

M GAMA GLOBAL **2022** LEADERSHIP **2** AWARDS



APPLICATION DEADLINES

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JULY 1, 2023

Deadline to be recognized at GAMA Day chapter events, LAMP events, and in the November/December digital edition of the GAMA Global Journal.

SEPTEMBER 1, 2023

Deadline to be recognized in the November/December digital edition of the GAMA Global Journal.

YOU COMPETE EVERY DAY

Be recognized for it.

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

RECOGNITION & VISIBILITY

Showcase your production status through the use of the Leadership Award seal to gain market visibility.” to “... award with the Leadership Award Seal and gain visibility. You will also appear in the November/December *GAMA International Journal*.

BOOST GLOBAL CREDIBILITY

Winning a GAMA International Leadership Award positions you with the best in the industry, which will build your team’s internal credibility as well as your personal brand.

AWARDS CRITERIA

Computation of total commissions or total premiums is from January 1, 2022, to December 31, 2022.

Use only new first-year commissions/premiums when computing. Life insurance commissions/premiums must be at least 50% of total commissions/premiums for the Ordinary/Traditional. Please report all data, including commissions/premiums and total commissions/premiums.

Commissions/premiums should be expressed in either U.S. Dollars (USD) or International Conversion Equivalent (ICE).

HOW TO CALCULATE ICE COMMISSION/PREMIUM

The International Conversion Equivalent (ICE) is calculated by dividing commissions/premiums by a country’s conversion factor. Use below to calculate. **Country conversion factors can be found on page 3.**

CAREER BENEFITS

Winning awards should not only help your personal brand but can also potentially lead to salary increases, promotions, and external speaking opportunities.

INCREASE YOUR PLANNING

Winning an award requires a plan, and that plan can be a driver to increase other formal planning efforts that allow you to identify problems, needs, and opportunities.

Award	Min Qualifying Commissions (USD/ICE)	Min Qualifying Premiums (USD/ICE)	Award Fee
Frontline Leader Award	Bronze	HK\$556,552	\$100
	Silver	HK\$1,113,104	
	Gold	HK\$2,226,207	
	Platinum	HK\$3,975,370	
	Diamond	HK\$5,963,055	
International Management Award	Bronze	HK\$1,192,611	\$150
	Silver	HK\$2,385,222	
	Gold	HK\$4,770,444	
	Platinum	HK\$7,155,666	
	Diamond	HK\$9,938,425	
Titanium	HK\$15,901,480	HK\$31,802,960	
Master Agency Award & Master Firm Award	HK\$31,007,886	HK\$62,015,772	\$300
Master Multiline Award	Criteria on page 6		\$300
Recruiting Specialist Award	Criteria on page 6		\$75

	/	=	
Total Commissions		Country Conversion Factor	USD/ICE Commissions
	/	=	
Total Premiums		Country Conversion Factor	USD/ICE Premiums

ELIGIBLE PRODUCTION CREDIT TABLE

This reference guide contains formulas that will help determine your total eligible commissions or premiums. To determine what production credits are eligible to be included toward your GAMA Leadership Award, please refer to the table below.

Unlimited Credit	Commission/Fee Credit	Premium Credit
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium/top up	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max. 15 years)	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual/group)	100% of all commissions	6% of new money invested
Single premium/short-term endowment (max. 15 years)	100% of first year commission	6% of first year premium
Limited Credit	Commission/Fee Credit	Premium Credit
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial planning fees/fees for advice	100% of the net fee	100% of the gross fee

INTERNATIONAL CONVERSION EQUIVALENT

If you are from the Hong Kong SAR and your total 2022 commissions are 9,938,425 Hong Kong SAR HKD, convert to USD by taking 9,938,425 and dividing by 3.97537 for 2,500,000 USD. With a USD/ICE commission of 2,500,000 you qualify for the IMA Diamond Award. With a USD/ICE premium of 3,600,000 you qualify for the IMA Platinum Award.

ICE Commission & Premium Conversion Factors					
Brunei	C/P = 0.5896	Macau	C/P = 4.1597	Sri Lanka	C/P = 36.3360
Cambodia	C/P = 1034.0400	Malaysia	C/P = 1.4350	Thailand	C/P = 11.9793
Hong Kong SAR	C/P = 3.97537	Philippines	C/P = * 23' ICE Chart	United States	C/P = 1.0000
India	C/P = 10.2979	Republic of Korea	C/P = 809.2185	Vietnam	C/P = 3673.0917
Indonesia	C/P = 3007.4412	Singapore	C/P = 1.1422		

FRONTLINE LEADER AWARD (FLA)

- Applicants must meet all general requirements.
- Must be sales/unit managers (frontline or second-line).
- **Only individual FYC paid to the applicant and his/her direct reports will be counted.**
- Must personally supervise full-time career agents under direct team/supervision as of December 31, 2022.
- Application fee: USD 100.

ORDINARY/TRADITIONAL & FINANCIAL PLANNING/SECURITIES-BASED

Compute total commissions or total premiums from January 1, 2022, to December 31, 2022, based on the following formula.

2022 Unlimited Credit (USD/ICE) (must be at least 50% of total commissions/premiums)						
2022 Limited Credit (USD/ICE)						
2022 P&C Commissions/Premiums (USD/ICE)						
2022 Gross P&C Commissions/Premiums	-	2021 Gross P&C Commissions/Premiums	=	Growth	X 50% =	
						+
Total Commissions/Premiums (USD/ICE)						

MULTILINE

Complete the matrix below, based on production of each agent/representative from January 1, 2022, to December 31, 2022. Benchmark 1 measures average life premium sold. You may enter figures for either Benchmark 2A (new products sold) or Benchmark 2B (renewal product percentages).

Your award level will be determined by the highest benchmark met. For example, if you meet the qualifications for Silver for average life premium and Bronze for number of multiline units sold (non-life), you will qualify for the Silver level.

Award Tier		Bronze	Silver	Gold	Platinum	Diamond
Benchmark 1: Average life premium issued per agent	Minimum	\$6,000 USD/ICE	\$8,000 USD/ICE	\$10,000 USD/ICE	\$12,000 USD/ICE	\$15,000 USD/ICE
	Your Average					
Benchmark 2A: Number of new multiline units sold (nonlife)	Minimum	175	200	225	250	275
	Your Average					
Benchmark 2B: P&C renewal retention ration (nonlife)	Minimum	70%	73%	75%	80%	85%
	Your Average					

INTERNATIONAL MANAGEMENT AWARD (IMA)

- Applicants must meet all general requirements.
- Must be agency heads (first-line manager) or sales/unit managers (frontline or second-line)
- **Only FYC paid to the applicant and his/her direct and indirect reports will be counted.**
- Must personally supervise full-time career agents under direct team/supervision as of December 31, 2022.
- Application fee: USD 150.

ORDINARY/TRADITIONAL & FINANCIAL PLANNING/SECURITIES-BASED

Compute total commissions or total premiums from January 1, 2022, to December 31, 2022, based on the following formula.

2022 Life Insurance Commissions/Premiums (Individual & Group) (USD/ICE) (must be at least 50% of total commissions/premiums)				
2022 All Other Commissions/Premiums (USD/ICE)				
2022 P&C Commissions/Premiums (USD/ICE)				
2022 Gross P&C Commissions/Premiums	-	2021 Gross P&C Commissions/Premiums	=	Growth X 50% =
				+
Total Commissions/Premiums (USD/ICE)				

MULTILINE

Complete the matrix below, based on production of each agent/representative from January 1, 2022, to December 31, 2022. Benchmark 1 measures average life premium sold. You may enter figures for either Benchmark 2A (new products sold) or Benchmark 2B (renewal product percentages).

Your award level will be determined by the highest benchmark met. For example, if you meet the qualifications for Silver for average life premium and Bronze for number of multiline units sold (non-life), you will qualify for the Silver level.

Award Tier		Bronze	Silver	Gold	Platinum	Diamond	Titanium
Benchmark 1: Average life premium issued per agent	Minimum	\$8,000 USD/ICE	\$11,000 USD/ICE	\$14,000 USD/ICE	\$17,000 USD/ICE	\$20,000 USD/ICE	\$23,000 USD/ICE
	Your Average						
Choose either of these benchmarks	Benchmark 2A: Number of new multiline units sold (nonlife)	200	225	250	275	300	325
	Your Average						
Benchmark 2B: P&C renewal retention ration (nonlife)	Minimum	70%	73%	75%	80%	85%	85%
	Your Average						

MASTER AGENCY AWARD (MAA) & MASTER FIRM AWARD (MFA)

- Applicants must meet all general requirements.
- Must be agency heads (first-line manager).
- Only applications from a main or central office representing an entire agency/firm will qualify.
- FYC paid to the direct or indirect agents supervised by the applicant will be counted.
- Application fee: USD 300.

Compute total commissions or total premiums from January 1, 2022, to December 31, 2022, based on the following formula

2022 Unlimited Credit (USD/ICE) (must be at least 50% of total commissions/premiums)					
2022 Limited Credit (USD/ICE)					
2022 P&C Commissions/Premiums (USD/ICE)					
2022 Gross P&C Commissions/Premiums	-	2021 Gross P&C Commissions/Premiums	=	Growth	X 50% =
					+
Total Commissions/Premiums (USD/ICE)					

MASTER MULTILINE AWARD

Minimum qualifying criteria for Master Multiline Award is \$300,000 Gross Life and Annuity premiums and \$10,000,000 Gross P&C premiums. If your company measures GDC instead of FYC, divide your figures in half to get FYC.

2022 Gross Life Premium (USD/ICE)	
2022 Gross Annuity Premium (USD/ICE)	
2022 Gross P&C Premium (USD/ICE)	

RECRUITING SPECIALIST AWARD (RSA)

- Award levels based on your recruiting performance from January 1, 2022, to December 31, 2022.
- Application fee: USD 75.

Award Tier		Bronze	Silver	Gold	Platinum	Diamond
Ordinary/Traditional & Financial Planning/ Securities-Based	Minimum	6 Newly-Licensed Agents	12 Newly-Licensed Agents	18 Newly-Licensed Agents	24 Newly-Licensed Agents	30 Newly-Licensed Agents
	Actual					
Multiline	Minimum	1 New Hire	2 New Hires	3 New Hires	4 New Hires	5 New Hires
	Actual					



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