

GAMA International Awards Reference Guide

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The GAMA Awards Program recognizes exceptional agency and firm leaders around the world for their commitment to excellence in the financial services industry. We are now accepting 2015 nominations for this prestigious and coveted award:

- Participation in the GAMA Awards Program is based on production figures for the calendar year 2014.
- Each applicant must be an active GAMA member in good standing for 2015.

Submit your application by February 13, 2015 to be recognized at LAMP'15 and the GAMA International Journal Awards Issue or by April 17, 2015 to be recognized in the GAMA International Journal Awards Issue only.

Below are the types of awards and the criteria for each:

Master Agency Award: Application Fee \$300

Who Qualifies: Agency heads of ordinary/traditional agencies
 Minimum Qualifying Criteria: Agency commission levels of \$7.8M USD or Premiums of \$15.6M USD

Master Multiline Award: Application Fee \$300

Who Qualifies: Agency heads of multiline agencies
 Minimum Qualifying Criteria: \$300,000 gross life and annuity premiums and \$10,000,000 gross P&C premiums

International Management Award: Application Fee \$150

Who Qualifies: First-line managers (heads of agencies or firms) and frontline or second-/middle-line managers (sales or unit managers). Applicants must personally supervise full-time career agents, advisors, or sales representatives in an agency or firm.

Minimum Qualifying Criteria:

Bronze	Silver	Gold	Platinum	Diamond
\$300,000 commissions \$600,000 premiums	\$600,000 commissions \$1,200,000 premiums	\$1,200,000 commissions \$2,400,000 premiums	\$1,800,000 commissions \$3,600,000 premiums	\$2,500,000 commissions \$5,000,000 premiums

Frontline Leader Award: Application Fee \$100

Who Qualifies: Frontline or second-/middle-line managers (sales or unit managers) who supervise full-time career agents, advisors, or sales representatives in the agency or firm

Minimum Qualifying Criteria:

Bronze	Silver	Gold	Platinum	Diamond
\$140,000 commissions \$280,000 premiums	\$280,000 commissions \$560,000 premiums	\$600,000 commissions \$1,200,000 premiums	\$1,000,000 commissions \$2,000,000 premiums	\$1,500,000 commissions \$3,000,000 premiums

Recruiting Specialist Award: Application Fee \$75

Who Qualifies: Agency or firm recruiters

Minimum Qualifying Criteria:

Bronze	Silver	Gold	Platinum	Diamond
6 New Agents	12 New Agents	18 New Agents	24 New Agents	30 New Agents



Minimum Traditional and Financial Planning Agency Qualifications

Only members of GAMA International whose dues are paid for 2015 are eligible for the **GAMA Awards Program**. To check if your dues are current, please visit us online at gamaweb.com/renew. To log into your GAMA web account, you'll need your GAMA Member ID number and password (your last name, all lowercase with no spaces or punctuation). If you have additional questions about your membership status or wish to join GAMA, please call the Membership Department at 888-275-0091 or email membership@gamaweb.com. For minimum multiline agency qualifications, refer to the next page.

Please note you can apply for multiple awards.

Award		Minimum Qualifying Commissions	Actual Commissions	Minimum Qualifying Premiums	Actual Premiums	Minimum Qualifications	Actual Newly-Contracted Agents
Master Agency/Firm Award		\$7,800,000		\$15,600,000			
International Management Award	Bronze	\$300,000		\$600,000			
	Silver	\$600,000		\$1,200,000			
	Gold	\$1,200,000		\$2,400,000			
	Platinum	\$1,800,000		\$3,600,000			
	Diamond	\$2,500,000		\$5,000,000			
Frontline Leader Award	Bronze	\$140,000		\$280,000			
	Silver	\$280,000		\$560,000			
	Gold	\$560,000		\$1,200,000			
	Platinum	\$1,000,000		\$2,000,000			
	Diamond	\$1,500,000		\$3,000,000			
Recruiting Specialist Award	Bronze					6 New Agents	
	Silver					12 New Agents	
	Gold					18 New Agents	
	Platinum					24 New Agents	
	Diamond					30 New Agents	

Eligible Production Credit Table

The reference guide for each award contains formulas that will help you determine your total eligible commissions or premiums. To determine what production credits are eligible to be included toward your GAMA 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	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 endowment rider	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

Master Agency/Master Firm Award Commissions

Compute total commissions or total premiums from January 1, 2014 to December 31, 2014, based on the following formula. Use only new first-year commissions/premiums. Unlimited credit must be at least 50% of your total commissions/premiums. To determine your figures for unlimited credit and limited credit, please consult the eligible production credit table on page 5.

Commissions should be expressed in either U.S. Dollars (USD) or international conversion equivalents (ICE). Non-U.S. applicants should consult the international conversion table on page 11 to determine the appropriate ICE figures for their commissions.

2014 Unlimited Credit (USD/ICE) <i>(must be at least 50% of total commissions/premiums)</i>						
2014 Limited Credit (USD/ICE)						
2014 P&C Commissions/Premiums (USD/ICE)						
2014 Gross P&C Commissions/Premiums	-	2013 Gross P&C Commissions/Premiums	=	Growth	× 50% =	
TOTAL Commissions/Premiums						

Master Multiline Award Commissions

Enter the following premium amounts, based on your organization's performance from January 1, 2014 through December 31, 2014. Commissions should be expressed in either U.S. Dollars (USD) or international conversion equivalents (ICE). Non-U.S. applicants should consult the international conversion table on page 11 to determine the appropriate ICE figures for their commissions.

If your company measures GDC instead of FYC, divide your figures in half to get FYC.

2014 Gross Life Premium (USD/ICE)	
2014 Gross Annuity Premium (USD/ICE)	
2014 Gross P&C Premium (USD/ICE)	

IMA Ordinary/Traditional & IMA Financial Planning/Securities-Based

Compute total commissions or total premiums from January 1, 2014 to December 31, 2014, based on the following formula. Use only new first-year commissions/premiums. Life insurance commissions/premiums must be at least 50% of total commissions/premiums for the IMA Ordinary/Traditional. Please report all data, including the commissions/premiums and total commissions/premiums.

Commissions/Premiums should be expressed in either U.S. Dollars (USD) or international conversion equivalents (ICE). Non-U.S. applicants should consult the international conversion table on page 11 to determine the appropriate ICE figures for their commissions.

2014 Life Insurance Commissions/Premiums (Individual and Group) (USD/ICE) <i>(must be at least 50% of total commissions/premiums)</i>						
2014 All Other Commissions/Premiums (USD/ICE)						
2014 P&C Commissions/Premiums (USD/ICE)						
2014 Gross P&C Commissions/Premiums	-	2013 Gross P&C Commissions/Premiums	=	Growth	× 50% =	
TOTAL Commissions/Premiums						

IMA Multiline

Complete the matrix below, based on production of each agent/representative from January 1, 2014 through December 31, 2014. Benchmark 1 measures average life premium sold. You may enter figures for either Benchmark 2A (new products sold) or Benchmark 2B (renewal product percentages).

Premiums should be expressed in either U.S. Dollars (USD) or international conversion equivalents (ICE). Non-U.S. applicants should consult the international conversion table on page 11 to determine the appropriate ICE figures for their commissions.

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 (nonlife), you will qualify for the Silver level.

Award Tier		Bronze	Silver	Gold	Platinum	Diamond	
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	
	Your Average						
Choose either of these benchmarks.	Benchmark 2A: Number of new multiline units sold (nonlife)	Minimum	200	225	250	275	300
		Your Average					
	Benchmark 2B: P&C renewal retention ration (nonlife)	Minimum	70%	73%	75%	80%	85%
		Your Average					

FLA Ordinary/Traditional & FLA Financial Planning/Securities-Based

Compute total commissions or total premiums from January 1, 2014 to December 31, 2014, based on the following formula.

Commissions/Premiums should be expressed in either U.S. Dollars (USD) or international conversion equivalents (ICE). Non-U.S. applicants should consult the international conversion table on page 11 to determine the appropriate ICE figures for their commissions.

2014 Unlimited Credit (USD/ICE) <i>(must be at least 50% of total commissions/premiums)</i>						
2014 Limited Credit (USD/ICE)						
2014 P&C Commissions/Premiums (USD/ICE)						
2014 Gross P&C Commissions/Premiums	-	2013 Gross P&C Commissions/Premiums	=	Growth	x 50% =	
TOTAL Commissions/Premiums						

FLA Multiline

Complete the matrix below, based on production of each agent/representative from January 1, 2014 through December 31, 2014. Benchmark 1 measures average life premium sold. You may enter figures for either Benchmark 2A (new products sold) or Benchmark 2B (renewal product percentages).

Premiums should be expressed in either U.S. Dollars (USD) or international conversion equivalents (ICE). Non-U.S. applicants should consult the international conversion table on page 11 to determine the appropriate ICE figures for their commissions.

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 (nonlife), 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						
Choose either of these benchmarks.	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					

RSA Commissions

Please see below for award level. Award levels based on your recruiting performance in the period from January 1, 2014 to December 31, 2014.

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					



International Conversion Equivalent (ICE) Table

To convert your non-U.S. production number to its International Conversion Equivalent (ICE), divide your commissions by the conversion factor found after each country's name. The figure provided for each award level show the ICE needed to meet the minimum production target for that award level. Example: Jose Ramirez, from Mexico, has total commissions/premiums for 2014 of 15,721,280 pesos. He can use the international conversion table in two ways:

1. Jose can divide his commission/premium by his country's conversion factor to convert it to ICE units; Mexico's conversion factor is 7.4824. $15,721,280$ divided by $7.4826 = 2,101,045$ ICE units
2. Jose can check on the columns to the right of the conversion factor for Mexico to determine the minimum level of ICE units that will qualify him for each level in the GAMA Awards Program. Jose is eligible for the FLA Silver.

Country	ICE Conversion Factor	Minimum Production Target for Award Levels (ICE)										MAA/MFA
		FLA Bronze	FLA Silver	FLA Gold	FLA Platinum	FLA Diamond	IMA Bronze	IMA Silver	IMA Gold	IMA Platinum	IMA Diamond	
Australia	1.3945	195,230	390,460	780,920	1,394,500	2,091,750	418,350	836,700	1,673,400	2,510,100	3,486,250	10,598,200
Bahamas	0.7880	110,320	220,640	441,280	788,000	1,182,000	236,400	472,800	945,600	1,418,400	1,970,000	5,988,800
Canada	1.2619	176,666	353,332	706,664	1,261,900	1,892,850	378,570	757,140	1,514,280	2,271,420	3,154,750	9,590,440
China	1.9021	266,294	532,588	1,065,176	1,902,100	2,853,150	570,630	1,141,260	2,282,520	3,423,780	4,755,250	14,455,960
Cyprus	0.3815	53,410	106,820	213,640	381,500	572,250	114,450	228,900	457,800	686,700	953,750	2,899,400
Germany	0.9000	126,000	252,000	504,000	900,000	1,350,000	270,000	540,000	1,080,000	1,620,000	2,250,000	6,840,000
Greece	0.6445	90,230	180,460	360,920	644,500	966,750	193,350	386,700	773,400	1,160,100	1,611,250	4,898,200
Hong Kong	6.0000	840,000	1,680,000	3,360,000	6,000,000	9,000,000	1,800,000	3,600,000	7,200,000	10,800,000	15,000,000	46,800,000
Hungary	120.6000	16,884,000	33,768,000	67,536,000	120,600,000	180,900,000	36,180,000	72,360,000	144,720,000	217,080,000	301,500,000	916,560,000
India	9.1880	1,286,320	2,572,640	5,145,280	9,188,000	13,782,000	2,756,400	5,512,800	11,025,600	16,538,400	22,970,000	69,828,800
Jamaica	43.4184	6,078,576	12,157,152	24,314,304	43,418,400	65,127,600	13,025,520	26,051,040	52,102,080	78,153,120	108,546,000	329,979,840
Japan	131.1923	18,366,922	36,733,844	73,467,688	131,192,300	196,788,450	39,357,690	78,715,380	157,430,760	236,146,140	327,980,750	997,061,480
Malaysia	1.7532	245,448	490,896	981,792	1,753,200	2,629,800	525,960	1,051,920	2,103,840	3,155,760	4,383,000	13,324,320
Mexico	7.4826	1,047,564	2,095,128	4,190,256	7,482,600	11,223,900	2,244,780	4,489,560	8,979,120	13,468,680	18,706,500	56,867,760
New Zealand	1.5967	223,538	447,076	894,152	1,596,700	2,395,050	479,010	958,020	1,916,040	2,874,060	3,991,750	12,134,920
Philippines	12.8000	1,792,000	3,584,000	7,168,000	12,800,000	19,200,000	3,840,000	7,680,000	15,360,000	23,040,000	32,000,000	97,280,000
Singapore	1.3967	195,538	391,076	782,152	1,396,700	2,095,050	419,010	838,020	1,676,040	2,514,060	3,491,750	10,614,920
Taiwan	20.9793	2,937,102	5,874,204	11,748,408	20,979,300	31,468,950	6,293,790	12,587,580	25,175,160	37,762,740	52,448,250	159,442,680
Thailand	12.9000	1,806,000	3,612,000	7,224,000	12,900,000	19,350,000	3,870,000	7,740,000	15,480,000	23,220,000	32,250,000	98,040,000
Trinidad & Tobago	4.5771	640,794	1,281,588	2,563,176	4,577,100	6,865,650	1,373,130	2,746,260	5,492,520	8,238,780	11,442,750	34,785,960
Turkey	0.7608	106,512	213,024	426,048	760,800	1,141,200	228,240	456,480	912,960	1,369,440	1,902,000	5,782,080
United Kingdom	0.6000	84,000	168,000	336,000	600,000	900,000	180,000	360,000	720,000	1,080,000	1,500,000	4,560,000