



LOCAL AWARDS

★ CRITERIA ★

-2026-



GAMAHK 本地榮譽獎項準則 2026

You Compete Every Day. Be recognized for it.

GAMAHK has recognized outstanding agency and firm leaders in Hong Kong for their unwavering commitment to excellence in the insurance industry. All award qualifiers will receive the following acknowledgments and recognition:

- Official GAMAHK qualification certificate;
- Photo recognition in the GAMA Awards event booklet;
- Recognition listing on the official GAMAHK website;
- ¹ Authorization to use current qualifying Awards Logo in business card;
- Special recognition at GAMA Awards Presentation (*Separate registration is required to participate*).

➤ **Application Deadline: 27th March 2026 (Friday)**

GAMAHK 表彰香港保險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：

- GAMAHK 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；
- 獲獎名單刊登在 GAMAHK 官方網站；
- ¹ 授權在名片中使用當前的資格認證標誌；
- 於 GAMA 榮譽獎項頒獎典禮獲特別認授 (參與活動須獨立報名)。

➤ **截止申請日期：2026 年 3 月 27 日 (星期五)**

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 GAMAHK 本地榮譽獎項準則

獎項類別	業績準則 (港元)	其他準則	行政費 (港元)
新晉經理獎 (RMA)			
新晉經理獎	\$480,000+	- 申請年度 3 年內晉升成為營業經理或公司合約經理 - 申請年度結束時直接管轄最少 3 名代理人	\$580
經理指標大獎 (LBA)			
經理指標大獎	\$573,300+	- 申請年度內最少直接管轄 4 位或以上代理人 - 直屬團隊的續保率不低於所屬公司之最低要求	\$480
最佳躍進獎 (BGA)			
最佳躍進50+銀獎	\$588,000+	- 業績年度與上一個業績年度相比有 50-99.9% 增長 - 申請年度完結時，申請人直接管轄最少 4 名代理人	\$880
最佳躍進100+金獎	\$588,000+	- 業績年度與上一個業績年度相比有 100% 以上增長 - 申請年度完結時，申請人直接管轄最少 4 名代理人	\$880
最佳招募獎 (TRA)			
最佳招募獎	<ul style="list-style-type: none"> - 業績計算年度成功聘請 6 名或以上直屬組別之非業界招募代理人 - 申請年度結束時直接管轄不少於 6 名代理人 		\$13,800

** 完整準則請參閱下一页

申請基本資格：

1. 為該年度 GAMAHK 國際會員，並享有良好信譽
2. 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
3. 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. 過去 3 年內須於操守方面無任何業界違規紀錄 (包括「保險業監管局 (IA) 」及「強制性公積金計劃管理局 (MPFA) 」) 。
5. 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。
6. 申請表格 (Form A2) 必須連同行政費提交至 GAMAHK 辦事處。
7. 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的安排。

各類獎項所須的特別資格：

1. 新晉經理獎 (RMA)

- 申請人必須符合所有基本資格的要求
- 首年佣金為HK\$480,000
- 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
- 申請人須於申請年度之過去 3 年內晉升成為營業經理或公司合約經理
- 於 2025 年 12 月 31 日，申請人直接管轄最少 3 名代理人
- 此獎項只接受一次性申請
- 申請表格必須連同行政費港幣 580 元 繳交

2. 經理指標大獎 (LBA)

- 申請人必須符合所有基本資格的要求
- 首年佣金為HK\$573,300；
- 首年佣金包括申請人及其直接管轄之代理人的首年佣金
- 申請人需於 2025 年度內，最少直接管轄 4 位或以上代理人
- 申請人直屬團隊的續保率不低於所屬公司之最低要求
- 申請表格必須連同行政費港幣 480 元 繳交

3. 最佳躍進獎 (BGA)

- 申請人必須符合所有基本資格的要求
- 首年佣金為HK\$588,000
- 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
- 與上一個業績年度 FYC 相比，(BGA 50+銀獎) 有 50 – 99.9% 的增長 或 (BGA 100+金獎) 有 100% 以上的增長
- 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
- 於 2025 年 12 月 31 日，申請人直接管轄最少 4 名代理人
- 申請表格必須連同行政費港幣 880 元 繳交

4. 最佳招募獎 (TRA)

- 申請人必須符合所有基本資格的要求
- 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
- 申請人需於 2025 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
- 申請表格必須連同行政費港幣 13,800 元 繳交
- 每間保險公司每年最多可提名三位旗下經理獲獎

5. 以上獎項由香港人壽保險經理協會認授

6. 中文版本只供參考，一切以英文版本為準

2026 GAMAHK Local Awards Program Criteria

Awards	Production Requirements (HKD)	Other Requirement	Filing Fee (HKD)
Rookie Manager Award (RMA)			
RMA	\$480,000+	<ul style="list-style-type: none"> - Became a manager in the past three years - Directly supervise at least 3 full time career agents 	\$580
Leader Benchmark Award (LBA)			
LBA	\$573,300+	<ul style="list-style-type: none"> - Directly supervises at least 4 full time career agents - Meet the minimum persistency requirement 	\$480
Best Growth Award (BGA)			
BGA 50+ Silver	\$588,000+	<ul style="list-style-type: none"> - Achieved 50 – 99.9% growth in FYC compared to the previous year - Directly supervises at least 4 full time career agents 	\$880
BGA 100+ Gold	\$588,000+	<ul style="list-style-type: none"> - Achieved 100% growth or above in FYC compared to the previous year - Directly supervise at least 4 full time career agents 	\$880
Top Recruiter Award (TRA)			
TRA		<ul style="list-style-type: none"> - Recruit at least 6 direct full time career agents (non-industrial recruit) - Supervised at least 6 full time career agents by year end 	\$13,800

**** Full Criteria please refer to the next page**

General Rules and Requirements:

1. Register with GAMAHK as 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 A2).
7. **Application deadlines:** **27th March 2026** for qualification to recognize at GAMA Awards Presentation 2026 & special recognition at GAMAHK Awards event booklet.

Special requirements of each award :

1. Rookie Manager Award (RMA)

- Applicants must meet all general requirements.
- First Year Commission (FYC) is HK\$480,000
- Only FYC paid to the applicants and agents direct supervised by the applicants will be counted.
- The applicant who has become manager or company contract manager in the past three years.
- The applicant must directly supervise at least 3 full time career agents under his/her supervision as of 31st December 2025.
- Applicant can only entitle "Rookie Manager Award" once in lifetime
- The administration fee of HK\$580 must submit along with the application.

2. Leader Benchmark Award (LBA)

- Applicants must meet all general requirements.
- First Year Commission (FYC) is HK\$573,300.
- Only FYC paid to the applicants and agents direct supervised by the applicants will be counted
- The applicant must directly supervise at least 4 full time career agents under his/her supervision as of 31st December 2025.
- Applicant must meet the minimum persistency requirement of his/her home office
- The administration fee of HK\$480 must submit along with the application

3. Best Growth Award (BGA)

- Applicants must meet all general requirements.
- First Year Commission (FYC) is HK\$588,000. (Based on year 2025 Production.)
- Only FYC paid to the applicants and agents direct supervised by the applicants will be counted.
- Compared to the previous year, achieved 50–99.9% growth in FYC to qualify for the BGA 50+ Silver Award, or attained 100% or greater growth to qualify for the BGA 100+ Gold Award.
- Applicants must have worked under the registered company for over 36 months, or continuous service with a single company.
- The applicant must directly supervise at least 4 full time career agents under his/her supervision as of 31st December 2025.
- The administration fee of HK\$880 must submit along with the application.

4. Top Recruiter Award (TRA)

- Applicants must meet all general requirements.
- Applicants must have worked under the registered company for over 36 months, or continuous service with a single company.
- The applicant must recruit at least **6** direct agents, advisors or sales representatives (provided that all new recruits are non-industrial) within the agency or firm throughout year 2025 and must supervise at least 6 representatives under his/her supervision by year end.
- The administration fee of HK\$13,800 must submit along with the application.
- Each company can only nominate at most three under registered managers

5. All the above Awards is awarded and governed by GAMAHK.

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	
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

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 GAMAHK 2026 年國際會員。

I am a current GAMAHK International Member for year 2026.

恭喜你為 GAMAHK 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 GAMAHK 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 GAMAHK 2026 年國際會員。

I am not a current GAMAHK 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.)



GAMAHK



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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