



2024 國際龍獎IDA會員公司 全球排名數據公告

The 1st IDA (International Dragon Award)
official announcement of 2024 Global Company Rankings



國際龍獎IDA
會員專屬
Exclusive to
IDA Members



卷首语 Preface 2

**2024国际龙奖IDA会员公司首届全球排名数据公告
The 1st IDA(International Dragon Award)official announcement of
2024 Global Company Rankings 4**

· 2000~2024年国际龙奖IDA总累计数据
Total Accumulated Data of the IDA from 2000 to 2024 5

· 2024年国际龙奖IDA当年度数据统计
Statistical Data of the IDA for 2024 10

· 国际龙奖IDA百人团队数据统计
Statistical Data of the IDA Hundred-Head Teams 25

**世界金融保险业的荣誉体系—国际龙奖IDA
The Honor System of the Global Financial Insurance Industry
—International Dragon Award 30**

· 国际龙奖IDA，引领行业发展
IDA, Leading the Industry Forward 32

· 国际龙奖IDA理念—典范·完美·尊贵
Philosophy of IDA— Paragon, Perfection, Nobility 34

· 世界级标准与认证—国际龙奖IDA
World Class Standards and Certifications—International Dragon Award 38

· 长期卓越，体现专业价值—国际龙奖IDA终身会员
Enduring Excellence: Reflecting Professional Value
—Life Member of IDA 42

· 世界金融保险业的典范与楷模—国际龙奖IDA名人堂会员
The Paradigm and Role Model of the World Financial Insurance Industry
—IDA Hall of Fame 44

· 登峰造极，向销售极限挑战世界纪录—国际龙奖IDA百人荣誉
Reaching the pinnacle, challenging world records in sales
—IDA Hundred Honors 46

· 超群绝伦，世界级卓越团队的象征—国际龙奖IDA百人团队
Unparalleled Excellence, a Symbol of World-Class Outstanding Teams
—IDA Hundred-Head Team 48

· 国际龙奖IDA千人团队
IDA Thousand-Head Team 52

· 国际龙奖IDA世纪传奇百人团队
IDA Century Legend Team 53

· IDA荣誉体系推动业务产能与组织发展
The IDA Honor System Promotes Performance, Productivity and
Organizational Development 54

· IDA会员申请，彰显中立、客观、公正、严谨
IDA Membership Application: Exemplifying Neutrality, Objectivity, Fairness, and Rigor 58

· 专属权益，赋能IDA会员精进
Exclusive Benefits: Empowering IDA Members to Seek Continuous Improvement 60

· 国际龙奖IDA终身荣誉大使团
Delegation of IDA Honorary Lifetime Ambassadors 62

· 世界华人保险终身成就奖
Worldwide Chinese Life Insurance Lifetime Achievement Award 64

**CIA500世界华人保险500强团队
CIA500 Chinese Insurance Agency 500 68**

· CIA500使命—共荣、共进、共好；CIA500理念—做大、做强、做精
Mission of CIA500 —We Glorify, Develop, Perfect Together
Philosophy of CIA500—Become Bigger, Stronger and More Professional 71

· CIA500的3项指标
3 Key Indicators of CIA500 72

· CIA500奖项对保险公司与团队经营的意义
The significance of the CIA500 Award to insurance companies and team
management. 76

· CIA500会员申请流程
CIA500 Membership Application Process 78

· CIA500会员专属权益
CIA500 Exclusive Membership Benefits 79

**建置保险经营生态系，赋能国际龙奖IDA
Building an Insurance Management Ecosystem to Empower the IDA 80**

卷首语

为彰显世界金融保险从业人员在保险业发展历程中的重要性及贡献度，并为每一位追求卓越金融保险业务工作者提供专属的国际荣誉平台，保险营销集团于1998年创设国际龙奖IDA，以「典范·完美·尊贵」从业理念为圭臬，以世界级标准分别设置「杰出业务奖」及「优秀主管奖」，引领迈向优秀之「销售产能」及「组织发展」，并透过奖项申请及颁奖典礼，表扬卓越的世界金融保险从业人员，以帮助保险行业及金融保险机构的经营与发展。

历经25年，国际龙奖IDA经世界各大金融保险机构、业务团队及业务人员的支持与认同，截至2024年国际龙奖IDA会员数已遍及17个国家与地区，超过250家金融保险机构，累计会员数超过16万3,000人。于此同时，国际龙奖IDA执行委员会依据25年来累计的数据，梳理出多项极具意义与价值的数据与分析，供世界各金融保险机构及业务团队经营的指引与参考。

为此，国际龙奖IDA执行委员会于2024年7月在中国香港举开「首届2024年国际龙奖IDA会员公司全球排名发布会」，并发表多项数据公告及分析，期待为世界金融保险行业的繁荣发展再尽绵薄之力，并感谢各金融保险机构及优秀保险从业者过去对人寿保险及行业的贡献，以及25年来对国际龙奖IDA的重视与肯定。

保险营销集团创立至今41年，以提升世界金融保险从业人员的专业素养、形象与社会地位为使命，并基于此使命创设国际龙奖IDA，引领世界金融保险从业人员追求世界级的标准与荣誉；建构国际龙奖IDA荣誉体系，为所属金融保险机构与组织团队挹注稳健发展基石；建置国际龙奖IDA成功基因库，赋能国际龙奖IDA，鼓励并陪伴世界金融保险从业人员达成国际龙奖IDA。

时至今日，对于该奖项创设之初衷实现与初步成果感到欣慰。我们自许，未来将为世界金融保险业的繁荣与发展、进步与成长持续奉献，并与各大金融保险机构及优秀金融保险从业人员陪伴同行，迈向卓越！

国际龙奖IDA 执行委员会 IDA Executive Committee



国际龙奖IDA
执行委员会创会主席
Founder
Chairperson

梁天龍

Liang Tien Lung



国际龙奖IDA
执行委员会主席
Executive
Chairperson

黃俊文

Huang Chun Wen



国际龙奖IDA
执行委员会副主席
Vice Executive
Chairperson

殷淑明

Yin Shu Ming



国际龙奖IDA
执行委员会副主席
Vice Executive
Chairperson

黃美菁

Bong Mei Chin



国际龙奖IDA
执行委员会副主席
Vice Executive
Chairperson

梁家和

Ben Liang



国际龙奖IDA
执行委员会副主席
Vice Executive
Chairperson

張文文

Tim Zhang



国际龙奖IDA
执行委员会副主席
Vice Executive
Chairperson

梁詠英

JJ Liang

Preface

To highlight the pivotal role and achievements of financial insurance professionals in advancing the insurance sector, the Insurance Marketing Group established the International Dragon Award (IDA) in 1998. The IDA serves as a prestigious global platform honoring dedicated financial insurance professionals committed to excellence, guided by the principles of Paragon, Perfection, Nobility. It has set world-class standards, including the creation of the Agent Category Award and the Manager Category Award, aimed at fostering exceptional sales productivity and organizational development. Through the award application and ceremony, outstanding professionals in the global financial insurance industry are recognized, aiding in the operation and development of the insurance sector and financial institutions.

Over the past 25 years, the IDA has garnered widespread recognition and acclaim from major financial insurance institutions, sales teams, and professionals globally. By 2024, the IDA boasts a presence in 17 countries and regions, with backing from over 250 financial insurance institutions and a cumulative membership exceeding 163,000 professionals. Moreover, leveraging insights accumulated over a quarter-century, the IDA Executive Committee has compiled extensive data-driven analyses. These findings serve as invaluable resources, offering strategic guidance for the management and operations of financial insurance institutions and sales teams worldwide.

Therefore, in July 2024, the IDA Executive Committee convened in Hong Kong, China, for the 1st IDA (International Dragon Award) Official Announcement of 2024 - Global Company Rankings. During this event, multiple data releases and analyses were presented, marking a dedicated effort to further the prosperous development of the global financial insurance industry. This occasion also served to acknowledge and we extend our gratitude to contributions of exemplary insurance practitioners and financial institutions to the life insurance sector over the past 25 years, affirming their significance and commitment to the IDA.

Founded 41 years ago, the Insurance Marketing Group's mission has been to enhance the professional competency, image, and social standing of practitioners in the global financial insurance sectors. This mission led to the creation of the IDA, setting world-class standards and honors for the industry. The IDA's framework of recognition supports the stable development of affiliated financial institutions and organizational teams, empowered by a reservoir of successful practices from the IDA DNA Bank, inspiring and guiding global financial insurance professionals towards IDA excellence.

Today, we reflect with satisfaction on the initial aspirations and achievements of this prestigious award. Looking forward, we pledge to continue our dedication to the prosperity, development, progress, and growth of the global financial insurance industry. We stand committed to accompanying and supporting major financial insurance institutions and outstanding professionals on their journey towards excellence!

The 1st IDA (International Dragon Award) official announcement of 2024 Global Company Rankings

2024国际龙奖IDA会员公司 首届全球排名 数据公告

一、2000~2024年国际龙奖IDA总累计数据 Total Accumulated Data of the IDA from 2000 to 2024

2000~2024年国际龙奖IDA全球及各地区—业务、主管奖会员总累计人数统计 Total Accumulated Number of IDA Members (Agent and Manager Category Award) - Worldwide and by Region from 2000 to 2024

	地区 Region	会员 总累计人数 Total Cum. Members	业务奖会员 总累计人数 Total Cum. Agent Category Award	业务奖会员 总累计人数占比 Proportion of Agent Category Award	主管奖会员 总累计人数 Total Cum. Management Award	主管奖会员 总累计人数占比 Proportion of Management Award
	全球 Worldwide	163,809	153,944	94%	9,865	6%

序 serial number	地区 Region	会员 总累计人数 Total Cum. Members	业务奖会员 总累计人数 Total Cum. Agent Category Award	业务奖会员 总累计人数占比 Proportion of Agent Category Award	主管奖会员 总累计人数 Total Cum. Management Award	主管奖会员 总累计人数占比 Proportion of Management Award
1	中国内地(大陆) China	97,910	93,993	96%	3,917	4%
2	中国台湾 Taiwan, China	30,011	27,261	91%	2,750	9%
3	中国香港 Hong Kong, China	21,776	19,725	91%	2,051	9%
4	马来西亚 Malaysia	7,078	6,553	93%	525	7%
5	新加坡 Singapore	4,788	4,364	91%	424	9%
6	中国澳门 Macau, China	1,493	1,343	90%	150	10%
7	美国 U.S.A.	333	316	95%	17	5%
8	新西兰 New Zealand	267	246	92%	21	8%

序号9~17会员地区，因IDA会员数未达200位，只做排序不予提供数据公告及分析
For member regions ranked 9 to 17, as the number of IDA members does not reach 200, data is only ranked but not provided for public announcement and analysis.

9	印度尼西亚 Indonesia	*	*	*	*	*
10	文莱 Brunei	*	*	*	*	*
11	加拿大 Canada	*	*	*	*	*
12	泰国 Thailand	*	*	*	*	*
13	韩国 South Korea	*	*	*	*	*
14	日本 Japan	*	*	*	*	*
15	澳大利亚 Australia	*	*	*	*	*
16	阿拉伯联合酋长国 United Arab Emirates	*	*	*	*	*
17	匈牙利 Hungary	*	*	*	*	*

国际龙奖IDA自2000年首度颁发，过去25年以推动华人保险市场为主体，在全球获得17个国家与地区、超过250家金融保险机构的支持与肯定，累计会员数超过16万3,000人；未来国际龙奖IDA将扩大面向世界，持续推动世界金融保险业的繁荣及发展。

The International Dragon Award (IDA), first presented in 2000, has focused on promoting the Chinese insurance industry for the past quarter century. It has garnered support and recognition from over 250 financial and insurance institutions across 17 countries and regions worldwide, with a cumulative membership exceeding 163,000. Looking ahead, the IDA aims to expand its reach globally, continuing to drive the prosperity and sustainable development of the international financial insurance industry.

**2000~2024年国际龙奖IDA全球前100金融保险机构—
25年业务、主管奖会员累计人数统计**

序 serial number	公司名称 Company Name	会员 累计人数 Total Cum. Members	业务奖会员 累计人数 Total Cum. Agent Category Award	业务奖会员 累计人数占比 Proportion of Agent Category Award	主管奖会员 累计人数 Total Cum. Management Award	主管奖会员 累计人数占比 Proportion of Management Award
1	中国人寿保险股份有限公司 China Life Insurance Company Limited	24,521	23,815	97%	706	3%
2	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	22,002	21,101	96%	901	4%
3	新华人寿保险股份有限公司 New China Life Insurance Co.,Ltd.	10,478	9,866	94%	612	6%
4	宏利人壽保險(國際)有限公司(中國香港) Manulife (International) Limited	9,040	7,921	88%	1,119	12%
5	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	7,309	7,080	97%	229	3%
6	保誠保險有限公司 Prudential Hong Kong Limited	6,085	5,879	97%	206	3%
7	富邦人壽保險股份有限公司 Fubon Life Insurance Co., Ltd.	5,112	4,715	92%	397	8%
8	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Co., Ltd.	4,338	3,631	84%	707	16%
9	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	3,894	3,589	92%	305	8%
10	國泰人壽保險股份有限公司 Cathay Life Insurance Company Ltd.	3,712	3,640	98%	72	2%
11	新光人壽保險股份有限公司 Shin Kong Life Insurance Co., Ltd.	3,522	3,246	92%	276	8%
12	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	3,405	3,332	98%	73	2%
13	中國人壽保險(海外)股份有限公司(中國香港) China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	2,908	2,470	85%	438	15%
14	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	2,785	2,552	92%	233	8%
15	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	2,650	2,584	98%	66	2%
16	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	2,591	2,451	95%	140	5%
17	泰康人寿保险有限责任公司 TAI KANG LIFE INSURANCE Co., Ltd.	2,266	2,210	98%	56	2%
18	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	2,119	1,964	93%	155	7%
19	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	1,929	1,648	85%	281	15%
20	公勝保險經紀人股份有限公司 Golden Insurance Brokers Ltd.	1,779	1,549	87%	230	13%
21	馬來西亞大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	1,746	1,660	95%	86	5%
22	友邦保險(國際)有限公司(中國香港) AIA International Limited	1,613	1,469	91%	144	9%
23	豐隆保險公司 Hong Leong Assurance Berhad	1,561	1,417	91%	144	9%
24	中國信託金控台灣人壽保險股份有限公司 CTBC Holding Taiwan Life Insurance Co., Ltd.	1,505	1,342	89%	163	11%
25	瑞众人寿保险有限责任公司 Rui Life Insurance Co., LTD.	1,487	1,432	96%	55	4%
26	保誠保險馬來西亞有限公司 Prudential Assurance Malaysia Berhad	1,481	1,363	92%	118	8%
27	阳光人寿保险股份有限公司 Sunshine Life Insurance Corporation Limited	1,416	1,391	98%	25	2%

**Total Accumulated Number of IDA Members (Agent and Manager Category)
from the Top 100 Financial Insurance Institutions Worldwide from 2000 to 2024**

序 serial number	公司名称 Company Name	会员 累计人数 Total Cum. Members	业务奖会员 累计人数 Total Cum. Agent Category Award	业务奖会员 累计人数占比 Proportion of Agent Category Award	主管奖会员 累计人数 Total Cum. Management Award	主管奖会员 累计人数占比 Proportion of Management Award
28	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Co., Ltd.	1,402	1,209	86%	193	14%
29	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	1,247	1,153	92%	94	8%
30	凱基人壽保險股份有限公司 KGI Life Insurance Co., Ltd.	1,209	1,140	94%	69	6%
31	新加坡友邦財務顧問 AIA Financial Advisers Private Limited	1,165	1,002	86%	163	14%
32	合众人寿保险股份有限公司 Union Life Insurance Co., Ltd.	1,092	1,068	98%	24	2%
33	中意人寿保险有限公司 Generali China Life Insurance Co., Ltd.	1,005	931	93%	74	7%
34	友邦保險(國際)有限公司(中國澳門) AIA International Limited	774	701	91%	73	9%
35	百年人寿保险股份有限公司 Aeon Life Insurance Company, Ltd	771	755	98%	16	2%
36	中汇人寿保险股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	678	670	99%	8	1%
37	马来西亚Allianz人寿保险有限公司 Allianz Life Insurance Malaysia Berhad	660	597	90%	63	10%
38	中荷人寿保险有限公司 BOB-Cardif Life Insurance Co., Ltd.	639	611	96%	28	4%
	安联人寿保险有限公司 Allianz China Life Insurance Co., Ltd.	639	549	86%	90	14%
39	馬來西亞友邦保險有限公司 AIA Berhad	590	544	92%	46	8%
40	富通保險有限公司 FTLife Insurance Company Limited	576	539	94%	37	6%
41	宏利人壽保險(國際)有限公司(中國澳門) Manulife (International) Limited	568	497	87.5%	71	12.5%
42	民生人寿保险股份有限公司 Minsheng Life Insurance Co.,Ltd.	538	534	99%	4	1%
	香港永明金融有限公司 Sun Life Hong Kong Limited	538	515	96%	23	4%
43	永旭保險經紀人股份有限公司 Yung Shiu Insurance Broker Co., Ltd.	521	488	94%	33	6%
44	三商美邦人壽保險股份有限公司 Mercurys Life Insurance Co., Ltd.	500	490	98%	10	2%
45	中英人寿保险有限公司 AVIVA-COFCO LIFE INSURANCE CO..LTD.	467	457	98%	10	2%
46	全球人壽保險股份有限公司 TransGlobe Life Insurance Inc.	455	433	95%	22	5%
47	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	447	428	96%	19	4%
48	威盛保險經紀人股份有限公司 We-Think Insurance Broker Co., Ltd.	437	393	90%	44	10%
49	隽天保险经纪(上海)有限责任公司 JUNTIAN INSURANCE BROKERS	403	353	88%	50	12%
50	信泰人寿保险股份有限公司 Sinatay Life Insurance Co.,Ltd	387	380	98%	7	2%
51	同方全球人寿保险有限公司 Aegon THTF Life Insurance Co., Ltd.	377	369	98%	8	2%
52	陆家嘴国泰人寿保险有限责任公司 Cathay Lujiazui Life Insurance Company Limited	369	369	100%	-	0%
53	南山人壽保險股份有限公司 Nan Shan Life Insurance Company Ltd.	335	332	99%	3	1%

**2000~2024年国际龙奖IDA全球前100金融保险机构—
25年业务、主管奖会员累计人数统计**

序 serial number	公司名称 Company Name	会员 累计人数 Total Cum. Members	业务奖会员 累计人数 Total Cum. Agent Category Award	业务奖会员 累计人数占比 Proportion of Agent Category Award	主管奖会员 累计人数 Total Cum. Management Award	主管奖会员 累计人数占比 Proportion of Management Award
54	北京人寿保险股份有限公司 Beijing Life Insurance Co.,Ltd.	328	298	91%	30	9%
55	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Co., Ltd.	313	267	85%	46	15%
56	英康保险有限公司 Income Insurance Limited	309	308	99.7%	1	0.3%
57	保誠人壽保險股份有限公司 PCA Life Assurance Co., Ltd.	300	272	91%	28	9%
58	保誠保險新加坡(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	289	270	93%	19	7%
59	光大永明人寿保险有限公司 Sun Life Everbright Life Insurance Co.,Ltd	280	279	99.6%	1	0.4%
60	大馬保險公司 AmMetLife Insurance Berhad	278	259	93%	19	7%
61	北大方正人寿保险有限公司 Founder Meiji Yasuda Life Insurance Co., Ltd.	263	249	95%	14	5%
62	复星保德信人寿保险有限公司 Pramerica Fosun Life Insurance Co., Ltd.	239	227	95%	12	5%
63	友邦人寿保险有限公司 AIA-China	230	216	94%	14	6%
64	富易達保險經紀人股份有限公司 Fueda Insurance Broker Corporation Ltd	225	203	90%	22	10%
65	星恒保险代理有限责任公司 Fostar Insurance Agency Co., Ltd.	203	193	95%	10	5%
序号66~100会员公司，因IDA会员数未达200位，只作排序不予提供数据公告及分析 For member companies ranked 67 to 100, as the number of IDA members does not reach 200, data is only ranked but not provided for public announcement and analysis.						
66	大同理財服務有限公司 General International Agency Limited	*	*	*	*	*
67	遠雄人壽保險事業股份有限公司 Farglory Life Insurance Co., Ltd.	*	*	*	*	*
68	恒安标准人寿保险有限公司 Heng An Standard Life Insurance Company Limited	*	*	*	*	*
69	工银安盛人寿保险有限公司 ICBC-AXA ASSURANCE CO., LTD.	*	*	*	*	*
	馬來西亞東京海上人壽保險有限公司 Tokio Marine Life Insurance Malaysia Berhad	*	*	*	*	*
70	New York Life Insurance Company	*	*	*	*	*
	新加坡友邦保險 AIA Singapore Private Limited	*	*	*	*	*
71	利安人寿保险股份有限公司 Lian Life Insurance Company Limited	*	*	*	*	*
72	磐石保險經紀人股份有限公司 ROCK Insurance Brokers Co., Ltd.	*	*	*	*	*
73	长城人寿保险股份有限公司 GREATWALL LIFE INSURANCE CO.,LTD	*	*	*	*	*
74	維林保險經紀人股份有限公司 Veilin Insurance Brokerage CO., LTD	*	*	*	*	*
	馬來西亞蘇黎世人壽保險有限公司 Zurich Life Insurance Malaysia Berhad	*	*	*	*	*
75	台名保險經紀人股份有限公司 Taiming Assurance Broker Co., Ltd.	*	*	*	*	*
76	德华安顾人寿保险有限公司 ERGO China Life Insurance Co., Ltd.	*	*	*	*	*
77	招商局仁和人寿保险股份有限公司 China Merchants Life Insurance Company Limited	*	*	*	*	*

**Total Accumulated Number of IDA Members (Agent and Manager Category)
from the Top 100 Financial Insurance Institutions Worldwide from 2000 to 2024**

序 serial number	公司名称 Company Name	会员 累计人数 Total Cum. Members	业务奖会员 累计人数 Total Cum. Agent Category Award	业务奖会员 累计人数占比 Proportion of Agent Category Award	主管奖会员 累计人数 Total Cum. Management Award	主管奖会员 累计人数占比 Proportion of Management Award
78	幸福人寿保险股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	*	*	*	*	*
79	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*	*	*	*	*
80	富衛人壽保險(澳門)股份有限公司 FWD Life Insurance Company (Macau) Limited	*	*	*	*	*
81	大童保险经纪有限公司 DATONG INSURANCE BROKERAGE COMPANY	*	*	*	*	*
82	永达理保险经纪有限公司 EVERPRO Insurance Brokers Co., Ltd.	*	*	*	*	*
83	中银三星人寿保险有限公司 BOC SAMSUNG LIFE INSURANCE COMPANY LIMITED	*	*	*	*	*
84	富士達保險經紀人股份有限公司 FORESTAR Brokerage Co. Ltd.	*	*	*	*	*
85	台新人壽保險股份有限公司 Taishin Life Insurance Co., Ltd.	*	*	*	*	*
86	华夏在线保险代理服务有限公司 Hua Online Insurance Agency Services Co., Ltd.	*	*	*	*	*
	前海人寿保险股份有限公司 FORESEA LIFE INSURANCE CO.,LTD.	*	*	*	*	*
87	明亚保险经纪股份有限公司 Mingya Insurance Brokers Co., Ltd.	*	*	*	*	*
88	建信人寿保险股份有限公司 CCB Life Insurance Company Limited	*	*	*	*	*
89	豐騰理財 Harveston Financial Advisory Sdn Bhd	*	*	*	*	*
90	国联人寿保险股份有限公司 Guolian Life Insurance Co.,Ltd	*	*	*	*	*
91	农银人寿保险股份有限公司 ABC Life Insurance Co., Ltd	*	*	*	*	*
92	台大保險經紀人股份有限公司 Tai-Da Insurance Broker Co., Ltd.	*	*	*	*	*
93	华康保险代理有限公司 Huakang Insurance Agency Co., Ltd	*	*	*	*	*
	联创保险销售有限公司 L-CHUANG INSURANCE SALES CO.,LTD	*	*	*	*	*
	AIA Financial Services Network Limited	*	*	*	*	*
94	太陽保險經紀人股份有限公司 Tai-Yung Insurance Broker Co., Ltd.	*	*	*	*	*
95	宏利人壽保險 Manulife Insurance Berhad	*	*	*	*	*
	騰達保險經紀人股份有限公司 TENGD A Insurance Brokers Co., Ltd.	*	*	*	*	*
96	環球世達保險經紀人股份有限公司 Global Star Insurance Brokers Co. Ltd.	*	*	*	*	*
97	华泰人寿保险股份有限公司 Huatai Life Insurance Co., Ltd.	*	*	*	*	*
98	呈祥保險經紀人股份有限公司 Cheng Shiang Insurance Broker Co., Ltd.	*	*	*	*	*
99	安聯人壽保險股份有限公司 Allianz Taiwan Life Insurancer Co., Ltd.	*	*	*	*	*
100	盛唐融信保险代理(北京)有限公司 Shengtang Rongxin Insurance Agency (Beijing) Co., Ltd.	*	*	*	*	*

二、2024年国际龙奖IDA当年度数据统计 Statistical Data of the IDA for 2024

2024年国际龙奖IDA全球及各地区—业务、主管奖会员人数统计

Number of IDA Members (Agent and Manager Category Award) - Worldwide and by Region in 2024

地区 Region	会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	业务奖会员 人数占比 Proportion of Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Management Award
全球 Worldwide	23,093	22,080	96%	1,013	4%

序 serial number	地区 Region	会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	业务奖会员 人数占比 Proportion of Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Management Award
1	中国内地(大陆) China	17,971	17,391	97%	580	3%
2	中国台湾 Taiwan, China	2,752	2,524	92%	228	8%
3	中国香港 Hong Kong, China	1,036	936	90%	100	10%
4	新加坡 Singapore	783	714	91%	69	9%
5	马来西亚 Malaysia	453	425	94%	28	6%
序号6~17会员地区，因IDA会员数未达200位，只作排序不予提供数据公告及分析 For member regions ranked 6 to 17, as the number of IDA members does not reach 200, data is only ranked but not provided for public announcement and analysis.						
6	中国澳门 Macau, China	*	*	*	*	*
7	新西兰 New Zealand	*	*	*	*	*
8	印度尼西亚 Indonesia	*	*	*	*	*
9	美国 U.S.A.	*	*	*	*	*
10	文莱 Brunei	*	*	*	*	*
11	加拿大 Canada	*	*	*	*	*
12	泰国 Thailand	*	*	*	*	*
13	韩国 South Korea	*	*	*	*	*
14	日本 Japan	*	*	*	*	*
15	澳大利亚 Australia	*	*	*	*	*
16	阿拉伯联合酋长国 United Arab Emirates	*	*	*	*	*
17	匈牙利 Hungary	*	*	*	*	*

国际龙奖IDA经过25年的推动与发展，深受行业的认同与肯定。2024年国际龙奖IDA会员人数达23,093人。其中杰出业务奖会员人数合计22,080人；优秀主管奖会员人数1,013人，占比达4%。申请优秀主管奖的人数逐年攀升，对于团队经营运作等影响力持续加大。

The International Dragon Award (IDA), after a quarter century of promotion and development, has gained significant recognition and acclaim within the industry. In 2024, the total number of IDA members reached 23,093. Among them, the number of Agent Category Award totaled 22,080; the number of Manager Category Award reached 1,013, accounting for 4% of the total membership. The number of applicants for the Manager Category Award has been increasing year by year, significantly expanding their influence on team operations and management.

2024年国际龙奖IDA全球及各地区—业务奖会员产能统计

Productivity Statistics of Agent Category Award - Worldwide and by Region in 2024

地区 Region	币别 Currency	人均FYC Average FYC	人均件数 Average Number of Cases	件均FYC Average FYC per Case	主管奖会员 人数占比 Proportion of Management Award
全球 Worldwide	美元 (USD)	52,273	52	1,000	4%

序 serial number	地区 Region	币别 Currency	人均FYC Average FYC	人均件数 Average Number of Cases	件均FYC Average FYC per Case	主管奖会员 人数占比 Proportion of Management Award
1	中国内地(大陆) China	人民币 (CNY)	282,157	46	6,101	3%
2	中国台湾 Taiwan, China	新台币 (TWD)	2,128,274	65	32,855	8%
3	中国香港 Hong Kong, China	港币 (HKD)	991,865	59	16,756	10%
4	新加坡 Singapore	新加坡币 (SGD)	138,447	126	1,100	9%
5	马来西亚 Malaysia	令吉 (MYR)	109,316	81	1,344	6%
序号6~17会员地区，因IDA会员数未达200位，只作排序不予提供数据公告及分析 For member regions ranked 6 to 17, as the number of IDA members does not reach 200, data is only ranked but not provided for public announcement and analysis.						
6	中国澳门 Macau, China	*	*	*	*	*
7	新西兰 New Zealand	*	*	*	*	*
8	印度尼西亚 Indonesia	*	*	*	*	*
9	美国 U.S.A.	*	*	*	*	*
10	文莱 Brunei	*	*	*	*	*
11	加拿大 Canada	*	*	*	*	*
12	泰国 Thailand	*	*	*	*	*
13	韩国 South Korea	*	*	*	*	*
14	日本 Japan	*	*	*	*	*
15	澳大利亚 Australia	*	*	*	*	*
16	阿拉伯联合酋长国 United Arab Emirates	*	*	*	*	*
17	匈牙利 Hungary	*	*	*	*	*

国际龙奖IDA以FYC与36件做为两大申请标准，透过全球及各国家地区IDA会员其人均FYC、人均件数、件均FYC的计算分析，确实反映出FYC与36件的标准足以证明一名优秀的IDA会员其生产性、专业性及可持续发展性的重要指标。

The IDA adopts FYC (First Year Commission) and 36 cases as the two main application criteria. Through the calculation and analysis of the average FYC, average number of cases, and average FYC per case of IDA members globally and by region, it is evident that the FYC and 36 cases standards are sufficient to demonstrate the productivity, professionalism, and sustainable development capabilities of an outstanding IDA member.

**2024年国际龙奖IDA全球及各地区—
3届以上业务奖会员产能统计**

**Productivity Statistics of Agent Category Award Members with Over 3 Years of Membership -
Worldwide and by Region in 2024**

地区 Region	币别 Currency	业务奖 人均FYC(1) Avg. FYC for Agent Category Award	3届以上业务奖 人均FYC(2) Avg. FYC for Agent Category Award with More Than 3 Years	3届以上业务奖 人均FYC增加幅度(2)-(1)/(1) Increase in Avg. FYC for Agent Category Award with More Than 3 Years	业务奖 人均件数(3) Avg. No. of Cases for Agent Category Award	3届以上业务奖 人均件数(4) Avg. No. of Cases for Agent Category Award with More Than 3 Years	3届以上业务奖 人均件数增加幅度 (4)-(3)/(3) Increase in Avg. No. of Cases for Agent Category Award with More Than 3 Years	业务奖 件均FYC(5) Avg. FYC per Case for Agent Category Award	3届以上业务奖 件均FYC(6) Avg. FYC per Case for Agent Category Award with More Than 3 Years	3届以上业务奖 件均FYC增加幅度 (6)-(5)/(5) Increase in Avg. FYC per Case for Agent Category Award with More Than 3 Years
全球 Worldwide	美元 (USD)	52,273	77,220	48%	52	59	13%	1,000	1,308	31%

序 serial number	地区 Region	币别 Currency	业务奖 人均FYC(1) Avg. FYC for Agent Category Award	3届以上业务奖 人均FYC(2) Avg. FYC for Agent Category Award with More Than 3 Years	3届以上业务奖 人均FYC增加幅度(2)-(1)/(1) Increase in Avg. FYC for Agent Category Award with More Than 3 Years	业务奖 人均件数(3) Avg. No. of Cases for Agent Category Award	3届以上业务奖 人均件数(4) Avg. No. of Cases for Agent Category Award with More Than 3 Years	3届以上业务奖 人均件数增加幅度 (4)-(3)/(3) Increase in Avg. No. of Cases for Agent Category Award with More Than 3 Years	业务奖 件均FYC(5) Avg. FYC per Case for Agent Category Award	3届以上业务奖 件均FYC(6) Avg. FYC per Case for Agent Category Award with More Than 3 Years	3届以上业务奖 件均FYC增加幅度 (6)-(5)/(5) Increase in Avg. FYC per Case for Agent Category Award with More Than 3 Years
1	中国内地(大陆) China	人民币 (CNY)	282,157	396,988	41%	46	52	13%	6,101	7,692	26%
2	中国台湾 Taiwan, China	新台币 (TWD)	2,128,274	2,625,012	23%	65	71	9%	32,855	36,940	12%
3	中国香港 Hong Kong, China	港币 (HKD)	991,865	1,012,553	2%	59	62	5%	16,756	16,354	-2%
4	新加坡 Singapore	新加坡币 (SGD)	138,447	144,091	4%	126	125	-0.8%	1,100	1,149	4%
5	马来西亚 Malaysia	令吉 (MYR)	109,316	120,966	11%	81	85	5%	1,344	1,422	6%
序号6~17会员地区，因IDA会员数未达200位，只作排序不予提供数据公告及分析							For member regions ranked 6 to 17, as the number of IDA members does not reach 200, data is only ranked but not provided for public announcement and analysis.				
6	中国澳门 Macau, China	*	*	*	*	*	*	*	*	*	*
7	新西兰 New Zealand	*	*	*	*	*	*	*	*	*	*
8	印度尼西亚 Indonesia	*	*	*	*	*	*	*	*	*	*
9	美国 U.S.A.	*	*	*	*	*	*	*	*	*	*
10	文莱 Brunei	*	*	*	*	*	*	*	*	*	*
11	加拿大 Canada	*	*	*	*	*	*	*	*	*	*
12	泰国 Thailand	*	*	*	*	*	*	*	*	*	*
13	韩国 South Korea	*	*	*	*	*	*	*	*	*	*
14	日本 Japan	*	*	*	*	*	*	*	*	*	*
15	澳大利亚 Australia	*	*	*	*	*	*	*	*	*	*
16	阿拉伯联合酋长国 United Arab Emirates	*	*	*	*	*	*	*	*	*	*
17	匈牙利 Hungary	*	*	*	*	*	*	*	*	*	*

透过三届以上IDA会员与整体IDA会员产能等数据比较，显示出三届以上的IDA会员其绩效产能与整体IDA会员相比皆有显著增加，代表3年以上IDA会员年资者，能带来稳定的绩效成长；也因为3年累计之客户数，奠定了加保与转介绍的基础，同时也促进IDA三届以上会员往更高级别奖项挑战的能力。

A comparison between IDA members with over three years of membership and overall IDA members shows that the former have significantly increased their performance productivity compared to general peer IDA members. This indicates that members with over three years of IDA experience can bring stable performance growth. The accumulation of clients over three years lays the foundation for policy additions and referrals, simultaneously enhancing the capability of members with more than three years to challenge higher-level awards.

2024年国际龙奖IDA全球及各地区—终身会员产能数据统计

Productivity Statistics of Life Members - Worldwide and by Region in 2024

地区 Region	币别 Currency	业务奖 人均FYC(1) Avg. FYC for Agent Category Award	终身会员 业务奖人均FYC(2) Avg. FYC for Agent Category Award Life Members	终身会员业务奖 人均FYC增加幅度 (2)-(1)/(1) Increase in Avg. FYC for Agent Category Award Life Members	业务奖 人均件数(3) Avg. No. of Cases for Agent Category Award	终身会员 业务奖人均件数(4) Avg. No. of Cases for Agent Category Award Life Members	终身会员业务奖 人均件数增加幅度 (4)-(3)/(3) Increase in Avg. No. of Cases for Agent Category Award Life Members	业务奖 件均FYC(5) Avg. FYC per Case for Agent Category Award	终身会员 业务奖件均FYC(6) Avg. FYC per Case for Agent Category Award Life Members	终身会员业务奖 件均FYC增加幅度 (6)-(5)/(5) Increase in Avg. FYC per Case for Agent Category Award Life Members
全球 Worldwide	美元 (USD)	52,273	126,180	141%	52	65	25%	1,000	1,954	95%

序 serial number	地区 Region	币别 Currency	业务奖 人均FYC(1) Avg. FYC for Agent Category Award	终身会员 业务奖人均FYC(2) Avg. FYC for Agent Category Award Life Members	终身会员业务奖 人均FYC增加幅度 (2)-(1)/(1) Increase in Avg. FYC for Agent Category Award Life Members	业务奖 人均件数(3) Avg. No. of Cases for Agent Category Award	终身会员 业务奖人均件数(4) Avg. No. of Cases for Agent Category Award Life Members	终身会员业务奖 人均件数增加幅度 (4)-(3)/(3) Increase in Avg. No. of Cases for Agent Category Award Life Members	业务奖 件均FYC(5) Avg. FYC per Case for Agent Category Award	终身会员 业务奖件均FYC(6) Avg. FYC per Case for Agent Category Award Life Members	终身会员业务奖 件均FYC增加幅度 (6)-(5)/(5) Increase in Avg. FYC per Case for Agent Category Award Life Members	
1	中国内地(大陆) China	人民币 (CNY)	282,157	900,268	219%	46	58	26%	6,101	15,579	155%	
2	中国台湾 Taiwan, China	新台币 (TWD)	2,128,274	2,789,625	31%	65	68	5%	32,855	41,221	25%	
3	中国香港 Hong Kong, China	港币 (HKD)	991,865	1,406,746	42%	59	71	20%	16,756	19,905	19%	
4	新加坡 Singapore	新加坡币 (SGD)	138,447	214,261	55%	126	109	-13%	1,100	1,966	79%	
5	马来西亚 Malaysia	令吉 (MYR)	109,316	149,884	37%	81	98	21%	1,344	1,534	14%	
序号6~17会员地区，因IDA会员数未达200位，只作排序不予提供数据公告及分析							For member regions ranked 6 to 17, as the number of IDA members does not reach 200, data is only ranked but not provided for public announcement and analysis.					
6	中国澳门 Macau, China	*	*	*	*	*	*	*	*	*	*	
7	新西兰 New Zealand	*	*	*	*	*	*	*	*	*	*	
8	印度尼西亚 Indonesia	*	*	*	*	*	*	*	*	*	*	
9	美国 U.S.A.	*	*	*	*	*	*	*	*	*	*	
10	文莱 Brunei	*	*	*	*	*	*	*	*	*	*	
11	加拿大 Canada	*	*	*	*	*	*	*	*	*	*	
12	泰国 Thailand	*	*	*	*	*	*	*	*	*	*	
13	韩国 South Korea	*	*	*	*	*	*	*	*	*	*	
14	日本 Japan	*	*	*	*	*	*	*	*	*	*	
15	澳大利亚 Australia	*	*	*	*	*	*	*	*	*	*	
16	阿拉伯联合酋长国 United Arab Emirates	*	*	*	*	*	*	*	*	*	*	
17	匈牙利 Hungary	*	*	*	*	*	*	*	*	*	*	

国际龙奖IDA终身会员代表连续12年或累计15次的获奖，IDA终身会员透过长期追求IDA奖项，其绩效产能与整体IDA会员相比成长更是明显，显示出IDA终身会员透过对IDA的追求，让其专业度与永续经营，朝着更高境界迈进，其绩效更是所属组织团队及保险公司的重要骨干与支撑力量。

The IDA Life Members represent those who have won awards for 12 consecutive years or a total of 15 times. Compared to the overall IDA membership, Life Members exhibit even more significant growth in performance productivity due to their long-term pursuit of IDA awards. This pursuit of IDA recognition elevates their professionalism and sustainable operations to higher levels. The performance of Life Members is a crucial backbone and support force for their respective organizational teams and insurance companies.

2024年国际龙奖IDA全球及各地区—业务奖项产能数据统计

Productivity Statistics of Agent Category Award Members - Worldwide and by Region in 2024

	地区 Region	币别 Currency	人均FYC Average FYC					人均件数 Average Number of Cases				件均FYC Average FYC per Case			
			铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award		铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award	铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award
	全球 Worldwide	美元 (USD)	32,092	75,140	139,948	455,271		51	56	62	63	632	1,339	2,257	7,207

序 serial number	地区 Region	币别 Currency	人均FYC Average FYC					人均件数 Average Number of Cases				件均FYC Average FYC per Case			
			铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award		铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award	铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award
1	中国内地(大陆) China	人民币 (CNY)	182,175	447,044	805,102	1,700,772		44	52	58	60	4,116	8,649	13,881	28,547
2	中国台湾 Taiwan, China	新台币 (TWD)	1,517,845	4,015,744	7,729,817	14,814,063		63	75	71	70	24,006	53,240	108,585	211,785
3	中国香港 Hong Kong, China	港币 (HKD)	502,981	1,248,534	2,326,193	4,675,548		58	62	66	61	8,681	20,223	35,406	77,134
4	新加坡 Singapore	新加坡币 (SGD)	118,485	351,728	580,818	1,065,947		121	194	186	264	976	1,814	3,124	4,034
5	马来西亚 Malaysia	令吉 (MYR)	91,762	256,988	402,847	740,026		77	111	213	152	1,185	2,306	1,889	4,858
序号6~17会员地区，因IDA会员数未达200位，只作排序不予提供数据公告及分析							For member regions ranked 6 to 17, as the number of IDA members does not reach 200, data is only ranked but not provided for public announcement and analysis.								
6	中国澳门 Macau, China	*	*	*	*	*		*	*	*	*	*	*	*	*
7	新西兰 New Zealand	*	*	*	*	*		*	*	*	*	*	*	*	*
8	印度尼西亚 Indonesia	*	*	*	*	*		*	*	*	*	*	*	*	*
9	美国 U.S.A.	*	*	*	*	*		*	*	*	*	*	*	*	*
10	文莱 Brunei	*	*	*	*	*		*	*	*	*	*	*	*	*
11	加拿大 Canada	*	*	*	*	*		*	*	*	*	*	*	*	*
12	泰国 Thailand	*	*	*	*	*		*	*	*	*	*	*	*	*
13	韩国 South Korea	*	*	*	*	*		*	*	*	*	*	*	*	*
14	日本 Japan	*	*	*	*	*		*	*	*	*	*	*	*	*
15	澳大利亚 Australia	*	*	*	*	*		*	*	*	*	*	*	*	*
16	阿拉伯联合酋长国 United Arab Emirates	*	*	*	*	*		*	*	*	*	*	*	*	*
17	匈牙利 Hungary	*	*	*	*	*		*	*	*	*	*	*	*	*

国际龙奖IDA高级别奖项的会员数，系业务团队及金融保险机构的精英主力群及领头带动群，影响力极为重大。

Members of the higher-level awards of the IDA are the elite core and leading cohorts of agent teams and financial insurance institutions, wielding a significant influence.

2024年国际龙奖IDA全球金融保险机构—会员人数统计

序 serial number	公司名称 Company Name	当届 会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Manager Category Award
1	中国人寿保险股份有限公司 China Life Insurance Company Limited	4,376	4,243	133	3%
2	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	3,179	3,104	75	2%
3	新华人寿保险股份有限公司 New China Life Insurance Co.,Ltd.	2,236	2,143	93	4%
4	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	1,240	1,193	47	4%
5	國泰人壽保險股份有限公司 Cathay Life Insurance Company Ltd.	885	852	33	4%
6	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	863	837	26	3%
7	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	844	821	23	3%
8	阳光人寿保险股份有限公司 Sunshine Life Insurance Corporation Limited	651	634	17	3%
9	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	589	554	35	6%
10	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	517	506	11	2%
11	宏利人壽保險（國際）有限公司(中國香港) Manulife (International) Limited	485	436	49	10%
12	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	367	339	28	8%
13	泰康人寿保险有限责任公司 TAI KANG LIFE INSURANCE Co., Ltd.	355	345	10	3%
14	瑞众人寿保险有限责任公司 Rui Life Insurance Co., LTD.	316	307	9	3%
15	新光人壽保險股份有限公司 Shin Kong Life Insurance Co., Ltd.	310	270	40	13%
16	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	294	270	24	8%
17	中汇人寿保险股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	269	262	7	3%
18	公勝保險經紀人股份有限公司 Golden Insurance Brokers Ltd.	249	218	31	12%
19	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	224	194	30	13%
20	新加坡友邦財務顧問 AIA Financial Advisers Private Limited	211	182	29	14%
21	富邦人壽保險股份有限公司 Fubon Life Insurance Co., Ltd.	196	178	18	9%
22	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	194	163	31	16%
23	百年人寿保险股份有限公司 Aeon Life Insurance Company, Ltd	180	179	1	1%
24	保誠保險有限公司 Prudential Hong Kong Limited	178	171	7	4%
25	永旭保險經紀人股份有限公司 Yung Shiu Insurance Broker Co., Ltd.	169	155	14	8%
26	馬來西亞大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	157	149	8	5%
27	保誠保險新加坡（私人）有限公司 Prudential Assurance Company Singapore (Pte) Limited	157	146	11	7%

Number of IDA Members in Global Financial Insurance Institutions in 2024

序 serial number	公司名称 Company Name	当届 会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Manager Category Award
28	信泰人寿保险股份有限公司 Sinatay Life Insurance Co.,Ltd	138	136	2	1%
29	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Co., Ltd.	130	112	18	14%
30	北京人寿保险股份有限公司 Beijing Life Insurance Co.,Ltd.	124	114	10	8%
31	保誠保險馬來亞有限公司 Prudential Assurance Malaysia Berhad	122	116	6	5%
32	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	119	113	6	5%
33	民生人寿保险股份有限公司 Minsheng Life Insurance Co.,Ltd.	118	117	1	1%
34	中意人寿保险有限公司 Generali China Life Insurance Co., Ltd.	109	104	5	5%
序号35~191会员公司，因IDA会员数未达100位，只作排序不予提供数据公告及分析 For member companies ranked 35 to 191, as the number of IDA members does not reach 100, data is only ranked but not provided for public announcement and analysis.					
35	合众人寿保险股份有限公司 Union Life Insurance Co., Ltd.	*	*	*	*
36	友邦保險（國際）有限公司(中國香港) AIA International Limited	*	*	*	*
37	中荷人寿保险有限公司 BOB-Cardif Life Insurance Co., Ltd.	*	*	*	*
38	豐隆保險公司 Hong Leong Assurance Berhad	*	*	*	*
39	前海人寿保险股份有限公司 FORESEA LIFE INSURANCE CO.,LTD.	*	*	*	*
40	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Co., Ltd.	*	*	*	*
41	德华安顾人寿保险有限公司 ERGO China Life Insurance Co., Ltd.	*	*	*	*
42	复星保德信人寿保险有限公司 Pramerica Fosun Life Insurance Co., Ltd.	*	*	*	*
43	长城人寿保险股份有限公司 GREATWALL LIFE INSURANCE CO.,LTD	*	*	*	*
44	安联人寿保险有限公司 Allianz China Life Insurance Co., Ltd.	*	*	*	*
45	幸福人寿保险股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	*	*	*	*
46	隽天保险经纪（上海）有限责任公司 JUNTIAN INSURANCE BROKERS	*	*	*	*
47	光大永明人寿保险有限公司 Sun Life Everbright Life Insurance Co.,Ltd	*	*	*	*
48	凱基人壽保險股份有限公司 KGI Life Insurance Co., Ltd.	*	*	*	*
49	富易達保險經紀人股份有限公司 Fueda Insurance Broker Corporation Ltd	*	*	*	*
50	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Co., Ltd.	*	*	*	*
51	建信人寿保险股份有限公司 CCB Life Insurance Company Limited	*	*	*	*
52	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	*	*	*	*
53	馬來西亞友邦保險 AIA Berhad	*	*	*	*

2024年国际龙奖IDA全球金融保险机构—会员人数统计

序 serial number	公司名称 Company Name	当届 会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Manager Category Award
54	中英人寿保险有限公司 AVIVA-COFCO LIFE INSURANCE CO.,LTD.	*	*	*	*
55	威盛保險經紀人股份有限公司 We-Think Insurance Broker Co., Ltd.	*	*	*	*
56	宏利人壽保險（國際）有限公司(中國澳門) Manulife (International) Limited	*	*	*	*
57	友邦人壽保險有限公司 AIA-China	*	*	*	*
58	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*	*	*	*
59	农银人寿保险股份有限公司 ABC Life Insurance Co., Ltd	*	*	*	*
60	呈祥保險經紀人股份有限公司 Cheng Shiang Insurance Broker Co., Ltd.	*	*	*	*
61	国联人寿保险股份有限公司 Guolian Life Insurance Co.,Ltd	*	*	*	*
62	新加坡友邦保險 AIA Singapore Private Limited	*	*	*	*
63	财信吉祥人寿保险股份有限公司 Chasing Jixiang Life Insurance Company Limited.	*	*	*	*
64	中國信託金控台灣人壽保險股份有限公司 CTBC Holding Taiwan Life Insurance Co., Ltd.	*	*	*	*
65	华康保险代理有限公司 Huakang Insurance Agency Co., Ltd	*	*	*	*
66	陆家嘴国泰人寿保险有限责任公司 Cathay Lujiazui Life Insurance Company Limited	*	*	*	*
67	珠江人寿保险股份有限公司 Pearl River Life Insurance Co., Ltd.	*	*	*	*
68	利安人寿保险股份有限公司 Lian Life Insurance Company Limited	*	*	*	*
69	工银安盛人寿保险有限公司 ICBC-AXA ASSURANCE CO., LTD.	*	*	*	*
70	信安保險經紀人有限公司 Principal Insurance Broker Co., Ltd	*	*	*	*
71	北大方正人寿保险有限公司 Founder Meiji Yasuda Life Insurance Co., Ltd.	*	*	*	*
72	香港永明金融有限公司 Sun Life Hong Kong Limited	*	*	*	*
73	华泰人寿保险股份有限公司 Huatai Life Insurance Co., Ltd.	*	*	*	*
74	富士達保險經紀人股份有限公司 FORESTAR Brokerage Co. Ltd.	*	*	*	*
75	同方全球人寿保险有限公司 Aegon THTF Life Insurance Co., Ltd.	*	*	*	*
76	南山人壽保險股份有限公司 Nan Shan Life Insurance Company Ltd.	*	*	*	*
77	友邦保險（國際）有限公司(中國澳門) AIA International Limited	*	*	*	*
78	豐騰理財 Harveston Financial Advisory Sdn Bhd	*	*	*	*
79	恒安标准人寿保险有限公司 Heng An Standard Life Insurance Company Limited	*	*	*	*
80	星恒保险代理有限责任公司 Fostar Insurance Agency Co., Ltd.	*	*	*	*

Number of IDA Members in Global Financial Insurance Institutions in 2024

序 serial number	公司名称 Company Name	当届 会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Manager Category Award
81	山东圣安保险销售服务股份有限公司 Shandong Holypeace Insurance Service Company Limited	*	*	*	*
82	华夏在线保险代理服务有限公司 Hua Online Insurance Agency Services Co., Ltd.	*	*	*	*
83	安聯人壽保險股份有限公司 Allianz Taiwan Life Insurancer Co., Ltd.	*	*	*	*
84	联创保险销售有限公司 L-CHUANG INSURANCE SALES CO.,LTD	*	*	*	*
85	中银三星人寿保险有限公司 BOC SAMSUNG LIFE INSURANCE COMPANY LIMITED	*	*	*	*
86	全球人壽保險股份有限公司 TransGlobe Life Insurance Inc.	*	*	*	*
87	雋鋒保險經紀人有限公司 Gishpher Insurance Broker Co.	*	*	*	*
88	環球世達保險經紀人股份有限公司 Global Star Insurance Brokers Co. Ltd.	*	*	*	*
89	马来西亚Allianz人寿保险有限公司 Allianz Life Insurance Malaysia Berhad	*	*	*	*
90	四川嘉诚保险销售服务有限公司 JiaCheng Insurance Service	*	*	*	*
91	招商局仁和人寿保险股份有限公司 China Merchants Life Insurance Company Limited	*	*	*	*
92	泛华联兴保险销售股份公司	*	*	*	*
93	太陽保險經紀人股份有限公司 Tai-Yung Insurance Broker Co., Ltd.	*	*	*	*
94	聯眾保險經紀人股份有限公司 Joint Insurance Broker Co., Ltd.	*	*	*	*
95	中韩人寿保险有限公司 Sino-Korea Life Insurance Co., Limited	*	*	*	*
96	台新人壽保險股份有限公司 Taishin Life Insurance Co., Ltd.	*	*	*	*
97	智匯保險經紀人股份有限公司 Uniwill Insurance Broker Co., Ltd.	*	*	*	*
98	環德國際保險經紀人股份有限公司 UDB Insurance Brokers Co., Ltd.	*	*	*	*
99	和泰保險經紀人股份有限公司 Ho Tai Insurance Broker Co., Ltd	*	*	*	*
100	義騰保險經紀人股份有限公司 Eteng Insurance Broker Co., Ltd	*	*	*	*
101	錠律保險經紀人股份有限公司 LAW Insurance Broker Co., Ltd.	*	*	*	*
102	泛印人壽保險公司 PT Panin Dai-ichi Life	*	*	*	*
103	黎明保险经纪有限公司 Liming Insurance Brokers Co.,Ltd.	*	*	*	*
104	三商美邦人壽保險股份有限公司 Mercuries Life Insurance Co., Ltd.	*	*	*	*
105	山东德邦保险代理有限公司	*	*	*	*
106	方胜磐石保险经纪有限公司 Fangsheng Panshi Insurance Brokerage Co., Ltd.	*	*	*	*
107	永达理保险经纪有限公司 EVERPRO Insurance Brokers Co., Ltd.	*	*	*	*

2024年国际龙奖IDA全球金融保险机构—会员人数统计

序 serial number	公司名称 Company Name	当届 会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Manager Category Award
108	恒邦保险销售服务有限公司 HENGBANG INSURANCE BROKERAGE Co.,Ltd.	*	*	*	*
109	盛唐中融保险经纪(深圳)有限公司	*	*	*	*
110	金鹏保险经纪人股份有限公司 Jin Peng Insurance Broker Co., Ltd.	*	*	*	*
111	萬通保險國際有限公司 YF Life Insurance International Ltd.	*	*	*	*
112	馬來西亞東京海上人壽保險有限公司 Tokio Marine Life Insurance Malaysia Berhad	*	*	*	*
113	英大泰和人寿保险股份有限公司 YINGDA TAIHE LIFE INSURANCE CO., LTD	*	*	*	*
114	遠見保險經紀人股份有限公司 Vision Insurance Broker Ltd.	*	*	*	*
115	騰達保險經紀人股份有限公司 TENGD A Insurance Brokers Co., Ltd.	*	*	*	*
116	大同理財服務有限公司 General International Agency Limited	*	*	*	*
117	上海人寿保险股份有限公司 Shanghai Life Insurance Co., Ltd.	*	*	*	*
118	国宝人寿保险股份有限公司 GuoBao Life Insurance Co., Ltd.	*	*	*	*
119	爱心人寿保险股份有限公司 Aixin Life Insurance Co., Ltd.	*	*	*	*
120	横琴人寿保险有限公司 Hengqin Life Insurance Co.,Ltd.	*	*	*	*
121	中銀集團人壽保險有限公司 BOC Group Life Assurance Company Limited	*	*	*	*
122	富衛人壽保險(澳門)股份有限公司 FWD Life Insurance Company (Macau) Limited	*	*	*	*
123	汶萊友邦保險 AIA Group Limited	*	*	*	*
124	英康保险有限公司 Income Insurance Limited	*	*	*	*
125	Insurance Professional Link Ltd,	*	*	*	*
126	大家人寿保险股份有限公司 Dajia Life Insurance Co., Ltd.	*	*	*	*
127	四川合力保险代理有限公司	*	*	*	*
128	华瑞保险销售有限公司 HUARUI Insurance Sales Co., Ltd.	*	*	*	*
129	定律安侯保险代理有限公司 LAW ANHOU INSURANCE AGENCY CO., LTD	*	*	*	*
130	镇江江天民生保险代理有限责任公司	*	*	*	*
131	鑫山保险代理有限公司 Golden Mountains Financial Service Co.,Ltd.	*	*	*	*
132	台大保險經紀人股份有限公司 Tai-Da Insurance Broker Co., Ltd.	*	*	*	*
133	台名保險經紀人股份有限公司 Taiming Assurance Broker Co., Ltd.	*	*	*	*
134	正遠保險經紀人股份有限公司 RIGHT INSURANCE BROKER CO., LTD.	*	*	*	*
135	華瀚保險經紀人股份有限公司 Hua Han Insurance Broker Co., Ltd.	*	*	*	*

Number of IDA Members in Global Financial Insurance Institutions in 2024

序 serial number	公司名称 Company Name	当届 会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Manager Category Award
136	遠雄人壽保險事業股份有限公司 Farglory Life Insurance Co., Ltd.	*	*	*	*
137	宏利人壽保險有限公司 Manulife Insurance Berhad	*	*	*	*
138	山东安盛信诺保险代理有限公司	*	*	*	*
139	山东蓝鲸保险代理有限公司	*	*	*	*
140	中国人寿年丰保险代理有限责任公司 China Life Prosperity Insurance Agency Co.Ltd.	*	*	*	*
141	五星在线保险代理有限公司	*	*	*	*
142	北京精欣保险代理有限公司	*	*	*	*
143	四川中领天盛保险代理有限公司	*	*	*	*
144	汇金永信保险销售服务有限公司	*	*	*	*
145	江泰保险经纪股份有限公司 Jiang Tai Insurance Brokers Co., Ltd.	*	*	*	*
146	和谐健康保险股份有限公司 Harmonious Health Insurance Co., Ltd.	*	*	*	*
147	国富人寿保险股份有限公司 Guofu Life Insurance Co., Ltd.	*	*	*	*
148	杭州鹏利保险代理有限公司	*	*	*	*
149	渤海人寿保险股份有限公司 Bohai Life Insurance Corporation Limited	*	*	*	*
150	易安網保險經紀人股份有限公司 Einsure Insurance Broker Co., Ltd.	*	*	*	*
151	看見保險經紀人股份有限公司 BEYOND Insurance Brokers Co., Ltd.	*	*	*	*
152	磐石保險經紀人股份有限公司 ROCK Insurance Brokers Co., Ltd.	*	*	*	*
153	馬來西亞蘇黎世人壽保險有限公司 Zurich Life Insurance Malaysia Berhad	*	*	*	*
154	匯豐保險(新加坡)私人有限公司 HSBC Life (Singapore) Pte.Ltd.	*	*	*	*
155	宏利(新加坡)私人有限公司 Manulife (Singapore) Pte. Ltd.	*	*	*	*
156	星匯財富私人有限公司 SG Alliance Pte Ltd	*	*	*	*
157	AIA Thrive Ltd	*	*	*	*
158	Insurance Success Limited	*	*	*	*
159	Leelee and Gower Insurance Partners,	*	*	*	*
160	大美州保险经纪有限公司	*	*	*	*
161	大童保险经纪有限公司 DATONG INSURANCE BROKERAGE COMPANY	*	*	*	*
162	山东华宏保险销售有限公司 Shandong Huahong Insurance Sales Co., Ltd.	*	*	*	*
163	山东嘉信伟业保险代理有限公司	*	*	*	*
164	广东恒华保险代理有限公司	*	*	*	*
165	中华联合人寿保险股份有限公司 China United Life Insurance Co., Ltd.	*	*	*	*
166	四川大乘保险代理有限公司	*	*	*	*
167	四川宝瑞保险销售有限公司	*	*	*	*
168	合翔保险经纪有限公司 HEXIANG INSURANCE BROKERS	*	*	*	*

2024年国际龙奖IDA全球金融保险机构—会员人数统计
Number of IDA Members in Global Financial Insurance Institutions in 2024

序 serial number	公司名称 Company Name	当届 会员人数 Cumulative Members	业务奖会员 人数合计 Cumulative Agent Category Award	主管奖会员 人数合计 Cumulative Manager Category Award	主管奖会员 人数占比 Proportion of Manager Category Award
169	江苏东泰保险代理有限公司	*	*	*	*
170	君盛联合(福建)保险代理有限公司	*	*	*	*
171	明亚保险经纪股份有限公司 Mingya Insurance Brokers Co., Ltd.	*	*	*	*
172	金诚国际保险经纪有限公司 Evertrust International Insurance Brokers Co.,Ltd.	*	*	*	*
173	陕西高天保险代理有限公司	*	*	*	*
174	海港人寿保险股份有限公司 HARBOUR LIFE INSURANCE CO.,LTD	*	*	*	*
175	壹心保险代理(浙江)有限公司	*	*	*	*
176	腾保保险代理有限公司 TENBENT INSURANCE	*	*	*	*
177	承利保險經紀人股份有限公司 Chen Li Insurance Broker Co., Ltd.	*	*	*	*
178	泛亞保險經紀人股份有限公司 TRANS ASIA Insurance Brokers Co., Ltd.	*	*	*	*
179	金豐保險經紀人股份有限公司 King Fong Insurance Brokers Co., Ltd.	*	*	*	*
180	祥富保險經紀人股份有限公司 SHIANG FU Insurance Brokers Co., Ltd.	*	*	*	*
181	富盈睿智保險經紀人股份有限公司 FullRich Insurance Co., Ltd.	*	*	*	*
182	Goodwill World	*	*	*	*
183	Elite Wealth Group	*	*	*	*
184	Goldhonor Financial & Insurance.	*	*	*	*
185	New York Life Insurance Company	*	*	*	*
186	Solomon Hicks Financial services Inc.	*	*	*	*
187	Wellspring Consulting	*	*	*	*
188	中国人寿保险(新加坡)有限公司 China Life Insurance (Singapore) Pte. Ltd.	*	*	*	*
189	Legacy FA Pte. Ltd.	*	*	*	*
190	Wisdom Management Ltd	*	*	*	*
191	紐西蘭專業保險代理人聯盟	*	*	*	*

三、国际龙奖IDA百人团队数据统计
Statistical Data of the IDA Hundred-Head Teams

2011~2024年全球25支国际龙奖IDA百人团队
Global Top 25 IDA Hundred-Head Teams from 2011 to 2024

依首次申奖年份排序 Sorted by Year of First Application

序 serial number	首次申奖年份 Year of First Application	公司名称 Company Name	团队名称 Team Name
1	2011	富邦人壽保險股份有限公司 Fubon Life Insurance Co., Ltd.	Life Star聯盟
2	2013	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區
3	2015	宏利人壽保險(國際)有限公司 Manulife (International) Limited	SV宏星
4	2015	保誠保險有限公司 Prudential Hong Kong Limited	卓越行政總區
5	2016	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	中國紅
6	2016	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	聚龍團隊
7	2017	富邦人壽保險股份有限公司 Fubon Life Insurance Co., Ltd.	百花團隊
8	2017	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	磊眾團隊
9	2018	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	御龙家族
10	2018	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	天湖家族
11	2018	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	大龍祥團隊
12	2019	新加坡友邦財務顧問 AIA Financial Advisers Private Limited	AAG團隊Advisors Alliance Group
13	2019	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	WE GROUP宏創集團
14	2020	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	ACC團隊Advisors Clique Collective
15	2021	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星共贏
16	2021	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	迎新家族
17	2021	友邦保險(國際)有限公司 AIA International Limited	豐盛家族
18	2021	安联人寿保险有限公司 Allianz China Life Insurance Co., Ltd.	龍鷹家族
19	2021	新华人寿保险股份有限公司 New China Life Insurance Co.,Ltd.	陽光家族
20	2021	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星同人
21	2021	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	聚龍家族
22	2022	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	海澱團隊
23	2023	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	東城團隊
24	2024	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛團隊
25	2024	國泰人壽保險股份有限公司 Cathay Life Insurance Company Ltd.	專招台中區部

2011年第一支IDA百人团队诞生，自此带动各国家地区优秀的组织团队，将IDA百人团队设为挑战的目标，至今已有25支团队荣获国际龙奖IDA百人团队荣誉称号。

In 2011, the first IDA Hundred-Head Team was established, inspiring outstanding organizational teams in various countries and regions to set their sights on achieving the IDA Hundred-Head Team status. To date, 25 teams have been honored with the IDA Hundred-Head Team title.

2011~2024年全球25支国际龙奖IDA百人团队 Global Top 25 IDA Hundred-Head Teams from 2011 to 2024

依累计届数排序
Ranked by the number of cumulative awarded year

序 serial number	公司名称 Company Name	团队名称 Team Name	累计届数 cumulative awarded years
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區	12屆
2	宏利人壽保險(國際)有限公司 Manulife (International) Limited	SV宏星	10屆
3	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	中國紅	9屆
4	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	磊眾團隊	8屆
5	富邦人壽保險股份有限公司 Fubon Life Insurance Co., Ltd.	Life Star聯盟	7屆
6	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	聚龍團隊	7屆
7	富邦人壽保險股份有限公司 Fubon Life Insurance Co., Ltd.	百花團隊	7屆
8	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星共贏	7屆
9	保誠保險有限公司 Prudential Hong Kong Limited	卓越行政總區	6屆
10	新加坡友邦財務顧問 AIA Financial Advisers Private Limited	AAG團隊Advisors Alliance Group	6屆
11	中信保誠人壽保險有限公司 CITIC-Prudential Life Insurance Company Limited	天湖家族	5屆
12	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	WE GROUP宏創集團	5屆
13	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	ACC團隊Advisors Clique Collective	5屆
14	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	迎新家族	5屆
15	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	御龍家族	3屆
16	安联人寿保险有限公司 Allianz China Life Insurance Co., Ltd.	龍鷹家族	3屆
17	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	海澱團隊	3屆
18	新华人寿保险股份有限公司 New China Life Insurance Co.,Ltd.	陽光家族	2屆
19	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星同人	2屆
20	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	東城團隊	2屆
21	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	大龍祥團隊	1屆
22	友邦保險(國際)有限公司 AIA International Limited	豐盛家族	1屆
23	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	聚龍家族	1屆
24	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛團隊	1屆
25	國泰人壽保險股份有限公司 Cathay Life Insurance Company Ltd.	專招台中區部	1屆

IDA百人团队累计届数象征长期卓越绩效及荣誉追求文化的形成，挹注组织经营发展的最高动能。
The cumulative number of awarded years for the IDA Hundred-Head Team symbolizes long-term outstanding performance and the formation of a culture of honorable pursuit, contributing the highest momentum to organizational management and development.

2011~2024年全球25支国际龙奖IDA百人团队 Global Top 25 IDA Hundred-Head Teams from 2011 to 2024

依保险公司团队数及累计届数排序
Ranked by Number of Teams and Cumulative Awarded Years per Insurance Company

序 serial number	公司名称 Company Name	团队名称 Team Name	累计届数 cumulative awarded years
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區	12屆
		SV宏星	10屆
		宏星共贏	7屆
		宏星同人	2屆
2	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	聚龍團隊	7屆
		御龍家族	3屆
		大龍祥團隊	1屆
3	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	中國紅	9屆
		聚龍家族	1屆
4	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	磊眾團隊	8屆
		迎新家族	5屆
5	富邦人壽保險股份有限公司 Fubon Life Insurance Co., Ltd.	Life Star聯盟	7屆
		百花團隊	7屆
6	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	海澱團隊	3屆
		東城團隊	2屆
7	保誠保險有限公司 Prudential Hong Kong Limited	卓越行政總區	6屆
8	新加坡友邦財務顧問 AIA Financial Advisers Private Limited	AAG團隊Advisors Alliance Group	6屆
9	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	ACC團隊Advisors Clique Collective	5屆
10	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	WE GROUP宏創集團	5屆
11	中信保誠人壽保險有限公司 CITIC-Prudential Life Insurance Company Limited	天湖家族	5屆
12	安联人寿保险有限公司 Allianz China Life Insurance Co., Ltd.	龍鷹家族	3屆
13	新华人寿保险股份有限公司 New China Life Insurance Co.,Ltd.	陽光家族	2屆
14	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛團隊	1屆
15	友邦保險(國際)有限公司 AIA International Limited	豐盛家族	1屆
16	國泰人壽保險股份有限公司 Cathay Life Insurance Company Ltd.	專招台中區部	1屆

当一间金融保险机构拥有愈多的IDA百人团队，其公司整体的绩效产能、共识凝聚、人员定着等方面，将能有相对卓越的表现；同时，IDA百人团队是金融保险机构中所有组织团队，向上成长与发展的典范与榜样。

When a financial insurance institution has a larger number of IDA Hundred-Head Team, the company as a whole is likely to exhibit outstanding performance in productivity, consensus building, and staff retention. Additionally, the IDA Hundred-Head Team serve as role models and benchmarks for growth and development for all organizational teams in financial insurance companies.

2024年全球国际龙奖IDA百人团队产能数据统计

Productivity Statistics of Global IDA Hundred-Head Teams in 2024

统计数据 Statistics	IDA百人团队 IDA会员总人数 Total Cum. Members Of IDA Hundred- Head Team	币别 Currency	团队IDA会员 总FYC Total Team FYC	团队IDA会员 总件数 Total Team Cases	IDA百人团队 业务铜龙 会员总人数 Total Cum. IDA Hundred-Head Team Bronze Dragon Award for Agent	IDA百人团队 业务银龙 会员总人数 Total Cum. IDA Hundred-Head Team Silver Dragon Award for Agent	IDA百人团队 业务金龙 会员总人数 Total Cum. IDA Hundred-Head Team Golden Dragon Award for Agent	IDA百人团队 业务白金 会员总人数 Total Cum. IDA Hundred-Head Team Platinum Award for Agent	IDA百人团队 主管奖 会员总人数 Total Cum. IDA Hundred-Head Team Management Award	IDA百人团队 主管奖 会员人数占比 Proportion of IDA Hundred- Head Team Manager Category Award	2024全球IDA 主管奖 会员人数 Total Cum. 2024 Global IDA Management Award	2024全球IDA 主管奖 会员人数占比 Proportion of 2024 Global IDA Manager Category Award
全球Worldwide	1,670	美元 (USD)	102,847,986	116,325	1,338	161	29	20	189	11%	1,013	4%

业绩数据以当地货币计 Performance data presented in respective local currency

序 serial number	公司名称 Company Name	团队名称 Team Name	获奖届数 Awarded Years	团队IDA会员 人数 Cum. Members Per Team	币别 Currency	团队IDA会员 总FYC Total FYC Per Team	团队IDA会员 总件数 Total Cases Per Team	业务铜龙 会员人数 Cum. Bronze Dragon Award for Agent	业务银龙 会员人数 Cum. Silver Dragon Award for Agent	业务金 龙会员人数 Cum. Golden Dragon Award for Agent	业务白金 会员人数 Cum. Platinum Award for Agent	主管奖 会员人数 Cum. Management Award	主管奖会员 人数占比 Proportion of Manager Category Award
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區	12届	216	港币 (HKD)	113,903,419	13,769	174	13	3	2	26	12%
2	宏利人壽保險(國際)有限公司 Manulife (International) Limited	SV宏星	10届	140	港币 (HKD)	138,150,113	8,481	91	29	2	9	13	9%
3	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Co Ltd - Hong Kong Branch	中國紅	9届	144	港币 (HKD)	82,668,284	7,105	115	19	1	1	27	19%
4	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Co.,Ltd.	磊眾團隊	8届	141	新台币 (TWD)	234,382,176	7,745	117	10	3	1	22	16%
5	新加坡友邦財務顧問 AIA Financial Advisers Private Limited	AAG團隊 Advisors Alliance Group	6届	200	新加坡币 (SGD)	20,337,536	11,537	174	2	1	0	29	15%
6	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	ACC團隊 Advisors Clique Collective	5届	138	新加坡币 (SGD)	16,624,653	15,767	124	5	1	0	12	9%
7	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	天湖家族	5届	114	人民币 (CNY)	29,964,738	3,859	78	22	6	1	16	14%
8	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	WE GROUP 宏創集團	5届	102	人民币 (CNY)	17,705,070	3,957	81	8	0	1	12	12%
9	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	海淀團隊	3届	105	人民币 (CNY)	30,550,668	16,285	80	18	4	3	1	1%
10	太平人寿保险有限公司 Taiping Life Insurance Co., Ltd.	東城團隊	2届	100	人民币 (CNY)	22,962,243	15,852	82	11	4	1	2	2%
11	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛團隊	1届	136	人民币 (CNY)	30,591,134	4,505	104	19	3	1	19	14%
12	國泰人壽保險股份有限公司 Cathay Life Insurance Company Ltd.	專招 台中區部	1届	134	新台币 (TWD)	208,196,103	7,465	118	5	1	0	10	7%

观察全球IDA百人团队各项平均数字，其中优秀主管奖会员占比达11%，与整体的IDA优秀主管奖占比4%相较，有着3倍显著成长。强调优秀主管奖在绩优团队/IDA百人团队当中，所扮演的腰部支撑的重要力量。

同时，就每一支IDA百人团队总FYC、总件数的累计数字中，可明确显示出一支IDA百人团队在所属金融保险机构中，所能产生与带动的高效生产力。

Observing the average figures of global IDA Hundred-Head Team, the proportion of Manager Category Award members reaches 11%, which is a threefold significant increase compared to the overall IDA Manager Category Award ratio of 4%. This highlights the crucial role of Manager Category Award members as the core support within high-performing teams/ IDA Hundred-Head Team.

Additionally, the cumulative figures of total FYC and total cases for each IDA Hundred-Head Team clearly demonstrate the high productivity that a single IDA Hundred-Head Team can generate and drive within its respective financial insurance institution.



世界金融保险业的荣誉体系—— 国际龙奖IDA

- 国际龙奖IDA杰出业务奖是业务员绩优卓越的象征，是客户信赖支持的品牌。
- 国际龙奖IDA优秀主管奖是团队主管组织经营能力的表征，是组织发展的竞争力。
- 国际龙奖IDA是金融保险机构业务发展的基石，是公司经营绩效及业务实力展现的荣耀。

保险行销集团为推动世界金融保险行业的繁荣发展与进步，于1998年创立了国际龙奖IDA，为世界金融保险从业人员设立了世界级的绩优标准，透过各级奖项标准，引领保险从业人员追求荣誉，迈向卓越。

国际龙奖IDA荣誉体系的建构，指引世界金融保险从业人员实践专业经营、彰显保险价值、精进服务品质、引进优质人员、强化专业培育、带动个人产能、聚焦更高目标、提升主管能力、促进团队绩优，为世界金融保险从业人员的长期经营描绘清晰的发展路线图。

国际龙奖IDA矢志与世界金融保险业的机构、团队及个人，一起追求典范、完美、尊贵的最高经营境界。

The Honor System of the Global Financial Insurance Industry - International Dragon Award

- The IDA Agent Category Award symbolizes the exceptional performance of insurance agents and is a brand trusted and supported by clients.
- The IDA Manager Category Award represents the organizational and managerial capabilities of team leaders and is a mark of organizational competitiveness.
- The IDA serves as the cornerstone for business development in financial insurance institutions, showcasing the company's operational performance and capabilities.

To promote the prosperity and advancement of the global financial insurance industry, the Insurance Marketing Group established the IDA in 1998. The IDA set world-class standards for financial insurance professionals worldwide, leading them to pursue excellence and honor through its various award criteria.

The development of the IDA honor system guides global financial insurance professionals in practicing professional management, highlighting the value of insurance, improving service quality, attracting top talent, enhancing professional training, boosting individual productivity, focusing on higher goals, increasing managerial abilities, and promoting team excellence. This system provides a clear roadmap for the long-term development of financial insurance professionals worldwide.

The IDA is committed to partnering with institutions, teams, and individuals in the global financial insurance industry to pursue the highest levels of Paragon, Perfection, and Nobility.

国际龙奖IDA，引领行业发展 典范·完美·尊贵，彰显无上荣耀

为提升世界金融保险从业人员的专业素养、形象与社会地位，以此使命出发，保险营销集团自1998年于第二届世界华人保险大会上正式宣布设立国际龙奖IDA，2000年首次于中国香港颁发奖项，至今已受到17个国家与地区、超过250家金融保险机构的重视与肯定。

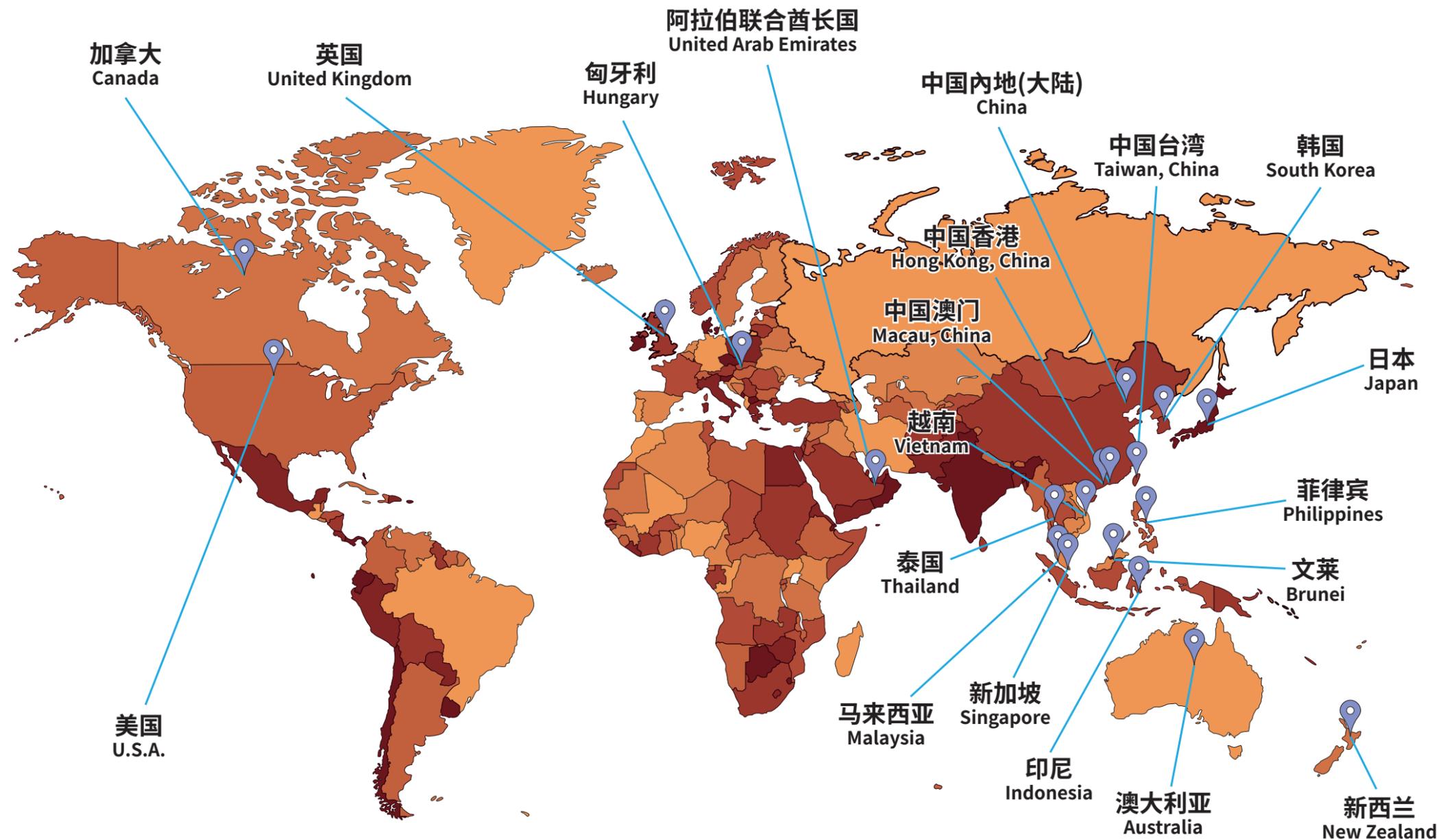
25年来，国际龙奖IDA每年表扬在世界金融保险业界行销及组织发展绩效卓越者，申请者与年俱增，是世界金融保险业界的崇高荣誉殿堂。

截至2024年，全世界已有超过16万3,000名金融保险精英嘉勉尊荣，攀登巅峰实现价值。

To enhance the professional competency, image, and social standing of practitioners in the global financial insurance sectors, Insurance Marketing Group announced the establishment of the International Dragon Award (IDA) at the second Worldwide Chinese Life Insurance Congress in 1998. The awards were first presented in Hong Kong, China, in 2000, and since then, the IDA has gained recognition and renown from over 250 financial and insurance institutions across 17 countries and regions.

Over the past 25 years, the IDA has been a beacon of recognition for exemplary performance in marketing and organizational development within the global financial insurance sector. With each passing year, the IDA's reputation has grown, attracting a burgeoning number of applicants and solidifying its position as a pinnacle of achievement in the industry.

As of 2024, the IDA has honored over 163,000 elite professionals, propelling them to new heights of success and self-realization.



IDA, Leading the Industry Forward Paragon, Perfection, Nobility - Unparalleled Honor

国际龙奖IDA理念—— 典范·完美·尊贵

型塑优秀保险从业人员的画像

国际龙奖IDA的理念是「典范·完美·尊贵」，型塑出优秀保险从业人员的画像，荣获国际龙奖IDA不仅是个人事业及生活的一个里程碑，也意味着将跨入另一个更具有专业知识、成长动力、思想品质和生活境界的新领域。



典范 彰显专业价值

国际龙奖IDA会员致力于在专业领域的提升与精进，永保积极正向学习的精神。体现于组织管理、教育培训及专业技能方面成为典范，彰显国际龙奖IDA会员的专业价值。

完美 崇尚美德品格

国际龙奖IDA会员要以追求高尚的道德情操为准则，为人以品德诚信，处事以宽广格局，崇尚人生中各领域达至圆满平衡，以真善美的境界为追求，体现国际龙奖IDA会员的完美品格。

尊贵 社会形象地位

国际龙奖IDA会员要履行对行业的承诺，以胸怀大爱的精神回馈国家社会，彰显行业、公司及个人的尊严，以自身的修为赢得尊敬与信赖，提升行业及会员本身的社会形象地位。

Philosophy of IDA— Paragon, Perfection, Nobility

Shaping the Portrait of Outstanding Industry Practitioners



The core philosophy of the IDA is encapsulated in its motto of "Paragon, Perfection, Nobility," symbolizing the epitome of insurance professionalism. A recipient of the IDA not only marks a milestone in their career but also signifies an entry into a realm of enriched knowledge, driven ambition, refined thinking, and elevated living standards.

Paragon: Demonstrate Professional Value

IDA members embody a relentless pursuit of excellence, fostering a culture of continuous learning and growth within their respective domains. They serve as paragons of organizational management, education, and professional prowess, epitomizing the unparalleled value that IDA members bring to the industry.

Perfection: Advocating virtue and character

With unwavering commitment to moral rectitude, IDA members exemplify integrity in all facets of their conduct, together with a holistic approach to life. They strive for harmony and fulfillment across all dimensions, embodying the virtues of truth, goodness, and beauty, thereby exemplifying the perfect character of IDA members.

Nobility: Social impression and status

Driven by a profound sense of duty, IDA members contribute altruistically to society and their respective countries, upholding the dignity of their profession, organizations, and themselves. Through personal refinement and unwavering dedication, they command respect and trust, thereby elevating the social standing and reputation of both the industry and its practitioners.

挑战业务销售体系的极限
Challenge the limits of the sales performance system

国际龙奖IDA 荣誉体系

IDA honor system

挑战组织发展体系的极限
Challenge the limits of the organizational development system

名人堂
IDA Hall of Fame

终身会员
Life Member of IDA

挑战坚持的极限

Challenge the limits of perseverance

名人堂
IDA Hall of Fame

终身会员
Life Member of IDA

国际龙奖IDA
世纪传奇百人团队
IDA Century Legend Team

国际龙奖—DA杰出业务铜龙奖
IDA Bronze Dragon Award for Outstanding Agent
国际龙奖—DA杰出业务银龙奖
IDA Silver Dragon Award for Outstanding Agent
国际龙奖—DA杰出业务金龙奖
IDA Golden Dragon Award for Outstanding Agent
国际龙奖—DA杰出业务白金奖
IDA Platinum Award for Outstanding Agent
国际龙奖—DA百人荣誉
IDA Hundred Honors



国际龙奖—DA千人团队
IDA Thousand-Head Team
国际龙奖—DA百人团队
IDA Hundred-Head Team
CIA500桂冠奖—皇冠奖
CIA500 Laurel Crown, Imperial Crown
国际龙奖—DA优秀主管白金奖
IDA Platinum Award for Excellent Manager
国际龙奖—DA优秀主管金龙奖
IDA Golden Dragon Award for Excellent Manager
国际龙奖—DA优秀主管银龙奖
IDA Silver Dragon Award for Excellent Manager
国际龙奖—DA优秀主管铜龙奖
IDA Bronze Dragon Award for Excellent Manager

国际龙奖IDA荣誉体系，引领世界金融保险从业者2大发展路径。

其一是挑战业务销售极限的杰出业务奖，秉持专业知识与行销技能，从挑战国际龙奖IDA杰出业务铜龙奖为起点，一路往更高级别杰出业务银龙奖、金龙奖、白金奖，抑或是向自我极限挑战的IDA百人荣誉世界纪录迈进。

其二是挑战组织发展极限的优秀主管奖，凭借组织拓展与培育辅导能力，从挑战优秀主管铜龙奖起步，一路挑战优秀主管银龙奖、金龙奖、白金奖，再进阶至挑战CIA500世界华人保险500强团队桂冠奖、皇冠奖，最终往国际龙奖IDA百人、IDA千人团队迈进。

透过长期的绩优与获奖，挑战坚持的极限，登顶国际龙奖IDA终身会员、国际龙奖IDA名人堂，以及国际龙奖IDA世纪传奇百人团队。

The first development pathway is to challenge the limits of sales performance with the outstanding Agent Category Award. This journey begins with the Agent Category Award - IDA Bronze Dragon Award. Agents apply their professional knowledge and marketing skills, then strive for higher levels, including the Silver Dragon Award, Golden Dragon Award, and Platinum Award. Ultimately, agents aim for the pinnacle achievement of challenging their limits by attaining the IDA Hundred Honors.

The second development pathway is to challenge the limits of organizational development with the excellent Manager Category Award. This journey begins with the Manager Category Award - IDA Bronze Dragon Award, leveraging organizational expansion and coaching abilities. From there, managers strive for higher levels, including the Silver Dragon Award, Golden Dragon Award, and Platinum Award. They then advance to the challenge of the CIA500 Chinese Insurance Agency 500 Laurel Crown and the Imperial Crown. Ultimately, managers aim for the pinnacle achievements of leading an IDA Hundred-Head Team and an IDA Thousand-Head Team.

Through long-term excellence and continuous awards, insurance practitioners challenge the limits of perseverance, aiming to become IDA Life Members, be inducted into the IDA Hall of Fame, and join the ranks of the IDA Century Legend Team.

世界级标准与认证—— 国际龙奖IDA

优秀金融保险从业人员的定义

在世界金融保险业转型升级的环境背景下，国际龙奖IDA给予明确的标准，透过奖项的认证与颁发，代表IDA会员是一群具有高专业、高活动量、高产能的金融保险精英。

国际龙奖IDA杰出业务奖

鼓励杰出世界金融保险精英在「行销」与「服务」上的付出，特别设立此项殊荣，以表彰其在金融保险行销专业上的杰出表现。

国际龙奖IDA杰出业务奖项，以FYC与36件作为申请指标。

The IDA Agent Category Award is evaluated based on the FYC and 36 cases as application criteria.

指标 1

FYC

Indicator 1: First Year Commission

FYC达标IDA代表这位优秀的保险从业人员具有相对高的产能与收入，奠定个人在保险行业的持续性与发展性，也有助于所属保险公司长期的经营与发展。

Achieving the FYC target signifies that the insurance practitioner has relatively high productivity and income, laying the foundation for sustained personal growth in the insurance industry and contributing to the long-term development of their insurance company.

指标 2

36件

Indicator 2: 36 Cases

每年成交36件长期寿险新契约，代表保险从业人员在销售的过程中逐步建立正确的销售思维、技巧与模式，进而累积起足够的活动量、成交件数以及客户数量，带动后续的加保及转介绍等价值，同时更彰显了保险从业人员照顾社会人群的情怀与使命的践行。

Completing 36 long-term life insurance new contracts annually indicates that the insurance professional is steadily developing the correct sales mindset, skills, and methods. This achievement helps in building a substantial volume of activities, transactions, and customer base, thereby fostering subsequent policy renewals and referrals. It also highlights the insurance professional's commitment to societal care and the fulfillment of their mission.

World Class Standards and Certifications— International Dragon Award

Definition of Outstanding Financial Insurance Practitioners

In the context of the transformation and upgrading of the global financial insurance industry, the International Dragon Award provides clear standards. Through the certification and presentation of awards, IDA members are recognized as highly professional, highly active, and highly productive elites in the financial insurance industry.

IDA Agent Category Award

This award is specially established to encourage outstanding global financial insurance elites for their contributions in "marketing" and "service," recognizing their exceptional performance in the financial insurance marketing profession.

标准定义说明

FYC: 受理保险从业人员个人「初年度佣金」（含初年度新契约各项奖励与奖金，由各公司认定）达标所属国家地区各标准及奖项者。所属国家地区各奖项标准会随着当地经济发展情势与人均所得来评估并订定。

36件: 每年成交长期寿险新契约的件数。

Standard Definition Explanation:

FYC: Meeting the national or regional standards and awards for "First Year Commission" (including various incentives and bonuses for the first year's new contracts as recognized by each company). The award criteria for each country or region are evaluated and set based on the local economic development conditions and per capita income.

36 Cases: The annual completion of new long-term life insurance contracts.

高产能 高价值 高收入

High Productivity, High Value,
High Earnings

国际龙奖IDA申
请标准仅受理
FYC

IDA application criteria only accept FYC

高活动量 高客户量 高销售力

High Activity Level, High Client Volume,
High Sales Capability

申请者必须完成
36件

Applicants must complete 36 Cases

国际龙奖IDA优秀主管奖

肯定世界金融保险优秀主管在「人才培育」与「经营绩效」上的贡献，特别设立此项殊荣，以表扬其在团队经营与管理绩效上的卓越成就。

国际龙奖IDA优秀主管奖的标准设立，是以一个主管的血缘团队/行政隶属中培养出的IDA杰出业务奖人数来做申请，代表每一个业务团队的水平与厚实，代表着主管的招募养成绩优的能力，且传递着一位真正优秀主管的责任与价值是成就伙伴，体验着利他、长期主义的经营价值观。

IDA Manager Category Award

This award recognizes outstanding contributions in "talent cultivation" and "business management performance," honoring exemplary achievements in team management and performance.

The application criteria for the IDA Manager Category Award are based on the number of IDA Agent Category Award winners cultivated within a manager's team/administrative subordination. This represents the standard and solidity of each sales team, reflecting the manager's ability to recruit and cultivate high-performing individuals. It also conveys the responsibilities and values of a truly outstanding manager, whose achievements are measured by their partners' successes and who embraces the business values of altruism and longtermism.



国际龙奖IDA指引不断进阶

国际龙奖IDA（杰出业务奖与优秀主管奖）订定不同的标准，分为4个层级奖项——铜龙奖、银龙奖、金龙奖及白金奖，世界金融保险从业人员可随着专业能力的提升，一步步往更高的目标设定并攀登，逐步完成各项目标与责任，建立起不断自我突破的习惯。

Advancing IDA Guidelines

The IDA (Agent Category Award and Manager Category Award) establishes different standards, divided into four levels: Bronze Dragon Award, Silver Dragon Award, Golden Dragon Award, and Platinum Award, allowing industry practitioners to set and achieve progressively higher goals, fostering a culture of continuous improvement.



长期卓越， 体现专业价值

国际龙奖IDA终身会员

凡连续12年荣获国际龙奖IDA会员，或累计荣获国际龙奖IDA会员达15届者，于达成当年度申请资格，并依据一般会员程序提出申请奖项，即为「国际龙奖IDA终身会员」。



为提供IDA会员长期追求的目标，国际龙奖IDA设立IDA终身会员荣耀。每一年能够荣获IDA奖项的保险从业人员，都属凤毛麟角，是市场中最顶尖的保险精英，连续12年或累计15次的IDA获奖，代表的是高度专业与能力的展现。因为保险事业需要长期经营，需要有长久经营的持续力。

截至2024年，全世界已累计共461位国际龙奖IDA终身会员，达致目标，点亮辉煌，成就荣誉梦想。



国际龙奖IDA终身会员权益

- 1 IDA终身会员提出申请，依一般会员办法提出「申请书」、「业绩认证资料」，即可享有当年度会员权益。
- 2 成为IDA终身会员后，若该年度没有提交会员「申请书」、「业绩认证资料」且未完成缴费时，即无法享有当年度会员权益，仅保有「IDA终身会员」资格。
- 3 享有IDA终身会员尊荣，获颁国际龙奖IDA终身会员奖牌，以及在《IDA名人录》及官网上都设有「国际龙奖IDA终身会员专区」，以彰显荣耀。
- 4 国际龙奖IDA证书特别烫有「终身会员Life Member」字样，以彰显荣耀。

※会员所获国际龙奖IDA之纪录仅以年届计算，不限「奖项类别」，如优秀主管奖/杰出业务奖：铜龙奖、银龙奖、金龙奖、白金奖。

Enduring Excellence: Reflecting Professional Value

Life Member of IDA

Achieving the IDA membership for 12 consecutive years or 15-time recipient of the IDA will qualify for the prestigious "IDA Life Member" honor upon meeting annual application criteria and following member application procedures.

To provide a long-term goal for IDA members, the International Dragon Award has established the honor of IDA Life Membership. Every year, the insurance industry practitioners who receive the IDA Award are among the crème de la crème, representing the top tier of the market. Winning the IDA for 12 consecutive years or 15-time recipient of the IDA showcases a high level of professionalism and capability. The insurance industry requires long-term commitment and sustained effort.

As of 2024, 461 individuals worldwide have attained the esteemed title of IDA Life Member, embodying the pinnacle of professional achievement and realizing their dreams of honor and distinction.



Privileges of IDA Life Membership

- 1 IDA Life Members who submit an "application form" along with "performance certification materials" according to general membership procedures shall enjoy the benefits of annual membership.
- 2 If an IDA Life Member fails to submit the "application form" "performance certification materials," and complete payment for that year, they shall not enjoy the benefits of annual membership but will retain the "IDA Life Member" status.
- 3 IDA Life Members enjoy special prestige, receive the IDA Life Member medal, and have a dedicated section in the "IDA Who's Who" on the official IDA website to showcase and celebrate their achievements.
- 4 The IDA certificate will be specially embossed with the words "Life Member" to showcase their honor.

※ IDA accolades are tallied based on cumulative years, irrespective of award category (e.g., Agent Category Award / Manager Category Award: Bronze Dragon Award, Silver Dragon Award, Golden Dragon Award, Platinum Award).

世界金融保险业的典范与楷模

国际龙奖IDA名人堂会员



凡连续24年荣获国际龙奖IDA会员，或累计荣获国际龙奖IDA会员达30届者，于达成当年度申请资格，并依据一般会员程序提出申请奖项，即荣登「国际龙奖IDA名人堂」。

国际龙奖IDA执行委员会设立国际龙奖IDA名人堂，指引IDA终身会员持续挑战迈向绩优，最终成为行业的典范与楷模。国际龙奖IDA名人堂其价值不只是一座奖座与荣誉，更重要的是在长期且连续的不懈坚守下，带动行业往更高的标准迈进，进而为民众带来更加完善的帮助与保护。他们追求的不只是长期的绩优，更是IDA名人堂会员们衡量自己为社会付出多少贡献的标准，而这个价值正是他们持续追求奖项的一大动力。2023年，诞生首届13位国际龙奖IDA名人堂会员，至今累计IDA名人堂会员15位。



(依中文姓氏笔画由左至右、上至下排序)

国际龙奖IDA名人堂会员权益

- 1 IDA名人堂会员提出申请，依一般会员办法提出「申请书」、「业绩认证资料」，即可享有当年度会员权益。
- 2 成为IDA名人堂会员后，若该年度没有提交会员「申请书」、「业绩认证资料」且未完成缴费时，即无法享有当年度会员权益，仅保有「IDA名人堂」资格。
- 3 享有IDA名人堂会员尊荣，获颁国际龙奖IDA名人堂会员奖座，以及在《IDA名人录》及官网上都设有「国际龙奖IDA名人堂会员专区」，以彰显荣耀。
- 4 国际龙奖IDA证书特别烫有「名人堂 Hall of Fame」字样，以彰显荣耀。

※会员所获国际龙奖IDA之纪录仅以年届计算，不限「奖项类别」，如优秀主管奖/杰出业务奖：铜龙奖、银龙奖、金龙奖、白金奖。

The Paradigm and Role Model of the World Financial Insurance Industry

IDA Hall of Fame

Members who have won the IDA for 24 consecutive years or a total of 30 times can apply for the "IDA Hall of Fame" upon meeting the annual application qualifications and following the general membership procedures.



Sorted from left to right and top to bottom by the stroke count of Chinese surnames.

The Executive Committee of the IDA established the IDA Hall of Fame, guiding Life Member to continuously strive for excellence and ultimately become industry paragons and role models. The significance of the IDA Hall of Fame extends far beyond just recognition and prestige. It represents a steadfast dedication over the long haul, aimed at elevating industry benchmarks and delivering enhanced support and protection to the public. Hall of Fame members gauge their impact on society as the benchmark of their excellence, propelling them towards an unceasing pursuit of this esteemed accolade. Their pursuit transcends mere long-term excellence; they also gauge their societal contributions against the standards set by IDA Hall of Fame members. This intrinsic value serves as a potent driving force behind their unwavering quest for the award. In 2023, the inaugural cohort of 13 IDA Hall of Fame members was inducted, marking a milestone. Presently, the prestigious roster comprises 15 Hall of Fame members.

Privileges of IDA Hall of Fame Membership

- 1 IDA Hall of Fame who submit an "application form" along with "performance certification materials" according to general membership procedures shall enjoy the benefits of annual membership.
- 2 If an IDA Hall of Fame fails to submit the "application form," "performance certification materials," and complete payment for that year, they shall not enjoy the benefits of annual membership but will retain the "IDA Hall of Fame" status.
- 3 IDA Hall of Fame members enjoy special prestige, receive the IDA Hall of Fame medal, and have a dedicated section in the "IDA Who's Who" on the official IDA website to showcase and celebrate their achievements.
- 4 The IDA certificate will be specially embossed with the words "Hall of Fame" to showcase their honor.

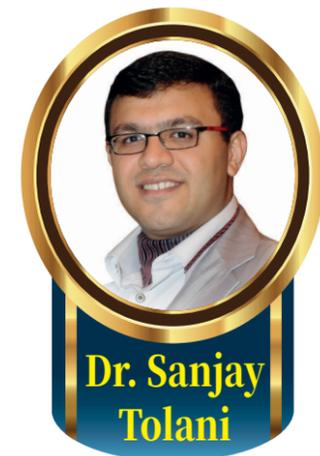
※ IDA accolades are tallied based on cumulative years, irrespective of award category (e.g., Agent Category Award / Manager Category Award: Bronze Dragon Award, Silver Dragon Award, Golden Dragon Award, Platinum Award).

登峰造极，向销售极限挑战世界纪录

国际龙奖IDA百人荣誉

国际龙奖IDA执行委员会对于只着力于个人销售的保险精英，其销售绩效特别卓越，达致国际龙奖IDA百人团队的业务规模，且其从业态度可为表率，依循典范·完美·尊贵的从业精神，专业知识与技巧可被学习、复制与激励，经国际龙奖IDA执行委员会评审认同，特别授予「国际龙奖IDA百人荣誉」的荣誉称号，藉此鼓励更多的世界金融保险精英向更高目标挑战，书写更璀璨的绩效与荣誉纪录。

当届、历届国际龙奖IDA百人荣誉获奖者 Current and Past Recipients of the IDA Hundred Honors



Dr. Sanjay Tolani

迪拜Dubai
1,541位
2020~2024
连续5年
5 consecutive years

2024年再创世界纪录

Dr. Sanjay Tolani个人完成1,541位国际龙奖IDA杰出业务铜龙奖
2023年完成其个人业绩 FYC USD 83,907,760，件数共完成172件，件均 FYC USD 487,836，荣获2024国际龙奖IDA杰出业务白金奖。同时他也以个人业绩，连续5年完成「国际龙奖IDA百人荣誉」崇高的荣誉称号，也创下个人从业以来最高IDA绩效纪录。

此绩效表现2023年FYC USD 83,907,760——
换算2024国际龙奖IDA阿拉伯联合酋长国杰出业务标准，等于完成——
1,541位国际龙奖IDA杰出业务铜龙奖

Set a new world record in 2024

Dr. Sanjay Tolani personally completed 1,541 IDA Bronze Dragon Award for Outstanding Agent. In 2023, he achieved a personal performance of FYC USD 83,907,760, completing a total of 172 cases with an average FYC of USD 487,836 per case. He was awarded the 2024 IDA Platinum Award for Outstanding Agent. Additionally, his personal performance earned him the prestigious "IDA Hundred Honors " for five consecutive years, setting his highest IDA performance record to date.

Performance Highlights (2023) FYC: USD 83,907,760——
When converted to 2024 IDA Agent Category Awards standards for UAE, equivalent to ——
1,541 IDA Bronze Dragon Award for Outstanding Agent

阿拉伯联合酋长国「2024国际龙奖IDA杰出业务标准」
2024 IDA Agent Category Awards Standards" for UAE:

铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award
迪拉姆 200,000 AED 200,000	迪拉姆 600,000 AED 600,000	迪拉姆 1,200,000 AED 1,200,000	迪拉姆 1,800,000 AED 1,800,000



Reaching the pinnacle, challenging world records in sales

IDA Hundred Honors

The IDA Executive Committee acknowledges insurance elites who demonstrate outstanding individual sales performance and attain the business scale of the IDA Hundred-Head Team. Their exemplary professionalism and commitment to the ideals of Paragon, Perfection, Nobility set a benchmark for others to follow. Their expertise and skills serve as sources of inspiration and are worthy of emulation. In recognition of their contributions, the IDA Executive Committee especially bestows upon them the honorary title of "IDA Hundred Honors" This distinction aims to inspire more global financial insurance elites to set their sights on loftier goals and strive for even greater achievements and honors.



**唐迎军女士
Tang Yingjun**

上海Shanghai
154位
2022~2023
连续2年
2 consecutive years

此绩效表现2022年FYC USD 2,521,532——
换算2023国际龙奖IDA中国大陆杰出业务标准，等于完成——
154位国际龙奖IDA杰出业务铜龙奖

Performance Highlights (2022): FYC USD 2,521,532——
When converted to 2023 IDA Agent Category Awards standards for Mainland China, equivalent to ——
154 IDA Bronze Dragon Award for Outstanding Agent

中国内地（大陆）「2023国际龙奖IDA杰出业务标准」
2023 IDA Agent Category Awards Standards" for Mainland China:

铜龙奖 Bronze Dragon Award	银龙奖 Silver Dragon Award	金龙奖 Golden Dragon Award	白金奖 Platinum Award
人民币 112,500 RMB 112,500	人民币 337,500 RMB 337,500	人民币 675,000 RMB 675,000	人民币 1,012,500 RMB 1,012,500

超群绝伦，世界级卓越 团队的象征

国际龙奖IDA百人团队

在2011年首尔国际龙奖IDA年会上，第一支IDA百人团队走上荣耀舞台，作为划时代引领的开端。此后，经过10多年来的酝酿与持续推动，行业内诸多团队也开启追逐IDA百人团队荣誉之路。

国际龙奖IDA百人团队是世界金融保险业内团队崇高的荣誉称号，即一个具有血缘关系/行政隶属的团队里有100位以上的IDA会员。从实务面来剖析，所谓IDA百人团队是从小团队到大团队、家族系列等不断整合壮大的过程；团队能藉由透过追逐IDA百人团队的目标，带动一个团队的资源整合，运作各项资源产生的力量与经营智慧。

对于保险公司而言，拥有一支IDA百人团队，代表的除了是保险公司已具备卓越的业务绩效及一群优秀的保险精英外，更能在保险公司内部与行业内发挥榜样与标杆的力量。

国际龙奖IDA百人团队卓越的背后，存在着诸多意义：

代表了——

团队长拥有高度视野与格局，带动团队资源整合、系统运作，总结出经验智慧。

象征了——

团队的高度凝聚力，业务人员的高积极性，更体现出团队的高绩效、高执行力与高收入。

彰显了——

团队具备不畏挑战、不自我设限，持续向积极挑战的能力。



Unparalleled Excellence, a Symbol of World-Class Outstanding Teams

IDA Hundred-Head Team

At the 2011 IDA Annual Conference in Seoul, the inaugural IDA Hundred-Head Team took center stage, heralding a groundbreaking era. Over the ensuing decade, numerous teams across the industry embarked on the pursuit of the esteemed IDA Hundred-Head Team accolade.

The IDA Hundred-Head Team epitomizes excellence in the global financial insurance sphere, denoting a collective with over 100 IDA members who share a direct line or administrative affiliation.

From a practical standpoint, an IDA Hundred-Head Team represents the continuous integration and growth from small teams to large teams, including family series. The pursuit of this goal drives team resource integration, leveraging various resources to generate power and operational wisdom.

For insurance companies, having an IDA Hundred-Head Team signifies not only outstanding business performance and a group of excellent insurance elites but also serves as a model and benchmark within the company and the industry.

The significance of the IDA Hundred-Head Team extends beyond mere symbolism:

Represents: Team leaders who exhibit profound vision and scale, driving resource integration and systemic efficiency while distilling wisdom from collective experience.

Symbolizes: Strong solidarity and drive among team members, resulting in enhanced performance, execution, and remuneration.

Showcases: Unfazed by challenges, the team maintains a growth-oriented mindset, continually striving for excellence.



至2024年，全球共诞生25支IDA百人团队

By 2024, a total of 25 IDA Hundred-Head Team have been established worldwide.

- | | | |
|---------------------------|---|-----------------------|
| 1. 香港宏利人寿保险南九龙区 (12届) | 10. 香港保诚保险卓越行政总区 (6届) | 18. 北京太平人寿东城团队 (2届) |
| 2. 香港宏利人寿保险SV宏星 (10届) | 11. 新加坡大东方理财顾问
Advisors Clique Collective (5届) | 19. 杭州新华保险阳光家族 (2届) |
| 3. 香港中国人寿(海外)中国红团队 (9届) | 12. 台北磊山保经迎新团队 (5届) | 20. 香港宏利人寿宏星同人 (2届) |
| 4. 台北磊山保经磊众团队 (8届) | 13. 成都中宏人寿 WE GROUP宏创集团 (5届) | 21. 河南中国平安大龙祥团队 (1届) |
| 5. 台北富邦人寿Life Star联盟 (7届) | 14. 广州中信保诚天湖家族 (5届) | 22. 成都人保寿险金牛团队 (1届) |
| 6. 台北富邦人寿百花团队 (7届) | 15. 济南安联人寿龙腾家族 (3届) | 23. 台中国泰人寿专招台中区部 (1届) |
| 7. 北京中国平安聚龙团队 (7届) | 16. 北京中国平安御龙家族 (3届) | 24. 澳门友邦保险丰盛家族 (1届) |
| 8. 澳门宏利金融保险宏星共赢 (7届) | 17. 北京太平人寿海淀团队 (3届) | 25. 香港中国人寿海外聚龙家族 (1届) |
| 9. 新加坡友邦财务顾问AAG团队 (6届) | | |





宏利人寿保险
高级行政区域总监

沈维灿 先生

宏利人寿保险
高级行政区域总监

龙子明 先生



宏利人寿保险
高级行政区域总监

沈维灿 先生

宏利人寿保险
高级行政区域总监

龙子明 先生



国际龙奖IDA千人团队 IDA Thousand-Head Team

2021年在各行各业皆遭受到新冠疫情冲击之际，宏利人寿保险南九龙团队逆势突围，达成前无古人的全新纪录，完成国际龙奖IDA千人团队佳绩，以3,000多人的团队规模，达到了33%的绩优人力占比，在南九龙团队中孕育出1,003位IDA会员，跃升为国际龙奖IDA千人团队，是卓越团队的实践过程，以及迈向更高境界的基础与力量。

In 2021, amidst the upheaval of the COVID-19 pandemic across various industries, the Manulife Insurance Kowloon South team in Hong Kong bucked the trend and achieved a historic milestone by forming the unprecedented IDA Thousand-Head Team. With a team exceeding 3,000 members, they achieved an Elite Members Ratio of 33%, nurturing 1,003 IDA members within the Kowloon South team. This remarkable feat propelled them to the esteemed status of the IDA Thousand-Head Team, showcasing proven excellence and providing a robust foundation for ascending to even greater heights.

国际龙奖IDA世纪传奇百人团队 (12届IDA百人团队)

IDA Century Legend Team (12th IDA Hundred-Head Team)

世纪传奇，是朝往百年经营之路前进的象征，更是超凡与卓越的代名词。当一个团队可以连续12年完成国际龙奖IDA百人团队，可谓是顶尖寿险团队的典范与标杆，更是一个组织长久卓越经营所创造出的非凡成就。

连续12年，每一年都能达成IDA百人团队，代表这个团队在他们的工作规划与执行等方面，蕴含着国际龙奖IDA「典范·完美·尊贵」的精神与基因。为此卓越表现，国际龙奖IDA执行委员会将赋予其「国际龙奖IDA世纪传奇百人团队」荣誉称号。

2024年，来自宏利人寿保险的南九龙团队，成为世界金融保险业第一支国际龙奖IDA世纪传奇百人团队。

A legend, symbolizing the path toward enduring sustainability, and synonymous with extraordinary and outstanding achievements. Achieving the IDA Hundred-Head Team consecutively for 12 years signifies an exceptional insurance team, serving as a model and benchmark of sustained outstanding performance.

Such a team embodies the core ethos and values of the IDA—Paragon, Perfection, Nobility—in their strategic planning and execution. In recognition of this outstanding performance, the IDA Executive Committee bestows the honor of "IDA Century Legend Team."

In 2024, the Manulife Insurance Kowloon South team from Hong Kong became the first IDA Century Legend Team in the global financial insurance industry.



IDA荣誉体系推动 业务产能与组织发展

IDA对保险公司经营的意义

国际龙奖IDA荣誉体系能带动业务产能与组织发展，对保险公司经营有重要指标与象征：

1. 具世界级指标的优秀保险业务员

优秀保险从业人员透过国际奖项来定义并验证，国际龙奖IDA会员因而得以形塑个人品牌，展现卓越的实战力与竞争力。

2. 具世界级指标的高产能业务员

国际龙奖IDA激发保险从业人员达成高产能的目标，并透过荣誉追求而长期维持绩优，有助于团队新人招募及稳定成长。

3. 具世界级指标的高收入业务员

国际龙奖IDA会员除了证明绩效的持续向上成长外，也代表实质收入的提升，将奠定其在保险行业的持续性与发展性。

4. 具世界级指标的高活动量业务员

每年成交36件长期寿险新契约，不仅能透过高活动量及高件数的实战，厚实销售技能，积累客源带动更多加保、转介绍价值；同时也协助客户及其家庭完善保障，为国家、社会等挹注安定力量。



The IDA Honor System Promotes Performance, Productivity and Organizational Development

Significance of IDA to Management in Insurance Companies

The IDA Honor System can drive business productivity and organizational development, serving as key indicators and symbols for insurance company operations:

1. World-Class Outstanding Insurance Agents

Outstanding insurance professionals are defined and validated through international awards. IDA members can thus shape their personal brands, showcasing exceptional practical skills and competitiveness.

2. World-Class High-Productivity Insurance Agents

The IDA motivates insurance professionals to achieve high productivity goals. Through the pursuit of honor, they maintain long-term superior performance, facilitating the recruitment of new team members and fostering stable growth.

3. World-Class High-Income Insurance Agents

IDA members not only demonstrate continuous upward performance growth but also represent increased actual income, laying a foundation for sustainability and development in the insurance industry.

4. World-Class High-Activity Agents

Completing 36 new long-term life insurance contracts annually not only elevates sales skills through high activity and high transaction volume but also builds up clientele, driving more policy additions and referrals. Simultaneously, it assists clients and their families in securing comprehensive protection, contributing to societal stability and security.

5. 具世界级指标的优秀业务主管

「主管奖」彰显着主管对招募培育与绩效辅导的能力，带领所辖成为国际龙奖IDA会员，对业务团队的正向发展与运行，具备指标性意义。

6. 高荣誉感与高使命感的追求指标

荣誉是业务推动重要因素，更是业务激励的最佳动能，国际龙奖IDA带动保险从业人员「持续追求优秀」，更透过彰显保险价值坚定从业使命与信仰，从目标设定到达成的坚持，因世界级荣誉而奋战不懈。

7. 高格局指标

藉由国际奖项的追求与获奖，得以提升视野、扩大格局，面向行业，面对世界，与全世界的卓越标杆看齐，实践更高更辉煌的生涯发展。

8. 高学习力指标

在追求国际龙奖IDA的过程中，透过各种IDA成功基因元素的学习管道与资源、不断自我精进，往专业经营之路迈进。

9. 世界级业务组织象征

国际龙奖IDA百人团队，代表在一个具有血缘关系/行政隶属的团队中有100人以上获得IDA奖项，是世界级卓越业务团队的象征。

10. 业务经营永续发展的基石

透过国际奖项荣誉体系、结合IDA成功基因库资源，建构保险公司业务经营永续发展的基石。



5. World-Class Outstanding Managers

The "Manager Category Award" highlights a manager's ability to recruit, train, and support performance, empowering their team to become IDA members. This has a significant and positive impact on the development and operation of sales teams.

6. Indicators of High Honor and Mission Pursuit

Honor plays a pivotal role in advancing business objectives and stands as a potent catalyst for corporate incentives. The IDA inspires insurance professionals to "constantly pursue excellence," steadfastly embracing their mission and convictions in the importance of insurance. From setting ambitious goals to achieving them, they pursue global recognition with unwavering determination.

7. Indicators of Grand Vision

Through the pursuit and attainment of international awards, individuals can broaden their horizons and expand their perspectives. By facing the industry and the world, they align with global benchmarks of excellence, achieving higher and more brilliant career development.

8. Indicators of High Learning Capability

In the process of pursuing the IDA, individuals continually improve themselves through various learning channels and resources related to IDA's successful elements, advancing towards professional management.

9. Symbol of a World-Class Business Organization

The IDA Hundred-Head Team represents a team with over 100 members who have received the IDA award within a related or administratively affiliated group. This is a symbol of a world-class outstanding business team.

10. Cornerstone for Sustainable Business Development

Through the international award honor system and the integration of IDA's successful DNA, the foundation for sustainable business development within insurance companies is enabled.

IDA会员申请， 彰显中立、客观、公正、严谨

国际龙奖IDA执行委员会秉持中立、客观、公正、严谨的审核标准，所有申请者都需取得新契约业绩保单所属保险公司开出的证明为必要认证，再由国际龙奖IDA执行委员会依此审核，完善申请作业。

2025国际龙奖IDA会员申请办法

杰出业务奖：

(当地货币)

地區	个人寿险 新契约件数	铜龙奖	银龙奖	金龙奖	白金奖
	Case	FYC	FYC	FYC	FYC
澳大利亚	36	78,000	234,000	468,000	702,000
文莱	36	46,750	140,250	280,500	420,750
加拿大	36	58,000	174,000	348,000	522,000
中国内地 (大陆)	36	150,000	450,000	900,000	1,350,000
中国香港	36	360,000	1,080,000	2,160,000	3,240,000
匈牙利	36	10,000,000	30,000,000	60,000,000	90,000,000
印尼	36	154,000,000	462,000,000	924,000,000	1,386,000,000
日本	36	7,360,000	22,080,000	44,160,000	66,240,000
中国澳门	36	320,000	960,000	1,920,000	2,880,000
马来西亚	36	63,000	189,000	378,000	567,000
新西兰	36	80,000	240,000	480,000	720,000
菲律宾	36	595,000	1,785,000	3,570,000	5,355,000
新加坡	36	85,000	255,000	510,000	765,000
韩国	36	50,402,000	151,206,000	302,412,000	453,618,000
中国台湾	36	1,200,000	3,600,000	7,200,000	10,800,000
泰国	36	525,000	1,575,000	3,150,000	4,725,000
阿拉伯联合酋长国	36	200,000	600,000	1,200,000	1,800,000
美国	36	70,000	210,000	420,000	630,000
英国	36	58,000	174,000	348,000	522,000
越南	36	175,000,000	525,000,000	1,050,000,000	1,575,000,000

1. 仅受理个人初年度佣金收入 (FYC)，请参阅各地区标准与必须完成 36 件以上之长期寿险新契约，并以所属金融保险机构之认证标准为凭。
2. 达到表列铜龙奖/银龙奖/金龙奖/白金奖项标准者，得以申请该奖项。
3. 缴纳申请费：铜龙/银龙/金龙奖 USD 400，白金奖 USD 800。
4. 当年度之个人计算标准系指：2024 年 1 月 1 日至 12 月 31 日止。

保险公司所属业务人员

- 一、申请者必须详实登载相关资料及数据。
- 二、所有申请者所提出之申请数据取得保单所属保险公司开出的证明盖章/签署后作为必要认证。

其他金融保险机构所属业务人员

- 一、申请者必须详实登载相关资料及数据。
- 二、申请者需要取得所代理保险的保险公司开出的数字证明盖章/签署后，加总符合IDA申请标准。
- 三、经由所属金融保险机构的签署人或公司法人代表签署/盖章证明后，得以提出申请。

IDA Membership Application: Exemplifying Neutrality, Objectivity, Fairness, and Rigor

The IDA Executive Committee upholds neutral, objective, fair, and rigorous review standards. All applicants must obtain certification from their insurance company verifying new contract performance as essential proof. The IDA Executive Committee then reviews and refines the application process based on this certification.

Application for 2025 International Dragon Award

The Agent Category Award

(Local Currency)

Region	Minimum number of cases of new life insurance business	Bronze Dragon Award	Silver Dragon Award	Golden Dragon Award	Platinum Award
		FYC	FYC	FYC	FYC
Australia	36	78,000	234,000	468,000	702,000
Brunei	36	46,750	140,250	280,500	420,750
Canada	36	58,000	174,000	348,000	522,000
China	36	150,000	450,000	900,000	1,350,000
Hong Kong, China	36	360,000	1,080,000	2,160,000	3,240,000
Hungary	36	10,000,000	30,000,000	60,000,000	90,000,000
Indonesia	36	154,000,000	462,000,000	924,000,000	1,386,000,000
Japan	36	7,360,000	22,080,000	44,160,000	66,240,000
Macau, China	36	320,000	960,000	1,920,000	2,880,000
Malaysia	36	63,000	189,000	378,000	567,000
New Zealand	36	80,000	240,000	480,000	720,000
Philippines	36	595,000	1,785,000	3,570,000	5,355,000
Singapore	36	85,000	255,000	510,000	765,000
South Korea	36	50,402,000	151,206,000	302,412,000	453,618,000
Taiwan, China	36	1,200,000	3,600,000	7,200,000	10,800,000
Thailand	36	525,000	1,575,000	3,150,000	4,725,000
United Arab Emirates	36	200,000	600,000	1,200,000	1,800,000
U.S.A.	36	70,000	210,000	420,000	630,000
United Kingdom	36	58,000	174,000	348,000	522,000
Vietnam	36	175,000,000	525,000,000	1,050,000,000	1,575,000,000

1. Only First Year Commission (FYC) and completed more than 36 new life cases, as recognized by their respective financial and insurance organizations, are accepted for application.
2. Applicants who meet the criteria for the Bronze/Silver/Golden/Platinum awards are eligible to apply for the awards.
3. Application fee: Bronze Dragon / Silver Dragon / Golden Dragon Award – USD 400, Platinum Award – USD 800.
4. Qualification period: 1st January 2024 - 31st December 2024.

Insurance Company Affiliated Insurance Agents

1. Applicants must accurately provide relevant information and data.
2. All application data submitted by the applicants must be certified with a stamp/signature affixed by the insurance company issuing the policy as essential proof.

Other Financial Insurance Institution Affiliated Insurance Agents

1. Applicants must accurately provide relevant information and data.
2. Applicants need to obtain numerical proof certified with a stamp/signature affixed by the insurance company they represent, and the combined data must meet IDA application standards.
3. Applications must be signed/stamped by a signatory or corporate representative of the affiliated financial insurance institution before submission.

The Manager Category Award

Subcategory	Requirements
Platinum Award	have 12 members qualified for the Agent Category Award of 2025 IDA
Golden Dragon Award	have 9 members qualified for the Agent Category Award of 2025 IDA
Silver Dragon Award	have 6 members qualified for the Agent Category Award of 2025 IDA
Bronze Dragon Award	have 3 members qualified for the Agent Category Award of 2025 IDA

1. The group member who qualified as an IDA member is only counted once under one leader, no matter which level of the agency's leaders apply for the Leader Award. Personal sales of a leader who registered for a leader award would not be taken into account.
2. The verification of the team members listed in the Leader Award application is based on the certification documents from their respective financial and insurance institutions.
3. Application fee: Bronze Dragon / Silver Dragon / Golden Dragon Award – USD 400, Platinum Award – USD 800.

Note: The award criteria for each country or region are evaluated and set based on the local economic development conditions and per capita income.

专属权益，赋能IDA会员精进

成功通过资格审核成为当年度国际龙奖IDA会员后，即可享受为期一年的会员权益，其起讫时间为申请核准年度的7月1日起，至次年度的6月30日止。会员权益的内容体现在「荣誉认证」与「学习赋能」上，包括：

荣誉认证

- ◎国际龙奖IDA荣誉奖牌（奖座）
- ◎国际龙奖IDA荣誉证书
- ◎国际龙奖IDA名人录
- ◎国际龙奖IDA会员荣耀徽章
- ◎IDA专属荣誉照及荣誉头像
- ◎授权使用IDA专属标识与品牌
- ◎当年度报名IDA年会得参与颁奖典礼
- ◎IDA高研院APP IDA智能名片
- ◎IDA高研院APP个人专属会员权益

Honors and Recognition

- ◎ IDA Honor Medal (Trophy)
- ◎ IDA Honor Certificate
- ◎ IDA Who's Who
- ◎ IDA Member Honor's Badge
- ◎ Exclusive IDA Honor Photo and Honor Portrait
- ◎ Authorization to use exclusive IDA logos and brands
- ◎ Eligible to participate in the annual IDA Conference Award Ceremony upon registration
- ◎ IDA College IDA smart business card
- ◎ IDA College personal membership benefits

学习赋能

- ◎IDA官网国内外行业前瞻信息
- ◎IDA高研院APP世界金融保险从业者在线终身教育第一平台
- ◎当年度国际龙奖IDA精选讲师演讲PDF文件网络版
- ◎当年度国际龙奖IDA会员季刊电子版

Learning Empowerment

- ◎ IDA official website provides domestic and international industry foresight information
- ◎ IDA College is the World's Leading Online Lifelong Education Platform for Financial and Insurance Professionals
- ◎ Online version of the PDF file of featured lectures by IDA keynote speakers for the current year
- ◎ Electronic version of the IDA Member Quarterly for the current year



Exclusive Benefits: Empowering IDA Members to Seek Continuous Improvement

Upon successfully passing the qualification review and becoming an IDA member for the current year, members can enjoy a one-year membership benefit period, starting from July 1 of the approval year to June 30 of the following year. Membership benefits are reflected in honor recognition and learning empowerment, including:



国际龙奖IDA终身会员专属权益

- ◎国际龙奖IDA终身会员奖牌
- ◎《IDA名人录》及官网上设有「国际龙奖IDA终身会员专区」
- ◎国际龙奖IDA证书烫有「终身会员Life Member」会员字样

Exclusive Benefits for IDA Life Members

- ◎ IDA Life Member Medal
- ◎ IDA Who's Who and the "IDA Life Member Section" on the official website
- ◎ IDA award certificate embossed with "Life Member" wording

国际龙奖IDA名人堂会员专属权益

- ◎国际龙奖IDA名人堂会员奖座
- ◎《IDA名人录》及官网上设有「国际龙奖IDA名人堂会员专区」
- ◎国际龙奖IDA证书烫有「名人堂 Hall of Fame」字样

Exclusive Benefits of IDA Hall of Fame Members

- ◎ IDA Hall of Fame Member Trophy
- ◎ IDA Who's Who and the "IDA Hall of Fame Member Section" on the official website
- ◎ IDA award certificate embossed with "Hall of Fame" wording



国际龙奖IDA终身荣誉大使团

为持续彰显国际龙奖IDA「典范·完美·尊贵」之崇高理念，国际龙奖IDA执行委员会特别于世界金融保险业界，征选并邀请100位优秀的、有代表性的，且具有国际龙奖IDA会员身分的保险精英，担任「国际龙奖IDA终身荣誉大使」。

荣任国际龙奖IDA终身荣誉大使者，其各个都是在所属国家地区、所属保险公司中的佼佼者，不仅绩效名列前茅，他们对保险从业的敬业态度、对保险意义功能的理解，抑或是追求荣誉成为行业标杆，无私为行业付出与奉献等，都值得被尊崇与效法。

未来他们将持续彰显国际龙奖IDA的崇高理念「典范·完美·尊贵」，发扬人寿保险保障，无私分享专业知识、技能与市场经营经验等，以推动人寿保险的意义与价值，共同为世界金融保险业的荣誉与发展做出贡献。



富邦人寿 梁国榕
Fubon Life Insurance
IDA年资IDA's seniority
25年(Year)



大东方人寿 陈礼祥
Great Eastern Life Assurance
IDA年资IDA's seniority
25年(Year)



宏利人寿 龙子明
Manulife (International)
Limited
IDA年资IDA's seniority
24年(Year)



丰隆保险 李雨鄢
Hong Leong Assurance
Berhad
IDA年资IDA's seniority
24年(Year)



智慧保险 陈美惠
Wisdom Management
IDA年资IDA's seniority
22年(Year)



新光人寿 曾春燕
Shin Kong Life Insurance
IDA年资IDA's seniority
19年(Year)



友邦保险 刘翔而博士
AIA (International) limited
IDA年资IDA's seniority
19年(Year)



台新人寿 陈玉婷
Taishin Life Insurance
IDA年资IDA's seniority
17年(Year)



宏利人寿 黄谟贤
Manulife (International)
Limited
IDA年资IDA's seniority
17年(Year)



凯基人寿 杨臻萍
KGI Life Insurance
IDA年资IDA's seniority
13年(Year)



国泰人寿 陈子涵
Cathay Life Insurance
IDA年资IDA's seniority
13年(Year)



大东方人寿 张晴峭
Great Eastern Life Assurance
IDA年资IDA's seniority
12年(Year)



中国平安 史军
Ping An Insurance
IDA年资IDA's seniority
12年(Year)



新华人寿 张培幸
New China Life Insurance
IDA年资IDA's seniority
12年(Year)



宏利人寿 彭远智
Manulife (International)
Limited
IDA年资IDA's seniority
12年(Year)



国泰人寿 方壮莉
Cathay Life Insurance
IDA年资IDA's seniority
10年(Year)



中国人寿 齐义霞
China Life Insurance
IDA年资IDA's seniority
10年(Year)



台湾人寿 杨秀梅
Taiwan Life Insurance
IDA年资IDA's seniority
10年(Year)



中宏保险 丁芬
Manulife-Sinochen Life
Insurance
IDA年资IDA's seniority
9年(Year)



AIA友邦保险 蔡丽云
AIA Singapore Private
Limited
IDA年资IDA's seniority
6年(Year)



AIA友邦保险 江莹
AIA Financial Advisers
IDA年资IDA's seniority
6年(Year)



AIA友邦保险 曾国祥
AIA Financial Advisers
IDA年资IDA's seniority
6年(Year)



国泰人寿 廖鸿儒
Cathay Life Insurance
IDA年资IDA's seniority
5年(Year)



保诚保险 甘祖豪
Prudential assurance
Malaysia Berhad
IDA年资IDA's seniority
4年(Year)

Delegation of IDA Honorary Lifetime Ambassadors

To continue embodying the noble ideals of the IDA—Paragon, Perfection, Nobility—the IDA Executive Committee has specially selected and invited 100 outstanding and representative insurance elites who are IDA members to serve as "IDA Honorary Lifetime Ambassador." These ambassadors are top performers in their respective countries, regions, and insurance companies. Their dedication to the insurance profession, understanding of its significance and functions, pursuit of honor, and selfless contributions to the industry make them worthy of respect and emulation.

In the future, they will continue to uphold the noble ideals of the IDA (Paragon, Perfection, Nobility), promote the protection of life insurance, selflessly share professional knowledge, skills, and market experience, and contribute to the honor and development of the global financial insurance industry.

(顺序依IDA终身荣誉大使IDA年资排序) Ordered by IDA Lifetime Honorary Ambassador IDA's seniority

世界华人保险终身成就奖

「世界华人保险终身成就奖」是世界华人保险业最崇高的荣誉奖项，在国际龙奖IDA年会上隆重颁发，期望为世界金融保险行业树立学习楷模与崇高典范。获奖者其一是投入在行业的高层行政与管理，在治理公司及带领行业前行有巨大贡献者；其二是扎根于行业的业务前线，体现在客户销售、规划与服务，抑或是团队组织发展等面向有卓越表现者。

「世界华人保险终身成就奖」旨在肯定获奖者在行业的重大建树与贡献。每年我们于世界各地接受行业领袖推荐，并征询多方意见与国际龙奖IDA执行委员会审慎评选；推选标准如下，有适合者授颁1到2位为限。

The "Worldwide Chinese Life Insurance Lifetime Achievement Award" aims to recognize and honor the noteworthy accomplishments and impactful contributions of its awardees. Each year, global industry leaders nominate candidates, and the final selection is meticulously conducted through comprehensive consultations and evaluations by the IDA Executive Committee. The selection criteria are as follows, with only 1 to 2 individuals being awarded annually.

世界华人保险终身成就奖标准

- 1 于行业不同领域服务达40年以上者。
- 2 不分国籍和语言，于行业中德高望重者，树立学习的榜样。
- 3 长期对行业有卓越贡献，其中包括了：在行业的领导地位、专业领域的创新、并在行业中获得同业的尊崇等指标。
- 4 为行业人才培育贡献最大心力，更为行业奉献了一生，始终如一的精神风范，是「典范·完美·尊贵」的最佳诠释。

Criteria of the Worldwide Chinese Life Insurance Lifetime Achievement Award

- 1 Individuals with over 40 years of service across various sectors within the industry.
- 2 Individuals, irrespective of nationality or cultural background, who serve as exemplary role models within the sector.
- 3 Individuals who have made enduring, impactful contributions to the industry, demonstrating leadership, pioneering innovations in professional domains, and earning the esteem of their peers.
- 4 Individuals who have dedicated their lives to nurturing industry talent and consistently embody the ethos of "Paragon, Perfection, Nobility."

Worldwide Chinese Life Insurance Lifetime Achievement Award

The "Worldwide Chinese Life Insurance Lifetime Achievement Award" is the highest honor in the World Chinese Insurance Industry. It is presented at the IDA Annual Conference with the aim of setting a model and exemplary benchmark for the global financial insurance industry. The recipients of the Lifetime Achievement Award are distinguished into two categories: those who have made substantial contributions in senior management and governance within the sector, and those who have exhibited exceptional performance at the forefront of business operations, encompassing client sales, strategic planning, service provision, and team development.

历届世界华人保险终身成就奖得主

Past recipients of the Worldwide Chinese Life Insurance Lifetime Achievement Award



2004年
友邦保险行政区域总监 黄伟庆先生



2006年
「保险教父」梅第·法克沙戴先生



2009年
新光人寿及新光金控副董事长 吴家录先生

历届世界华人保险终身成就奖得主

Past recipients of the
Worldwide Chinese
Life Insurance Lifetime
Achievement Award

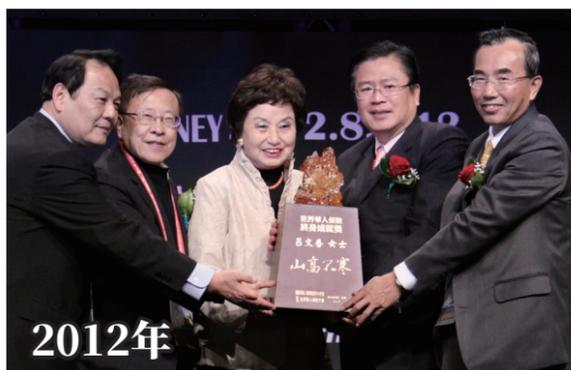
世界华人保险 终身成就奖



2015年
富邦人寿董事长 郑本源先生



2012年
新光人寿驻会董事 潘柏铮先生



2012年
远雄人寿行销副总经理 吕文香女士



2016年
美国IARFC协会 艾德文·莫洛先生



2016年
国泰人寿副董事长 黄调贵先生



2013年
宏利人寿行政区域总监 沈维灿先生



2013年
希克斯全球企业负责人 所罗门·希克斯先生



2017年
友邦保险荣誉主席 林文德先生



2023年
友邦集团前首席执行官 黄经辉先生



2014年
人寿保险商业同业公会荣誉理事长 林文英先生



2014年
中国平安人寿首席顾问 黄宜庚先生



2023年
友邦保险丰盛区高级资深区域总监 朱宪华先生



2023年
友邦保险区域执行总监及荣誉顾问 容永祺先生



CIA 500

Chinese Insurance Agency 500

世界华人保险500强团队

CIA 500

世界华人保险500强团队

CIA 500

Chinese Insurance Agency 500

在国际龙奖IDA荣誉体系架构中，挑战组织发展的极限路径，CIA500奖项是优秀主管奖的中期目标，进而朝往国际龙奖IDA百人团队的荣誉挑战。

CIA500荣誉的诞生，为了就是让团队经营更有价值，彰显保险团队中的灵魂——团队领军人的重要性，赋予对团队有卓越贡献，属于团队领军人及团队的专属荣耀。

Within the IDA honor system framework, the pathway to challenging organizational development limits includes the CIA500 award, which is an intermediate goal for the Manager Category Award, leading towards the honor challenge of the IDA Hundred-Head Team.

The creation of the CIA500 honor aims to add value to team management and highlights the importance of the team leader's role—the soul of the insurance team. It bestows extraordinary honor and prestige on team leaders and their teams who have made outstanding contributions.

CIA500世界华人保险500强团队

CIA500 Chinese Insurance Agency 500

组织管理经营是一门专业技术，一个团队能够长期维持高绩效，且还能逐步成长、扩大组织，富有愿景与使命，拥有优良、正向的团队文化，领军人物绝对是团队中的重要灵魂与精神支撑。

为了进一步推动保险业务员通路持续健康发展，让世界金融保险从业人员持续成长与进步，保险行销集团继设立国际龙奖IDA后，2016年为世界金融保险卓越团队设立彰显荣耀的标准——CIA500（世界华人保险500强团队，Chinese Insurance Agency 500）。

「只有团队的领军人优秀，才会有优秀的保险从业人员；团队领军人更应该为人寿保险这个行业，作为一个中流砥柱。」CIA500荣誉的诞生，为了就是让团队经营更有价值，彰显保险团队中的灵魂——团队领军人物的重要性，赋予对团队有卓越贡献，属于团队领军人的专属荣耀。

Organizational leadership represents a specialized skill set. Sustaining high performance and fostering continuous growth and expansion within a team necessitates a visionary, purpose-driven culture. The leaders of such teams embody the vital essence and ethos of the organization.

In furtherance of promoting the robust development of insurance agency channels and fostering the ongoing growth and enhancement of financial insurance practitioners worldwide, Insurance Marketing Group established the CIA500 (Chinese Insurance Agency 500) in 2016. This initiative, conceived subsequent to the establishment of the International Dragon Award (IDA), sets forth a benchmark of excellence for exemplary insurance teams on a global scale.

"Outstanding insurance practitioners are led by exceptional team leaders. Team leaders are the bedrock of the life insurance industry." The inception of the CIA500 accolade underscores the pivotal role of team leaders in the insurance sector, acknowledging their significant contributions and extending exclusive recognition to these leaders.

CIA500执行委员会 CIA500 Executive Committee



大会副主席 Vice Executive Chairperson	大会副主席 Vice Executive Chairperson	大会副主席 Vice Executive Chairperson	创会主席 Founder Chairperson	大会主席 Executive Chairperson	大会副主席 Vice Executive Chairperson	大会副主席 Vice Executive Chairperson	大会副主席 Vice Executive Chairperson
张文文 Tim Zhang	梁家和 Ben Liang	童俊文 Huang Chun Wen	梁天禧 Liang Tien Lung	陈嘉虎 Tan Kar Hor	殷淑明 Yin Shu Ming	黄美菁 Bong Mei Chin	梁泳英 JJ Liang

CIA500使命—— 共荣、共进、共好

Mission of CIA500—— We Glorify, Develop, Perfect Together

CIA500是团队与团队领军人的最高荣耀，更是凝聚世界金融保险团队经营智慧的百科全书。CIA500以「共荣、共进、共好」为使命，引领世界金融保险团队领军人共同交流、分享、学习、成长，不断拓宽格局与视野，创造团队管理新思维，为行业更美好的未来而努力。

CIA500 stands as the highest accolade for teams and their leaders, encapsulating the collective wisdom of global financial insurance team management. CIA500 has set its mission to "We Glorify, Develop, Perfect Together," guiding team leaders within the global financial insurance landscape to engage in mutual exchange, collaboration, learning, and growth. Its objective is to broaden their perspectives and horizons, cultivate new management paradigms, and strive collectively for a brighter future within the industry.

CIA500理念—— 做大、做强、做精

Philosophy of CIA500—— Become Bigger, Stronger and More Professional

CIA500的审核标准是以引导世界金融保险业以「做大、做强、做精」的发展为理念，从这一个理念出发，CIA500执行委员会分别以「组织人力」、「绩优人力占比」、「13个月保单件数继续率」3大指标为核心进行审核要求。

The evaluation standards of CIA500 are based on the idea of guiding the global financial insurance industry to become "Bigger, Stronger and More Professional." Based on this guiding principle, the CIA500 Executive Committee evaluates teams using three core indicators: unit headcount, elite members ratio, and 13-months policy persistency.

CIA500的3项指标

3 Key Indicators of CIA500

CIA500树立优秀团队领军人的标准，用卓越团队领军人的影响力来为整个行业培育出更多优秀的保险从业人员，进而能够让世界金融保险行业更加专业理性、健康、繁荣发展。

The CIA500 sets standards for outstanding team leaders and leverages their influence to cultivate more excellent insurance practitioners, thereby fostering a more rational, healthy, and prosperous development of the financial insurance industry.



桂冠獎 Laurel Crown	条件 Criteria	皇冠獎 Imperial Crown
≥50人 (直轄組織) Directly Managed Headcount	組織人力 Unit Headcount	≥300人 (所轄組織) Affiliated Headcount
≥10%	績優人力占比 Elite Members Ratio	≥7%
≥92%	13個月保單件數繼續率 13-Month Policy persistency	≥90%



指标 1 做大：组织人力

组织人力提升是团队发展的根本，也是团队领军人的重责大任。一个向上持续发展的团队，团队领军人需具备选才、育才、留才等能力，透过引进人力并成功定着等扎实经营，才能够带领团队持续壮大。

Indicator 1 Expansion: Unit Headcount

Increasing the headcount is fundamental to team development and a crucial responsibility for team leaders. To ensure the sustained growth of a continuously expanding team, leaders must possess the skills to not only select but also nurture and retain talent effectively. Successfully integrating new members into the team and ensuring their stability are crucial steps in guiding the team towards continued growth.

直轄組織人力和所轄組織人力定義

1. 直轄組織人力是指团队负责人按保险机构的规章、业务制度、营销团队管理办法等规定直接管辖的营销单位人力。
2. 所轄組織人力是指团队负责人按保险机构的规章、业务制度、营销团队管理办法等规定所管辖的营销单位。
3. 直轄組織人力和所轄組織人力的数据需由申请团队所属保险机构开具证明。

Definitions of Directly Managed and Affiliated Headcount

1. Directly Managed Headcount: Refers to the marketing and sales unit headcount directly managed by the team leader according to the insurance organization's regulations, business systems, and marketing team management methods.
2. Affiliated Headcount: Refers to the marketing and sales unit headcount managed by the team leader according to the insurance organization's regulations, business systems, and marketing team management methods.
3. The insurance organization to which the applying team belongs must provide documentation verifying the directly managed and affiliated headcount data.



指标 2

做强：绩优人力占比

提升团队伙伴产能是团队领军人的天职，当团队中有愈来愈多的业务员追求国际荣誉奖项，往高目标挑战与迈进，必能带动团队整体绩效与产能的提升。

Indicator 2 Strength: Elite Members Ratio

It falls upon team leaders to elevate the productivity of team members. When more team members strive for international honors and set higher goals, it catalyzes overall team performance and productivity.

绩优人力占比定义

- 1.资料统计时间：当年度1月1日至12月31日。
- 2.绩优人力：指获得IDA个人业务铜龙/银龙/金龙/白金奖会员资格，或获得MDRT/COT/TOT资格的人员（包含团队长本人）。
- 3.绩优人力占比计算：上述绩优人力总和除以组织人力必须大于或等于申请标准；同时具备IDA或MDRT资格者只按照一人一项次计入。

※所有计入IDA或MDRT资格人员，均需提交其个人获得IDA或MDRT会员相关资料；同时，绩优人力数据需由申请团队所属公司开具证明。

Definition of Proportion of Elite Members

1. Data Collection Period: From January 1 to December 31 of the current year.
2. Elite Members: Encompasses individuals qualifying for IDA Agent Category Award Bronze Dragon /Silver Dragon/Golden Dragon/Platinum Awards or those qualified for MDRT/COT/TOT qualifications (including the team leader).
3. Calculation of Elite Members Ratio: The total count of elite members divided by the unit headcount must meet or surpass the application standard; individuals qualifying for both IDA and MDRT are counted only once.

※ All personnel qualifying for IDA or MDRT must submit their relevant membership data. The applying team must furnish documentation from the insurance organization validating the data on Elite Members.

指标 3

做精：13个月保单件数继续率

团队13个月保单件数继续率的高低，代表着团队整体销售模式与服务的品质，优质规划的每一份保单，将为团队伙伴奠定永续经营的基础，反映出一个团队发展的稳定度，更决定了团队发展的未来。

Indicator 3 Excellence: 13-Month Policy Persistency

The 13-month policy persistency serves as a barometer of the overall sales model and service quality of the team. Each meticulously planned policy lays the groundwork for sustainable operations, reflecting the team's stability and charting its course for future development.

13个月保单件数继续率

申请团队是依公司既有的13个月保单件数继续率的计算方法为原则，截止至当年度12月31日的13个月保单件数继续率，13个月保单件数继续率的资料需由申请团队所属公司开具证明。

13-Month Policy Persistency

The application process for teams is based on their respective company's existing method for calculating the 13-month policy persistency, which is measured until December 31st of each year. Documentation verifying the 13-month policy persistency must be provided by the applying team's affiliated company.



CIA500的审核理念

1. CIA500标准每年将按行业发展状况进行相应调整，以充分反应及提升世界金融保险精英团队的水平。
2. 由于各地区及各保险机构经营环境及市场成熟度有别，团队规模及人力的发展存在较大差异，CIA500执行委员依据此现况将会员分为「CIA500桂冠级」及「CIA500皇冠级」，以更加切合不同发展阶段的团队进行申请。
3. 「CIA500桂冠级」是以申请团队领军人的直辖单位规模（人力）为依据，而「CIA500皇冠级」是以申请团队领军人的所辖单位规模（人力）为依据提出申请。
4. 申请团队长既可单独以直辖单位申请「CIA500桂冠级」，以所辖单位申请「CIA500皇冠级」，亦可同时以直辖单位及所辖单位申请「CIA500桂冠级」和「CIA500皇冠级」。

CIA500 Evaluation Philosophy

1. The CIA500 criteria are adjusted annually to reflect and enhance the standards of global financial insurance elite teams, in line with industry developments.
2. Due to variations in operational environments and market maturity across regions and insurance institutions, the CIA500 Executive Committee classifies members into "CIA500 Laurel Crown" and "CIA500 Imperial Crown" to better suit the developmental stages of different teams.
3. Team leaders can apply for "CIA500 Laurel Crown" based on the scale (headcount) of their directly managed unit, or for "CIA500 Imperial Crown" based on the scale (headcount) of their affiliated unit.
4. Team leaders have the option to apply for the "CIA500 Laurel Crown" solely based on their directly managed units or apply for the "CIA500 Crown Level" based on their affiliated units. Alternatively, they can apply for both the "CIA500 Crown Level" and the "CIA500 Imperial Crown" simultaneously, considering both their directly managed and affiliated units.

CIA500奖项对保险公司 与团队经营的意义

1. 世界水平荣耀

CIA500定义出优秀团队的标准，透过与世界优质业务队伍共享国际奖项荣耀，引领团队持续聚焦高目标、提升经营绩效并缔造新纪录，推进世界金融保险业的成长与发展。

2. 优质团队品牌

团队领军人透过对CIA500三项指标的追求，提升团队组织人力与经营的绩效与品质，打造出团队高素质、高绩效与高收入的品牌形象。

3. 强大业务效应

CIA500荣誉所带来的品牌效应，将带动保险公司与团队组织的人力增长与绩效提升，更能为行业与保险公司树立起标杆，发挥引领与榜样的力量。

The significance of the CIA500 Award to insurance companies and team management

1. Setting the Bar for Outstanding Teams

CIA500 defines the standards for outstanding teams, sharing international award honors with world-class teams. This initiative aims to guide teams to continuously focus on high goals, enhance operational performance, set new records, and promote the growth and development of the global financial insurance industry.

2. Building a Premium Team Brand

By pursuing the three CIA500 indicators, team leaders can elevate the caliber of their organizational workforce and operational effectiveness, crafting an image of a top-quality, high-performance, and lucrative team brand.

3. Driving Business Impact

The prestige of CIA500 honors will boost human resource growth and performance for insurance companies and team organizations. It will also establish benchmarks, showcasing leadership and serving as an exemplary model for the industry and insurance firms.

2020-2023世界华人保险500强团队CIA500颁证典礼

CIA 荣耀盛典



CIA500会员申请流程

CIA500 Membership Application Process

* 每年4月1日~6月30日开放申请（超出此期限提出的申请将不予受理）

* Application Period: Annually from April 1 to June 30
(Applications received beyond this period will not be accepted).

1. 填写申请者数据

申请人以其直辖或所辖团队的前一年度（1月1日至12月31日）的各项指标为依据，于次年度提出申请。

2. 提交绩优人力证明文件

IDA或MDRT当年度达标且申奖人员（绩优人力若为MDRT，需提供绩优人员当年度MDRT审核文件复印件证明）。

3. 提交公司证明文件

需公司主管签署，并加盖有效公司章。

4. 完成调研问卷提交电子相片

个人全身/半身电子照片Email至 idajamie@gmail.com或CIA500执行委员会相关人员，请注明：「公司、地区、姓名、申请奖项」。

5. 递交申请书

申请书原件及相关资料，请提交至CIA500执行委员会各地区服务中心。

6. 支付申请费用

支付方式：现金、银行转账、QRcode付款；请注明：「公司、地区、姓名、申请奖项」。

1. Complete applicant details

Applicants must base their submissions on the indicators of their directly managed or affiliated teams from the preceding year (January 1 to December 31).

2. Provide documentary proof of Elite Members

Include proof of IDA or MDRT qualifications for the current year (for MDRT, submit a copy of the MDRT verification document).

3. Submit company documentary proof

Documentation must be endorsed by a company supervisor and bear the official company seal.

4. Survey completion and photo submission

Forward full-body or half-body electronic photos via email to idajamie@gmail.com or CIA500 Executive committee personnel, with the subject line "Company, Region, Name, Application Award Category."

5. Submit application forms

Submit the original application form and relevant documents to the CIA500 Executive Committee's regional service centers.

6. Payment of application fee

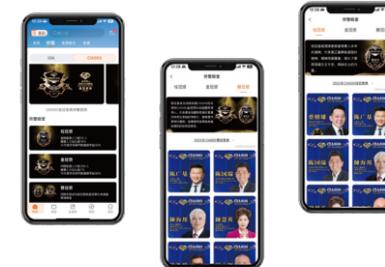
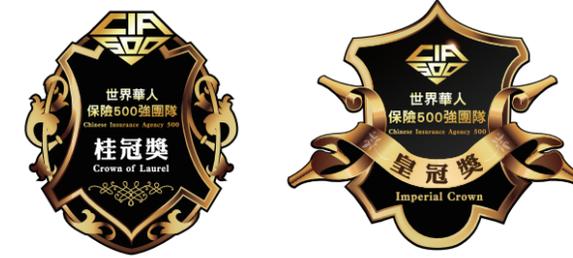
Payment can be made in cash, via bank transfer, or using a QR payment code; please be sure to note "Company, Region, Name, Application Award Category" in the payment reference.

CIA500会员专属权益

CIA500 Exclusive Membership Benefits

* 会员权益为期一年，自申请核准年度9月1日起至次年度8月31日为止。

* Membership benefits are valid for 1 year, commencing from September 1 of the application approval year to August 31 of the subsequent year.



1. 当年度CIA500会员荣誉奖牌
2. 当年度CIA500会员证书
3. CIA500徽章
4. 授权使用CIA500专属标志与称谓
5. 荣登当年度CIA500名人录
6. 于媒体发布与推广CIA500品牌
7. 优先获得CIA500调研成果报告
8. CIA500网站及微信平台讯息的发布
9. CIA500团队荣誉会员恭贺照片
10. IDA高研院CIA500荣誉殿堂讯息发布

1. CIA500 Honorary Medal for the current year
2. CIA500 Membership Certificate for the current year
3. CIA500 Medal
4. Authorized Use of CIA500 exclusive logo and title
5. Inclusion in the CIA500 Who's Who
6. Media coverage and promotion of CIA500 brand
7. Priority access to CIA500 research reports
8. Updates on CIA500 website and WeChat platform
9. Congratulatory photos for CIA500 team members
10. IDA App CIA500 Hall of Fame news release

※ CIA500执行委员会保有修改调整会员权益内容的权利

※ Please note that the CIA500 Executive Committee reserves the right to amend or adjust membership benefits.

建置保险经营生态系， 赋能国际龙奖IDA

Building an Insurance Management Ecosystem to Empower IDA

IDA Success DNA Bank

国际龙奖IDA成功基因库

为引领世界金融保险从业人员提升专业素养、形象与社会地位，保险行销集团建置保险经营生态系，赋能国际龙奖IDA会员，建立「国际龙奖IDA成功基因库」，于行业中提供丰富、多元的学习资源系统，协助保险从业人员透过长期学习，提升专业知识与绩效产能、建立正确的从业价值观，持续彰显保险的价值与意义，鼓励并陪伴保险从业人员聚焦、达标并持续完成国际龙奖IDA。

To lead the enhancement of professional competency, image, and social standing of practitioners in the global financial insurance sectors, the Insurance Marketing Group has built an insurance management ecosystem. This ecosystem empowers IDA members by establishing the "IDA Success DNA Bank." This system helps insurance professionals enhance their professional knowledge and performance through long-term learning, establish correct professional values, and continuously highlight the value and significance of insurance. It encourages and supports insurance professionals to focus, achieve, and consistently obtain IDA.



国际龙奖IDA成功基因库

专业出版 Professional Publications



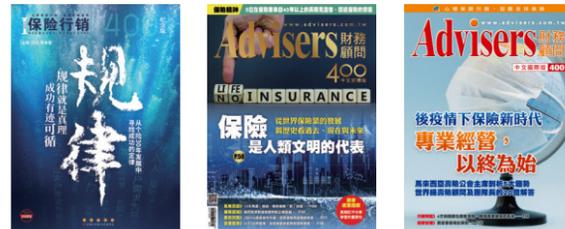
保险行销集团以客观、中立的视角，为世界金融保险行业提供专业的金融保险丛书及展业工具，至今已**超过5,000万**余册，是世界华人保险业界发行量最广、影响力最深远、最专业出版刊物。

From an impartial standpoint, Insurance Marketing Group provides professional financial insurance publications and business tools for the global financial insurance sector. With a distribution exceeding **50 million** copies to date, these publications are the most widespread and influential professional resources in the Chinese-speaking insurance industry worldwide.



1989年，第一本以华人寿险从业人员为读者对象的专业杂志创刊，它以提升世界金融保险从业人员的专业素养、形象和社会地位为使命，而后根据不同市场发行中文繁体版、中文国际版、中文简体版3种版本。2021年，因应市场变化，中文简体版升级为每月一个核心主题深入研究的杂志书，深度剖析寿险行销与管理问题，分享行业顶尖人士的成功经验，广受市场欢迎。

35年来，共采访**9,000**多位海内外产、官、学专家及卓越成功人物，呈现**60,000**多个版面，数万篇采访报导文章，将保险业爱的使命、正确的价值观与成功经验等传递到世界各地，读者遍及17个国家地区，长期订户数累计超过**210,000**人。



In 1989, we pioneered the first professional magazine dedicated to Chinese life insurance practitioners. Its primary goal was to elevate the professional skills, reputation, and societal standing of insurance practitioners. Subsequently, we introduced three editions to cater to diverse markets: Traditional Chinese, International Chinese, and Simplified Chinese. In 2021, in response to evolving market dynamics, the Simplified Chinese edition evolved into a monthly magazine-like book featuring in-depth explorations of core themes. Each issue delves into critical topics in life insurance marketing and management, sharing insights and success stories from industry leaders, thereby gaining substantial market acclaim.

Over the past 35 years, the magazines have featured and interviewed more than **9,000** experts from industry, government, and academia, both domestically and internationally. Over **60,000** cover pages have been published, featuring tens of thousands of articles that convey the love, right values, and successful experiences of the insurance industry to readers in 17 countries and regions, garnering more than **210,000** long-term subscribers.

IDA Success DNA Bank

国际会议 International Conferences



1996年第一届世界华人保险大会于台北拉开帷幕，至今大会已陆续于全球二十座城市成功举办。28年来，世界华人保险大会一直致力于为全球寿险行业打造一个不受语言、地域、公司、民族、文化限制的学习殿堂，建构一个国际性、专业性及高水平的交流平台，至今参与人数近**75,000**人。

The first Worldwide Chinese Life Insurance Congress was inaugurated in Taipei in 1996. Over the past 28 years, the congress has successfully been held in 20 cities around the world. For 28 years, the Worldwide Chinese Life Insurance Congress has been dedicated to creating a learning platform for the global life insurance industry that transcends language, region, company, ethnicity, and cultural barriers. It has established an international, professional, and high-standard exchange platform, attracting nearly **75,000** participants to date.



国际龙奖IDA年会自2000年起，每年于世界各地举开，至今超过20个城市，吸引近**127,000**人共襄盛举，大会上云集世界金融保险机构及高层经营管理者，以及杰出金融保险从业人员，是全球盛大隆重的保险业会议与盛典。

Since 2000, the IDA Annual Conference has been held in over 20 cities worldwide, attracting nearly **127,000** participants. This prestigious event brings together top executives and outstanding practitioners from global financial insurance institutions, making it one of the most premier and highly anticipated events in the insurance industry.



CIA500世界华人保险500强团队领导人峰会自2016年在杭州启动，透过会员之间经验分享、交流与合作，协助团队领军人不断拓宽经营格局与视野，创建世界金融保险营销团队经营的新思维，引领行业朝着更高、更快、更健康的方向发展。

CIA500 Chinese Insurance Agency 500 was initiated in 2016 in Hangzhou. Through experience sharing, exchanges, and cooperation among members, the congress fosters the wisdom and insights necessary for global insurance marketing teams to achieve greater heights. It empowers team leaders broaden their business perspectives and create innovative management strategies for global financial insurance marketing teams, steering the industry towards higher, faster, and healthier development.



在多变时局下，保险事业的经营必然走向专业化之路。每年举办的IARFC大中华区年会，两岸四地的财务顾问规划师在同一平台上，聚集一堂，透过交流分享，共同探讨如何将财务规划观念落实，并执行于工作之中。

In the face of fast-evolving market landscapes, the insurance business must inevitably move towards professionalization. The annual IARFC Greater China Annual Conference gathers financial planning advisors from across the Greater China on a single platform. Through sharing and discussion, they explore ways to implement financial planning concepts in their work.

世界华人保险大会系列活动

世界华人保险大会系列活动至今已有20余年历史，历经城市超过60个，举办场次近**300**场，参与人数近**300,000**人。透过邀请海内外业界顶尖精英分享，探讨保险事业永续发展之路，为大陆保险市场的经营，注入一股正面积积极的力量！

The Worldwide Chinese Life Insurance Congress has a history of over 20 years, spanning more than 60 cities, nearly **300** sessions, and attracting almost **300,000** participants to date. By inviting top industry elites from around the world to share insights and discuss sustainable development paths for the insurance business, this series injects positive and proactive energy into the Chinese insurance market.



为提升马来西亚寿险业的专业形象，全国华语寿险研讨会自1997年创办发展至今，已有近**50,000**名寿险精英参会，学习成长，并透过奖项的设立，建构荣誉的平台，肯定与表扬马来西亚寿险业精英的杰出表现，俨然成为马来西亚寿险业的年度盛会。

Since National Chinese Life Insurance Congress inception in 1997, in order to enhance the professional image of Malaysia's life insurance industry, nearly **50,000** life insurance elites has been participated, learnt, and grown. By establishing awards, it has built an honor platform that recognizes and celebrates the outstanding performance of Malaysian life insurance practitioners, making it an annual highlight in the industry.



为促进中国台湾金融保险业正向发展，并持续传递保险行业专业资讯、知识、技能，因而举办国际级高规格的保险行销盛会，汇集世界级讲师和前瞻性议题，安排创新多元的课程。

To foster the positive development of Taiwan, China's financial insurance industry and continually disseminate professional information, knowledge, and skills, international high-standard insurance marketing events are held. These events bring together world-class speakers and forward-looking topics, offering innovative and diverse courses.

认证培训 Certification and Training



认证财务顾问师

国际认证财务顾问师（RFC），为美国3大财务专业认证之一，其宗旨在于协助人们以储蓄、消费、保险、投资及理财规划将金钱做更合适地运用。IARFC于2002年授权保险行销集团于大中华地区推动该认证课程，至今已超过**20,000**名精英取得其专业证照，获得会员资格。

The Registered Financial Consultant (RFC) is one of the top three financial professional certifications in the United States, aimed at helping individuals manage money more effectively through saving, spending, insurance, investing, and financial planning. In 2002, the International Association of Registered Financial Consultants (IARFC) authorized Insurance Marketing Group to promote this certification program in the Greater China region. To date, over **20,000** elite practitioners have obtained this certification and membership.



认证退休规划师

认证退休规划师（ChRP）为首项大中华区退休规划专业认证，协助世界金融保险从业人员为客户提供优质退休规划，提升退休养老生活品质，成就圆满人生。ChRP自2012年推动以来，至今已有超过**15,000**名精英取得该专业证照，获得会员资格。

The Chartered Retirement Planner (ChRP) is the first professional retirement planning certification in the Greater China region. It assists financial insurance practitioners worldwide in providing high-quality retirement planning services to their clients, enhancing the quality of retirement life, and achieving a fulfilling and rewarding life. Since its launch in 2012, the ChRP certification program has seen over **15,000** elite practitioners obtain this certification and membership.



认证家族财富传承规划师

认证家族财富传承规划师（CFWP），是联合亚太菁英财富管理学院共同开发之认证课程。透过提供专业知识，提供全方位家族财富传承搭建及规划，用实务案例分析及使用操作模板，协助金融保险从业人员成为其客户所信赖的家族财富顾问。

The Chartered Family Wealth Planner (CFWP) certification is a program jointly developed with the Asia Pacific Elite Wealth Management Institute. Through the provision of professional knowledge, comprehensive family wealth succession planning, practical case analysis, and operational templates, this certification helps financial and insurance practitioners worldwide become trusted family financial advisors to their clients.



寿险营业单位会议经营管理师

寿险营业单位会议经营管理师（IAMA）提供一套完整的寿险营销单位会议经营系统，提升营业主管会议经营的能力，让会议经营成为营业单位主管的核心竞争力。

The Insurance Agency Meeting Administrator (IAMA) offers a complete management system for insurance agency marketing meetings. boosts the capabilities of team leaders in conducting effective meetings. This enhancement turns meeting management into a key competitive advantage for team leaders.

前瞻智库 Visionary Think Tank



保险资讯研究发展中心 (Insurance Information Research & Development Center, 简称IRDC), 是保险行销集团于2002年成立的一个专为世界金融保险业服务的调研机构。

自2018年, IRDC与北京大学汇丰商学院风险管理与保险资讯研究发展中心共同合作, 调研发布「中国保险中介市场生态白皮书」, 对世界金融保险从业人员的生态调查及团队建设及个人品牌等项目发起调研深入研究, 期望给保险从业人员一个经营管理的科学依据, 以帮助保险从业人员做出正确的规划与决策。

The Insurance Information Research & Development Center (IRDC) is a research institution established in 2002 by the Insurance Marketing Group, specifically serving the global finance and insurance sectors. Since 2018, the IRDC has been collaborating with the Risk Management and Insurance Research Center (RMIRC) at Peking University HSBC Business School. Together, they have conducted research and published the "China Insurance Intermediary Market Ecology White Paper." This research focuses on ecological surveys, team building, and personal branding projects among global financial insurance practitioners. The goal is to provide insurance practitioners with a scientific basis for management and operations, aiding them in making informed planning and decision-making.



科技赋能 Technology Empowerment



2021年, 保险行销集团面向全球保险业推出新版《IDA高研院》移动端手机应用程序, 致力于打造世界金融保险从业者在线终身教育第一平台。该App 拥有来自世界各地优秀的 IDA 讲师和超过600多节线上学习资源, 帮助从业人员提升销售技能和组织发展的能力。

同时, 还提供丰富多元的展业工具, 包括IDA会员专属智能展业名片、近1,500天的保险知识日历、超过2,000张签名海报和展业贺卡、近3,000篇资讯短文, 期许所有世界金融保险从业人员“以专业致胜, 用科技赋能”。

In 2021, the Insurance Marketing Group launched a new version of the "IDA College" mobile application for the World's Leading Online Lifelong Education Platform for Financial Insurance Professionals. The app features outstanding IDA instructors from around the world and offers over 600 online learning sessions to help practitioners enhance their sales skills and organizational development abilities.

Additionally, it provides a wide range of marketing tools, including exclusive smart business cards for IDA members, an insurance knowledge calendar covering nearly 1,500 days, over 2,000 signed posters and business greeting cards, and nearly 3,000 informational articles. The goal is for all global financial insurance professionals to "win with professionalism and empower with technology."



爱心公益 Charitable Initiatives



世界华人保险慈善公益推广会以「播下点滴之源, 孕育浩瀚希望」为号召, 期望创造一个专属于世界金融保险业的慈善平台, 于世界各地凝聚最具爱心的保险从业人员, 以行动实现保险关爱, 彰显保险从业人员回馈社会的一面, 提升整体保险业的形象及地位。

公益会成立至今, 与浙江省新华爱心教育基金会合作, 为其“捡回珍珠计划”活动募款, 至今已募集善款人民币1亿797万余元, 帮助14,397位“家庭特困、成绩特优”的珍珠生重返校园。16年来华保珍珠班在23个省市开班325个珍珠班, 已有9,650位升上大学。

自2018年与财团法人爱心第二春文教基金会共同参与「小珍珠助学计划」, 帮助了622名「家庭弱势、学习落后」的珍珠学生, 共募集新台币2,500万余元善款。

自1996年推动公益项目至2023年12月, 公益总捐款数字人民币1亿1,726万余元。衷心感谢保险从业人员共襄盛举, 为慈善公益事业奉献力量。

The Worldwide Chinese Life Insurance Philanthropy Promotion Committee, with the motto "Sowing little seeds · Growing immense hope." aims to create a charity platform unique to the financial insurance industry worldwide. It seeks to bring together the most compassionate insurance practitioners worldwide, demonstrating the care and social responsibility of insurance practitioners, and enhancing the overall image and status of the insurance industry.

Since its inception, the Worldwide Chinese Life Insurance Philanthropy Promotion Committee, in collaboration with the Xin Hua Education Foundation (XHEF), has fundraised for the "Hope for Pearls." To date, they have raised over RMB 107.97 million, helping 14,397 "financially disadvantaged but academically outstanding" students return to school. Over the past 16 years, 325 Pearl Classes have been established across 23 provinces and cities, with 9,650 students enrolling in universities.

Since 2018, the Worldwide Chinese Life Insurance Philanthropy Promotion Committee jointly launched the "Little Pearl Student-Aid Program" in partnership with Renewal Foundation Taiwan. This initiative has supported 622 students who come from underprivileged families and are academically behind, successfully raising over NT\$25 million in charitable donations. From the initiation of the charity projects in 1996 until December 2023, the total donations amounted to over RMB 117.26 million. We sincerely thank the insurance practitioners for their enthusiastic participation and contributions to charitable causes.

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引领世界金融保险从业人员，追求世界级的标准与荣誉，
为世界金融保险业定义绩优。

International Dragon Award IDA

Guides global financial insurance practitioners in pursuing world-class standards and honors, defining excellence in the industry.

国际龙奖IDA荣誉体系

为世界金融保险从业人员提供长期经营与发展的成功路径，
更为所属的金融机构、组织团队挹注稳健发展的基石。

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