

GAMA GLOBAL AWARDS CRITERIA 2027

Recognizing Production of 2026

GAMA GLOBAL

GAMA HONG KONG

什麼是 GAMA 國際榮譽獎項？

- GAMA Global 享負盛名的領導獎項旨在表彰於金融服務保險行業中，在傳統及現代化營銷管理領域上表現卓越的領袖人才及團隊經理。

為何申請 GAMA 國際榮譽獎項？

- **國際認可**
  榮獲 GAMA 國際榮譽獎項，代表您躋身業界頂尖行列，成就不僅於公司及香港獲肯定，更可在國際舞台獲得認可，進一步彰顯領導實力與專業地位。
- **榮譽肯定與市場曝光**
  得獎者可使用獎項專屬標誌，提升市場辨識度與曝光；同時，得獎資料將刊載於 GAMAHK 官方網站及《GAMA Global e-Journal》，並收錄於 GAMA 榮譽獎項紀念特刊。
- **公信力與品牌形象**
  得獎成就有助建立專業信譽，強化團隊認同與榮譽感，提升士氣、凝聚力及下線留任；同時有助招募，並為您的個人品牌建立更穩固形象。

GAMA 國際榮譽獎項得獎者的榮譽

- 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；
- 獲獎名單刊在 GAMA Global 電子刊物及 GAMAHK 官方網站；
- 授權在名片中使用當前的獎項認證標誌；
- 於 GAMA 榮譽獎項頒獎典禮、GAMA 總會年會 LAMP USA 及 LAMP Asia 獲特別認授 (參與以上活動須獨立報名)。

獎項標誌使用規範

- 僅限應屆獲獎人士於該年度 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。

獎項申請截止日期

- **2027年3月15日 (星期一)**
  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。

GAMA 國際榮譽獎項準則

業績折算率：4.65

(以 GAMA Global 最終決定為準)

獎項類別	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	最少招募 4 位代理人		$800
最佳造星白金獎	最少招募 6 位代理人		$800
最佳造星鑽石獎	最少招募 10 位代理人		$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 (HOH)			
Hall of Honor	曾榮獲 20 年或以上之最高管理成就獎		

申請 GAMA 國際榮譽獎項的基本資格

- 為申請年度 GAMAHK 國際會員，並享有良好信譽；
- 業績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 GAMAHK 辦事處。

GAMA 國際榮譽獎項特別準則

最佳造星獎 (ERA)

- 申請人必須符合所有基本資格的要求；
- 申請人需於業績年度內，達到以下招募人數最低要求：
  （金　獎）4 位保險代理人；
  （白金獎）6 位保險代理人；
  （鑽石獎）10 位保險代理人。
- 申請人之新招募代理人必須為直接管轄代理人；
- 新招募之代理人必須為非業界招募；
- 新招募之代理人必須於 2026 年 12 月 31 日仍然為有效的合約從業員。

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 2026 年 12 月 31 日，申請人最少直接管轄 5 名代理人 。

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 2026 年 12 月 31 日，申請人最少直接管轄 8 名代理人。

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。

Hall of Honor (HOH)

- 榮譽得獎者必須符合所有基本資格的要求，並需要申請成為當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 2026 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。

中文版本只供參考，一切以英文版本為準。

What is GAMA Global Awards ?

- GAMA Global's prestigious Leadership Awards recognize excellence in traditional and contemporary field management throughout the financial services, insurance, and investment industry.

Why Apply for the GAMA Global Awards ?

- **Global Recognition**
  GAMA Global Award places you among the industry's top leaders. Your achievement is recognized not only within your company and Hong Kong, but also on the global stage—further highlighting your leadership strength and professional standing.
- **Recognition & Market Visibility**
  Awardees may use the official award logo to enhance market visibility and brand recognition. In addition, awardees details will be featured on the GAMAHK website and in the GAMA Global e-Journal and included in the GAMA Awards Event publication.
- **Credibility & Brand Image**
  Your awards achievement strengthens professional credibility, reinforces team pride and recognition, and boosts morale, cohesion, and retention. It also supports recruitment efforts and builds a stronger, more trusted personal brand.

Recognition for GAMA Global Awardees

- Official GAMA Global qualification certificate;
- Photo recognition on GAMA Awards event publication;
- Recognition listing in GAMA Global e-Journal and on GAMAHK official website;
- 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).

Award Logo Usage Guidelines

- 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.

Award Application Deadline

- **15th March 2027 (Monday)**
  To participate in the GAMA Awards Presentation and be recognized in the Awardees publication.

GAMA Global Awards Criteria

Conversion Factor: 4.65

(Subjected to final decision by GAMA Global)

Awards	Production Requirements (USD)	Equivalent to (HKD)	Filing Fee (HKD)
Excellence Recruitment Award (ERA)			
ERA Gold	At least 4 active new recruits		$800
ERA Platinum	At least 6 active new recruits		$800
ERA Diamond	At least 10 active new recruits		$800
Frontline Leader Award (FLA)			
FLA Bronze	$140,000 +	$651,000 +	$1,280
FLA Silver	$280,000 +	$1,302,000 +	$1,280
FLA Gold	$560,000 +	$2,604,000 +	$1,380
FLA Platinum	$1,000,000 +	$4,650,000 +	$1,480
FLA Diamond	$1,500,000 +	$6,975,000 +	$1,480
International Management Award (IMA)			
IMA Bronze	$300,000 +	$1,395,000 +	$1,980
IMA Silver	$600,000 +	$2,790,000 +	$1,980
IMA Gold	$1,200,000 +	$5,580,000 +	$1,980
IMA Platinum	$1,800,000 +	$8,370,000 +	$2,180
IMA Diamond	$2,500,000 +	$11,625,000 +	$2,180
IMA 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)			
HOH	Industry Leader who has been awarded MAA for 20 years or above		

General Rules and Requirements for Applying for the GAMA Global Awards

- Register with GAMAHK as an International Member in good standing for the applying year;
- Only First Year Commission (FYC) paid in Production year 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.
- Serve as a field management professional responsible for directly managing people and activities that generate sales;
- 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);
- 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;
- The filing fee must be paid and submit along with the application form (Form A1).

Special Requirement for the GAMA Global Awards

Excellence Recruitment Award (ERA)

- Applicants must meet all general requirements;
- In the Production year, applicant should fulfill the specified recruitment as below,
  (Gold) – at least 4 active new recruits; or
  (Platinum) – at least 6 active new recruits; or
  (Diamond) – at least 10 active new recruits.
- 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 of 31st December 2026.

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 of 31st December 2026.

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 of 31st December 2026.

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.

Hall of Honor (HOH)

- Awardees must meet all general requirements and shall be the awardee of MAA in awarding year;
- 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 of 31st December 2026;
- No further application form and filing fee are needed.

The Chinese version is provided for reference only; in case of any discrepancy, the English version shall prevail.



香港人壽保險經理協會

General Agents and Managers Association of Hong Kong

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