

# GAMAHK
# LOCAL AWARDS
# CRITERIA 2027

Recognizing Production of 2026

GAMA HONG KONG

## 什麼是 GAMAHK 本地榮譽獎項？

- GAMAHK 一直表彰香港卓越的保險代理及機構領袖，肯定他們在保險業中對卓越表現所展現的堅定承諾。

## 為何申請 GAMAHK 本地榮譽獎項？

- **業界認可**
  榮獲 GAMAHK 本地榮譽獎項，代表您躋身業界頂尖行列，成就於公司及香港獲肯定，彰顯領導實力與專業地位，並為邁向國際舞台作準備。
- **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。

## GAMAHK 本地榮譽獎項得獎者的榮譽

- GAMAHK 發出的榮譽證書；
- 得獎者之相片將刊登於 GAMA 榮譽獎項紀念特刊；
- 獲獎名單刊在 GAMAHK 官方網站；
- 授權在名片中使用當前的獎項認證標誌；
- 於 GAMA 榮譽獎項頒獎典禮獲特別認授 (參與活動須獨立報名)。

## 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。

## 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 + | • 業績年度 3 年內晉升為營業經理或公司合約經理<br>• 業績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 + | • 業績年度內最少直接管轄 4 位或以上代理人<br>• 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<br>• 業績年度完結時直接管轄最少 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<br>• 業績年度完結時直接管轄最少 4 名代理人 | $880 |

### 申請 GAMAHK 本地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 A2) 必須連同行政費提交至 GAMAHK 辦事處。

## GAMAHK 本地榮譽獎項特別準則

### 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 2026 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。

### 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；
- 申請人需於業績計算年度內，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 。

### 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（業績計算年度）；
- 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；
- 與上一個業績年度首年佣金相比，（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 2026 年 12 月 31 日，申請人直接管轄最少 4 名代理人。

### 以上獎項由香港人壽保險經理協會認授。

### 中文版本只供參考，一切以英文版本為準。

RMA ROOKIE MANAGER AWARD

LBA LEADER BENCHMARK AWARD 經理指標大獎

GOLD BGA BEST GROWTH AWARD

## What is GAMAHK Local Award ?

- GAMAHK has recognized outstanding agency and firm leaders in Hong Kong for their unwavering commitment to excellence in the insurance industry.

## Why Apply for the GAMAHK Local Award ?

- **Industry Recognition**
  GAMAHK Award signifies that you among the industry's top leaders. Your achievement is recognized within your company and across Hong Kong, showcasing your leadership strength and professional standing, while preparing you to step onto the global stage.
- **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 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 GAMAHK Local Awardees

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

## 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.

## GAMAHK Local Awards Criteria

| Awards | Production Requirements (USD) | Other Requirement | Filing Fee (HKD) |
|---|---|---|---|
| **Rookie Manager Award (RMA)** | | | |
| RMA | $480,000 + | • Became a manager in the past three years<br>• Directly supervise at least 3 full time career agents | $580 |
| **Leader Benchmark Award (LBA)** | | | |
| LBA | $573,300 + | • Directly supervises at least 4 full time career agents<br>• Meet the minimum persistency requirement | $480 |
| **Best Growth Award (BGA)** | | | |
| BGA 50+ Silver | $588,000 + | • Achieved 50 – 99.9% growth in FYC compared to the previous year<br>• Directly supervises at least 4 full time career agents | $880 |
| BGA 100+ Gold | $588,000 + | • Achieved 100% growth or above in FYC compared to the previous year<br>• Directly supervise at least 4 full time career agents | $880 |

### General Rules and Requirements for Applying for the GAMAHK Local 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 A2).

## Special Requirement for the GAMAHK Local Awards

### 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 2026;
- Applicant can only entitle “Rookie Manager Award” once in lifetime.

### 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 2026;
- Applicant must meet the minimum persistency requirement of his/her home office.

### Best Growth Award (BGA)

- Applicants must meet all general requirements;
- First Year Commission (FYC) is HK$588,000 (Based on Production year);
- 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 2026.

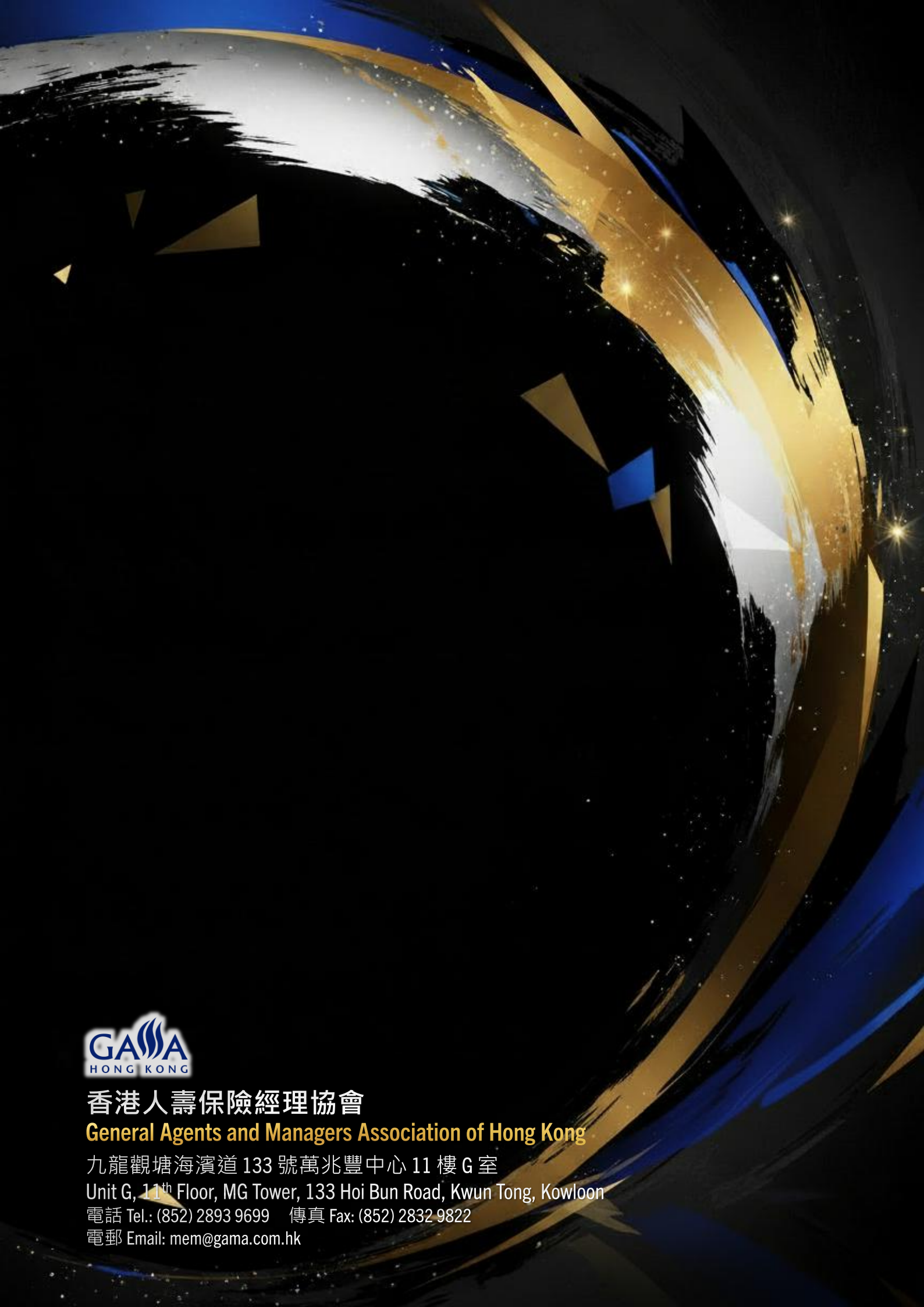
**All the above Awards is awarded and governed by GAMAHK.**

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

RMA ROOKIE MANAGER AWARD

LBA LEADER BENCHMARK AWARD 經理指標大獎

GOLD BGA BEST GROWTH AWARD




香港人壽保險經理協會

General Agents and Managers Association of Hong Kong

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