

GAMA International Awards Criteria

The *GAMA International Leadership Awards* program recognizes exceptional agency and firm leaders around the world for their commitment to excellence in the insurance and financial services industry.

We are now accepting 2017 nominations for this prestigious and coveted award:

- Participation in the *GAMA Leadership Awards* program is based on production figures for the calendar year 2016.
- Each applicant must be an active GAMA International member in good standing for 2017.

Submit your application by **February 17, 2017** to be recognized at both LAMP '17 and in the *GAMA International Journal* awards' issue or by **April 14, 2017** to be recognized in the *GAMA International Journal* awards' issue only.

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 multi-line 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

GAMA International Leadership Awards

Step 1

Complete your GAMA International Awards Application

Member ID# _____

First Name _____ Last Name _____

Name as it appears on your certificate _____

Designations _____

Title _____

Agency/Firm Name _____

Company _____

Company's Country _____

Address _____

City _____ ZIP Code _____

Country _____ Phone _____

Email _____

For MAA, MFA, MMA: Agency/Firm name as it should appear on certificate _____

For MAA, MFA, MMA: Total commissions and/or premiums _____

I am applying for: *(Please indicate each award you want to apply for)*

- Master Agency Award (Fee: \$300)
- Master Firm Award (Fee: \$300)
- Master Multiline Award (Fee: \$300)
- International Management Award (Fee: \$150)
- Diamond Platinum Gold Silver Bronze
- Frontline Leader Award (Fee: \$100)
- Diamond Platinum Gold Silver Bronze
- Recruiting Specialist Award (Fee: \$75)
- Diamond Platinum Gold Silver Bronze

Step 2

Verify your GAMA Membership Dues

Only members of GAMA International whose dues are paid for 2017 are eligible for the GAMA International Leadership Awards Program. Please visit www.gamaweb.com to join or renew your membership.

(continued on next column)

Membership Fee

- I have already paid my membership fee _____
- Master Agency Award _____
- Master Firm Award _____
- Master Multiline Award _____
- International Management Award _____
- Frontline Leader Award _____
- Recruiting Specialist Award _____
- Total** _____

Additionally, by applying for this award, I am certifying that my GAMA dues are current. If my membership is not current, or my dues are not paid at the correct level, I authorize GAMA to charge my dues owed in accordance with my award level, not to exceed \$400.

Step 3

Application Fee Payment

Charge to: Visa MasterCard American Express

Name on Card _____ Billing ZIP Code _____

Card Number _____ Expiration Date _____

Signature _____ CSC (three- or four-digit card security code) _____

Complete this awards application, selecting the appropriate awards for which you qualify, and email the application along with payment to GAMA International to: awards@gamaweb.com

Step 4

Submission, Processing, and Review

- Mail or email (awards@gamaweb.com) application and payment to:
GAMA International Awards
 3112 Fairview Park Drive
 Falls Church, VA 22042
- Applications that are submitted by February 17, 2017 will have certificates processed and mailed within 4-6 weeks. Please allow the same 4-6 weeks for processing on applications submitted by April 14, 2017. You will receive an email confirmation after your payment and application has been verified.

Questions?

Please email awards@gamaweb.com or call 800-345-2687.