

Application* for the 2021 NATIONAL MULTI-LINE EXCLUSIVE AGENCY MANAGEMENT AWARD (NMLEA)

Identifying Information

Mr. Ms. Miss Mrs. Advocis ID

Applicant First Name _____ Initial _____ Last Name _____

Designations CFP® CLU® CH.F.C.® CHS Other _____

Company Name _____

Street Address _____

City _____ Province _____ Postal Code _____ Telephone _____

Email address _____ Social Media _____

Member and Company Status Information

Please check [] the following boxes where applicable:

- 1. I am a GAMA International Canada member in good standing. I understand that, in order to qualify for and be granted this award, I must maintain my membership in good standing for at least 12 months following submission of the award application.
- 2. Applicants must meet all general requirements. Applicants must be agency heads (first-line manager – District Manager or Branch Manager). **Only production from the applicant's district or direct unit will be counted.** Must personally supervise/ manage full-time career agents under direct team/supervision as of December 31, 2020.
- 3. Qualifying Production Requirements – Qualification is based on production of each agent/advisor from January 1, 2020 to December 31, 2020. Benchmark 1, measures average life premium sold. Benchmark 2, measures average new retail wealth annual premium sold. Benchmark 3, measures the number of new P&C policies sold.

NMLEA Award Criteria

Please check [] the Award Tier you are applying for:

Award Tier	<input type="checkbox"/> Bronze	<input type="checkbox"/> Silver	<input type="checkbox"/> Gold
Benchmark 1: Average new Life Premium issued per Agent/Advisor	\$42,000	\$45,000	\$50,000
Benchmark 2: Average new retail wealth new premium per Agent/Advisor	\$375,000	\$500,000	\$675,000
Benchmark 3: Total number of new P&C Sales (non-life or wealth)	700	800	950

Your overall award level will be determined by the average of the three categories.

Overall Category = the “average” of the three categories. Eg. If 2 of the 3 categories are Bronze, the Overall Category = Bronze. If of the 3 are Gold, the Overall Category = Gold. If each of the 3 categories are different, the middle category will determine the Overall Category. Eg. If Life is Bronze, Wealth is Silver and P&C new policies sold is Gold, the Overall Category = Silver

Eligible Product Inclusion:

1. New Life Premium – Individual Life, Individual Critical illness, Individual Disability income contracts, Individual Long-term care, Life (group), Disability Income Contracts (group), Long term care (group), Critical illness (group)
2. New retail Wealth Premium – Individual Segregated Funds, Group Segregated Funds, Individual Mutual Funds
3. New Property and Casualty Sales – New Auto, Habitation, Farm and Commercial

