and submitted to your home office by the designated deadline for verification.

- ✓ GAMA 榮譽獎項申請表 (Form A1 及/或 A2). GAMA Awards Application Form (Form A1 and /or A2).
- ✓ 彩色近照 (電子版本) 用於 刊載之用 Recent color photograph (digital format) for publication.
 - 如會員未能提供相片，本會將沿用資料庫內之照片，並不另行通知；倘若資料庫內亦未有會員照片，則僅刊登得獎者姓名。If no photograph is provided, the Association will use the database image without notice; if none exists, only the name of awardee will be published.
- ✓ 支票 / 轉數快或轉帳證明 / 信用卡付款資料以支付獎項行政費 (如適用)
Cheque / proof of FPS or bank transfer / credit card payment details for the award filing fee (if applicable).

NO

本人尚未成為 GAMA HK 2026 年國際會員。

I am not a current GAMA HK International Member for year 2026.

很抱歉！閣下尚未符合榮譽獎項申請之之首要準則會籍要求，請前往本會網站 (www.gama.com.hk) 下載並填妥會員申請表格 (Form M1)，並依指示途徑遞交：

We regret to inform you that you do not meet the primary membership requirement for the Awards application. Please visit our website (www.gama.com.hk) to download and complete the Membership Application Form (Form M1) and submit it through the designated channels.

- 將 Form M1 直接交回本會辦理 Please submit Form M1 directly to the Association in advance; 或 or
- 將 Form M1 交回所屬保險公司轉交本會；惟轉交程序或致申請延遲處理 Submit Form M1 through your home office to the Association; processing may be subject to delay during transfer.

協會收到會籍及獎項申請後 Once the membership and award application is received

本會將以電郵通知閣下獎項申請進度。若未能於截止日期前提交所需文件或繳交款項，申請可能延誤或不予處理，本會概不負責。The Association will notify you of the status of your award application by email. Failure to submit the required documents or payment before the deadline may result in delay or non-processing of the application, for which the Association bears no responsibility.

所有合資格得獎者 All eligible awardees

將獲邀請報名出席「GAMA 榮譽獎項頒獎典禮 2026」，日期定於 7 月 10 日，詳情將稍後公布。(此活動需另外報名) You will be invited to register for the "GAMA Awards Presentation 2026", scheduled for July 10. Further details will be announced in due course. (Separate registration is required for this event.)



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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