

世界华人保险500强团队 Chinese Insurance Agency 500

金融保险业精英团队的崇高标准与尊荣

The highest standard and honor of the elite team in the financial insurance industry

2024年度CIA500会员申请书 Application Form

申请日期 2024年4月1日~6月30日 (若邮寄以当地邮戳为准)

Application Date: From April 1 to June 30, 2024 (If sent via postal mail, according to the postmark date)

请将申请书原件及相关资料提交CIA500执行委员会各地区服务中心审核

Please submit the original application form and relevant information to the regional service centers of the CIA500 Executive Committee for review

🤛 CIA500的缘起 Origin of CIA500

目前,全球已有数千万人从事保险相关工作。个险销售已然成为购买保险的重要渠道。在本世纪,世 界金融保险总量呈增长态势,如何在做大保险业的进程中,做强及做精个险营销队伍,一直是团队领导人 的使命与责任。

保险行销集团自1983年创立以来,以"心怀保险行销,放眼全球保险"为理念,以"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"为使命。自1998年宣布设立国际龙奖IDA,从业人员追求 "典范、完美、尊贵"的境界已成为提升业务人员与主管的荣誉体系与行业标杆。如何进一步推动个险营 销队伍持续健康发展,让世界看到金融保险业的成长与进步,更是保险行销集团当仁不让的责任。

基于这个使命,继国际龙奖IDA后,2016年保险行销集团隆重为世界金融保险行业卓越团队设立彰显 殊荣的标准——CIA500,Chinese Insurance Agency 500,"世界华人保险500强团队"的标准与殊荣。

Currently, tens of millions of people around the world are engaging in insurance-related jobs. Individual insurance sales have become an important channel for purchasing insurance. In this century, the total volume of financial insurance in the world is growing. How could we strengthen and professionalize the individual insurance marketing team in the process of scaling up the insurance career? This has always been the team leaders' mission and responsibility.

Since established in 1983, the Insurance Marketing Group has been adopting a global view philosophy in embracing insurance marketing with a sense of purpose, and aspire to "enhance the professionalism, public image, and social status of worldwide insurance practitioners." Since the establishment of the IDA International Dragon Award in 1998, practitioners have been striving hard to reach the state of "Paragon, Perfect, and Nobel". IDA has become the honor system and industry benchmark to drive sales personnel and agency leaders to the next level. It is our undivided responsibility to further advance the development of Agency team in a sustainable and healthy manner, and demonstrate to the world the proggressive growing of the financial insurance industry the growing progress of the financial insurance industry.

Based on this mission, followed by the establishment of IDA International Dragon Award, in 2016 the IMM Insurance Marketing Group proudly launched the most distinguish award namely CIA 500, the Chinese Insurance Agency Top 500 to recognise the extraordinarary perfamance of Agency Teams in the financial insurance industry globally - CIA500, Chinese Insurance Agency Top 500, to show the glory of an extraordinary agency in the financial insurance industry globally.

CIA500的使命 Mission of CIA500

以"共荣、共进、共好"为使命,凝聚全球金融保险营销团队的领导人共同交流、分享、学习、成 长,为创造行业更美好的未来而努力。

With the mission of "We Glorify, Develop, Perfect Together", we bring the leaders of the global financial insurance marketing team to communicate, share, learn and grow together, and strive to create a better future for the industry.

₩ CIA500对行业的价值 CIA500 Value to the industry

CIA500是全球保险营销团队世界级的品牌荣誉。CIA500不仅尊享人寿保险领域专属于团队及团队领导人的崇高荣耀,更是凝聚世界保险营销团队经营智慧的百科全书。经由会员间的经验分享、交流与合作,将不断拓宽经营格局和视野,引领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便捷的方向发展。

CIA500 is a world-class honor and the global branding for insurance marketing teams. CIA500 is not only the exclusive noble honor in the life insurance field of agency teams and leaders, more importantly an encyclopedia that condenses the industrial wisdom of the global insurance marketing teams. Through experience sharing, exchange and collaboration among members, We will continue to broaden our career landscape and horizons, lead to new thinking in the management of financial and insurance marketing teams, and lead the industry to the next level, next level of excellence in a more effective and efficient manner.

CIA500的审核理念 CIA500's principle of verification

CIA500的审核标准是以引导金融寿险行业以做大、做强、做精的发展为理念,从这一理念出发, 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"三大指标为核心 进行审核要求。

CIA500依照金融保险市场状况,结合具有国际公信力的标准进行审核评估,旨在确保评选更具客观性和公正性,以实现CIA500引领行业健康发展的使命和责任。

此标准每年将按照行业发展状况进行相应调整,以充分反应及提升金融保险业精英团队的水平。由于各地区及各保险公司经营环境与市场成熟度的有别,团队规模及人力的发展存在较大的差异,CIA500执行委员会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。

The standards of CIA500 verification are basing on the principles of guiding the development of the financial and life insurance industry to become bigger, stronger and more professional. Based on this principle, the CIA500 Executive Committee verifies all qualifiers on three key indicators of "Unit Headcount", "Elite Members Ratio", and "13 months number of policy persistency".

CIA500 conducts review and evaluation in accordance with the conditions of the financial and insurance market and combined with internationally credible standards, aiming to ensure that the recognition is more objective and fair, so as to realize CIA500's mission and responsibility of leading the healthy development of the industry.

These standards will be adjusted accordingly every year aligning to the development of the industry to fully reflect and enhance the level of the elite team in the financial and insurance industry. Due to the differences in the operating environment and market maturity of various regions and insurance companies, there are large disparities in team size and human resources development. Based on present situation, the CIA500 Executive Committee categorizes the awardds into "CIA500 Laurel Crown" and "CIA500 Imperial Crown", to align with different stages of development of the teams.

2024年度CIA500会员资格申请标准

2024年度【CIA500 桂冠级】与【CIA500 皇冠级】标准

The Application Standard of CIA500 2024

[CIA500 Laurel Crown] & [CIA500 Imperial Crown]

标准类别 Criteria	CIA500桂冠级(直辖组织) Laurel Crown (For Agency Leader with Direct Team only)	CIA500皇冠级(所辖组织) Imperial Crown(For Agency Leader with Direct & Indirect Team)
组织人力 Unit Headcount	≽50人	≥300人
绩优人力占比 Elite Members Ratio	≥10%	≽7%
13个月保单件数继续率 13 months number of policy persistency	≥92%	≥90%

注: CIA500执行委员会保留对各项标准每年调整的权利以适时反应实际状况。

The CIA500 Executive Committee reserves the right to annually adjust all criteria to promptly respond to the current circumstances.

申请时间: 2024年4月1日至6月30日止:

Application Period: From April 1 to June 30, 2024

- 申请数据原件请于6月30日前提交至CIA500 执行委员会各地区服务中心,不接受传真或电子邮件提交申请书
- 若以邮寄方式提交,以寄出日的邮戳为准
- 超出期限提出的申请将不再受理

Kindly submit the original copy of the application document and data on or before June 30 to the CIA500 Executive Committee regional service centres, fax or email is not acceptable. Please note that if submission is through posting, the committee will refer to the date on the postmarked. Any applications submitted beyond the deadline will not be processed.

各项标准的解释/Explanation of the criteria:

● **直辖组织人力**:是团队负责人按保险公司的基本法、业务制度、营销团队管理办法等规定直接管辖的营销单位。直辖组织人力数据需由申请团队所属公司开具证明。

Direct Team refers to a unit established, nurtured and directly managed by the Agency Leader based on agency basic laws and/or company regulations, and has to be certified by the principal company.

● **所辖组织人力**:是团队负责人按保险公司的基本法、业务制度、营销团队管理办法等规定所管辖的营销单位。所辖组织人力数据需由申请团队所属公司开具证明。

Indirect Team refers to an overall unit supervised and managed by the Agency Leader based on agency basic laws and/or company regulations, and has to be certified by the principal company.

● 绩优人力占比:

- 1. 数据统计时间: 2023年1月1日至2023年12月31日
- 2. 绩优人力: 是指获得国际龙奖IDA个人业务铜龙/银龙/金龙/白金会员资格,或获得MDRT/COT/TOT资格的人员(包含团队领导人本人)
- 3. 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中的绩优人力占比
- 4. 同时具备IDA或MDRT资格者只按照一人一项次计入
- 5. 所有计入IDA或MDRT资格人员,均需提交其个人获得IDA或MDRT会员相关资料信息。绩优人力数据需由申请团队所属公司开具证明。

Elite Member refers to the number of team members under an Agency Leader who has achieved the International Dragon Award or MDRT with official certification in the previous calendar year. Members who qualify for the IDA and/or MDRT standard with no IDA/MDRT certification will not be eligible. Members who have both IDA and MDRT certificates will only be counted once, as a single participant.

● 13个月保单件数继续率: 是申请团队依公司既有的13个月保单件数继续率的计算方法为原则,截止至2023年12月31日的13个月保单件数的继续率。13个月保单件数继续率的数据需由申请团队所属公司开具证明。

13 months number of policy persistency: This is the 13 months number of policy persistency as of December 31, 2023 based on the company's existing 13 months number of policy persistency calculation method. The 13 months number of policy persistency data must be certified by the company to which the application team belongs.

备注:来自保经代公司团队领导人申请者,需附加所有保单的保险公司认证签署为凭,之后的平均数才算完善。

Note: Applicants from the team leader of an insurance brokerage firm must attach the certification signatures of the insurance companies of all policies as proo only then average number will be considered complete.

2024年度CIA500会员权益 CIA500 Membership Benefits in 2024

经核实通过资格后,将于2024年8月通过邮件发送CIA500申请成功信息通知。成为CIA500会员,可享受为期一年的会员权益,起始时间为申请核准年度的9月1日至次年的8月31日止,会员权益包括:

After verification of qualifications, a notification of successful CIA500 application will be sent by email in August 2024. Certified CIA500 member is entitled to a one-year membership benefits, starting from application approval on September 1st of the year to August 31st of the following year. Membership benefits include:

- ① 当年度CIA500会员荣誉奖牌 CIA500 member honorary medal of the year
- ② 当年度CIA500证书 CIA500 membership certificate for the year
- ③ CIA500徽章 CIA500 badge
- ④ 授权使用CIA500专属标志与称谓 Authorization to use CIA500 exclusive logo and title
- ⑤ 荣登当年度CIA500名人录 Listed in the annual CIA 500 List of honors
- ⑥ 于媒体发布与推广CIA500品牌 Mentioned in the release the promotion of the CIA500 brand in the media
- ⑦ 优先获得CIA500调研成果报告 Priority in obtaining CIA500 research results report
- ⑧ CIA500网站及微信平台信息的发布 Release information in CIA500 official website and WeChat official account
- ⑨ CIA500团队荣誉会员恭贺照片 Congratulatory photos of CIA500 honorary team members
- ⑩ IDA高研院CIA500荣誉殿堂信息发布 Release CIA500 Hall of Honor Information at IDA Advanced Research Institute APP

荣誉奖牌 Honorary Plaque



证书 Certificate



徽章 Badge







名人录 List of honors



恭贺照 Congratulatory photos



IDA 高研院CIA500荣誉殿堂信息发布 Release CIA500 Hall of Honor Information at IDA Advanced Research Institute APP



2024年度CIA500会员申请费用 Application Fee for CIA500 2024

■ 单项会员申请: 美金500元 ■ Application fee for one catogorg: USD500 ■ 双冠会员申请: 美金1,000元 ■ Application fee for both categories: USD1,000

■ 从心云贝中归•	× 1,000/6	- Application icc	ior both categories. OSD1,000
国家/地区 Country/Region	单冠会员费用 Laurel / Imperial Crown Fee	双冠会员费用 Laurel & Imperial Crown Fee	缴纳方式 Payment Method
中国大陆地区 Mainland, China	人民币3,450元 RMB 3,450	人民币6,900元 RMB 6,900	□人民币汇款/Bank Transfer 户名:广州保硕教育信息咨询有限公司 开户银行:招商银行广州天河支行 银行账号: 1209 1138 5710 301 汇款用途:请务必填写申请人姓名、省份、公司及注明CIA500 申请 Purpose of remittance: Please fill in the applicant's name, province, company and indicate CIA500
中国台湾地区 Taiwan, China	新台市15,500元 NT 15,500	新台币31,000元 NT 31,000	□信用卡(刷卡币值为「新台币NT\$」)/Credit Card □新台币汇款/Bank Transfer 抬头:保销国际文化事业股份有限公司 银行:彰化银行新湖分行(银行代码: 009) 户名:保销国际文化事业股份有限公司 账号:5369-0100-0552-00
中国香港/ 中国澳门地区 HongKong/ Macau, China	港币3,880元 HKD 3,880	港币7,760元 HKD 7,760	□港币汇款/Bank Transfer Payable to 「WORLD CHINESE INSURANCE TRAINING LIMITED」 HSBC A/C No: 817-718281-838 (email bank in slip to idajamie@gmail.com)
新马地区 Singapore/ Malaysia	马币2,250元 RM 2,250 新币 710 元 SGD 710	马币4,500元 RM 4,500 新币1,420元 SGD 1,420	□信用卡 (刷卡币值为「马币 RM」)/Credit Card □马币、新币汇款/Bank Transfer Payable to 「IMM Management Sdn Bhd」 MBB A/C No: 512 295 101 646 (email bank in slip to imm.award@gmail.com)
海外其他地区 Others	美金500元 USD 500	美金1,000元 USD 1,000	□信用卡 (刷卡币值为「新台币NT\$」)/Credit Card □美金汇款/Bank Transfer BANK NAME: Chang Hwa Commercial Bank, Ltd. Sinhu Branch SWIFT CODE: CCBCTWTP Payable to 「IMM INTERNATION LTD」 A/C No: 2113-22-381555-00

線上支付方式:

● 扫二维码付款:请扫支付二维码,完整填写申请人资料后,完成付款(香港/澳门地区暂不可用) Scan QR code for payment: Please scan the payment QR code and complete the applicant's information before completing the payment. (Not available in Hong Kong / Macau)



Laurel & Imperial Crown



皇冠奖 Imperial Crown

● 付款以信用卡方式者请填写/Payment By Credit Card Only



Laurel Crown

線下支付方式:

持卡人姓名/Name of Cardholder:	
持卡人身份证字号/I.D. No.:	
卡别/International Credit Card: □ VISA CARD □ MASTER CARD □ JCB 信用卡银/Banker:	

信用卡卡号 / Card No: 有效期限 / Expiry Date: __Month_ 月__Year__ 年 卡片背后末 三码 / Card Security Code: _

金额 /Amount: □ RM _____

持卡人签名/Signature of Cardholder: ______

- ●如需CIA500执行委员会开具收据或发票,请将发票抬头和收件地址另行注明。
- 会员申请一经审核,不予退费。
- ●申请人员需完整如实填写相关申请资料及递交所有必需材料。
- 所有提供的资料将被审核核实,如有虚假不实,CIA500执行委员会有权取消申请资格,并不予以退费。 Please include the mailing address and invoice header individually if you need to issue a receipt or invoice. After executing the evaluation process, there is no refund available. The application materials and information will be verified by the CIA500 Executive Committee. Please confirm that the documents and information provided are accurate. You will be held fully liable and disqualified without receiving a refund if there is anything fake or forged.

2024年度CIA500会员资料填写表 The Application Form for CIA500 2024

请清晰完整填写以下各项内容,2024年度CIA500会员奖牌、证书等资料以此为准 Please fill out the following content clearly, this is the essential document for reviewing your qualification and member interests.

申请者资料 Personal Information

(本人填写)

申请类别 □内打"▽" Mark "▽" in □ Application □ CIA500桂冠会员 □ CIA500皇冠会员 □ CIA500双冠会员 Category: CIA500 Laurel Crown CIA500 Imperial Crown CIA500 Laurel & Imperial Crown
国家/地区 Country/Region:
中文姓名 Chinese Name: 证件英文名 ID name in English:
身份证号码 ID Card Number:
性别 Gender: □男 Male □女 Female 出生日期 Date of Birth: Year 年 Month 月 Day 日
手机 Mobile: E-mail:
职级 Title:入行年份 Year of entry:
【奖牌、证书】印制资料表 2024 CIA500 Medal and Certificate Data sheet
保险公司名称 Company Name: (中文/英文Chinese/English)
团队名称 Agency Name: (不超过6个字符No more than 6 words)
团队领军人名称 Leader Name: (中文/英文Chinese/English)
奖牌样式 Award Plaque:
世界華人保險500強國际 Chiese: Inverses Arms, 500 2023 在五 送 Crown of Laurel Chieses Says and Crown Chieses Says and Chieses Says a
(皇冠奖)Imperial Crown (桂冠奖)Laurel Crown

证书样式 Certificate template:







(桂冠奖) Laurel Crown

会员物品邮寄地址 Member items mailing address:	邮编 Postcode
(请务必详细填写,递交资料后,如地址更换请及时通知CIA500执行委员会,以免影响 (Please inform the CIA500 Executive Committee, if there is any change of your inform	
电子相片: 请提供团队领导人个人半身/全身正装彩色电子图文件(30	0dpi/3MB以上)
Electronic photo: Please provide the team leader's personal half/full body c (300dpi/3MB or more)	,
□ 沿用2023年照片 Use photos from 2023 □ 新照片 new photo	
Email至: imm.award@gmail.com	
*请注明「公司、中文姓名、申请奖项」	
Email to: imm.award@gmail.com	
*Please indicate "company, Chinese name, application award"	

中请标准

权益费用

2024年度CIA500会员资格申请表 The Application Form of CIA500 2024

绩优人力证明 Certificate of Elite Member

序号	申请类别 Application	绩优人员姓名 Name of Elite Member	绩优人员所 请在所获奖项 □ Mark a "▽" in the Received C	内打 "√" □ before	绩优人员身份证号 ID Card Number of	绩优人员 签名
NO.	Category	Name of Late Member	IDA 杰出业务奖项 IDA Agent	MDRT 奖项 MDRT Award	Elite Member	Signature of Elite Member
1	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中 文 CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
2	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中 文 CN 英 文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
3	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中 文 CN 英 文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
4	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中 CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
5	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
6	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中文CN 英文EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
7	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文CN 英文EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
8	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文 CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
9	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
10	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中文 CN 英 文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	

以MDRT申请的人员请提供当年度MDRT所颁发的确认信函或证书的影印本以兹证明。

2024年度CIA500会员资格申请表 The Application Form of CIA500 2024

绩优人力证明 Certificate of Elite Member

序号	申请类别 Application Category	Application Name of Elite Member		绩优人员所获奖项 请在所获奖项□内打 "✓" Mark a "✓" in □ before the Received Certificate		绩优人员 签名
NO.		Name of Etite Member	IDA 杰出业务奖项 IDA Agent	MDRT 奖项 MDRT Award	Elite Member	Signature of Elite Member
11	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
12	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
13	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
14	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
15	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
16	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
17	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文CN 英 文EN	□铜龙奖/Bronze □银龙奖/Silver □金龙奖/Golden □白金奖/Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
18	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文CN 英 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
19	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 CN 英 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
20	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文 CN 英 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	

以MDRT申请的人员请提供当年度MDRT所颁发的确认信函或证书的影印本以兹证明。

Applicants applying with MDRT should provide a copy of the confirmation letter or certificate issued by MDRT in the current year as proof.

中请标准

权益费用

2024年度CIA500会员资格申请表 The Application Form of CIA500 2024

绩优人力证明 Certificate of Elite Member

序号	申请类别 Application		绩优人员所获奖项 请在所获奖项 □ 内打 "✓" Mark a "✓" in □ before the Received Certificate		绩优人员身份证号 ID Card Number of	绩优人员 签名
NO.	Category	Name of Elite Member	IDA 杰出业务奖项 IDA Agent	MDRT 奖项 MDRT Award	Elite Member	Signature of Elite Member
21	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
22	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中文 CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
23	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中 文 CN 英 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
24	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文 CN 英 文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
25	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中 文 CN 英 文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
26	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中文 CN 英 文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
27	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文CN 英文EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
28	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文(N 英文EN	□ 铜龙奖 Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
29	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中文 CN 英文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
30	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中文 CN 英文 EN	□ 铜龙奖 / Bronze □ 银龙奖 / Silver □ 金龙奖 / Golden □ 白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	

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申请标准

2024年度CIA500会员资格申请表 The Application Form of CIA500 2024

绩优人力证明 Certificate of Elite Member

序号	申请类别 Application	绩优人员姓名 Name of Elite Member	绩优人员所获奖项 请在所获奖项□ 内打 "✓" Mark a "✓" in □ before the Received Certificate		绩优人员身份证号 ID Card Number of	绩优人员 签名
NO.	Category	Name of Effe Member	IDA 杰出业务奖项 IDA Agent		Elite Member	Signature of Elite Member
31	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
32	□ 桂冠 Laurel Crown □ 皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
33	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
34	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中文CN 英文EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
35	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
36	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中 文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
37	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中文 CN 英 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
38	口桂冠 Laurel Crown 口皇冠 Imperial Crown	中 CN 英 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
39	□桂冠 Laurel Crown □皇冠 Imperial Crown	中 文 CN 英 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	
40	□桂冠 Laurel Crown □皇冠 Imperial Crown	中文 CN 英 文 EN	□铜龙奖 / Bronze □银龙奖 / Silver □金龙奖 / Golden □白金奖 / Platinum	□ MDRT □ COT □ TOT	身份 证号 ID No.	

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Applicants applying with MDRT should provide a copy of the confirmation letter or certificate issued by MDRT in the current year as proof. 内容多于此证明页时,可复印此页填写,附页在申请书中。

If there is more content than this certification page, you can copy this page to fill it in and attach it to the application form.

2024年度CIA500会员资格申请表 The Application Form of CIA500 2024

公司证明文件 Certificate of Head Office

申請人姓名 Application Name:	申请团队名称 Unit Name:
申请类别 □内打"✓" Mark a "✓" in □ Application □ CIA500桂冠会员 Category: □ CIA500 Laurel Crown	□ CIA500皇冠会员 □ CIA500双冠会员 CIA500 Imperial Crown CIA500 Laurel & Imperial Crown
If you are applying for both L	及CIA500皇冠级的双冠会员,请同时填写下列两项数据 Laurel and Imperial crown membership at the same time, e fill in the data for both categories
桂冠级申请资料 Laurel Crown Information (For Agency Leader with Direct Team only	皇冠级申请资料 Imperial Crown Information (For Agency Leader with Direct & Indirect Team)
直辖组织人力 Unit Headcount:人 直辖IDA业务奖项人数 The number of Elite Members with IDA: 直辖MDRT人数 The number of Elite Members with MDRT: 直辖单位13个月保单件数继续率 13 months number of policy persistency:	所辖MDRT人数 The number of Elite Members with MDRT:人
(IDA and MDRT r	DA与MDRT人员不得重复计算) member are not allowed to double count)
请由总公司认证部	门承办人填写 Certified by Head Office
公司名称 Company Name:	电话 分机
签署人姓名 部 Name: Details:	门 职称 epartmen: Title:
签署人地址 Address:	
签名及盖章 Sign and Seal:	日期 Date: <u>Year</u> 年 Month 月 Day 日
	声明
所有的资料将被审核核实,如有虚假不实, 2023年12月31日,本人已确认所申报数据正确 会安排,取消资格,并不得退回申请费用。	CIA500执行委员会有权取消申请资格,并不予以退费。以上数据截止至 无误。如经CIA500执行委员会核查有不实之处,愿服从CIA500执行委员
All information will be reviewed and verified right to cancel the application qualification a 31, 2023. I have confirmed that the reported of	Declaration I. If there is any falsehood, the CIA500 Executive Committee has the and no refund will be given. The above data is valid as of December data is correct.
申请人签名: Signature of Applicant:	日期 Date: _Year _年 _Month 月 _ Day _日
初核人员签署 Signed by initial review personnel:	日期 Date: _Year 年 Month月 Day 日

※备注:本页所填写资料仅限CIA500执行委员会内部审核使用,未经申请者同意不对外公开

*Note: The information filled in on this page is only used for internal review by the CIA500 Executive Committee and will not be disclosed to the public without the consent of the applicant.

2024年度CIA500会员调研问卷 2024 CIA500 Member Survey Questionnaire

姓名 Name: 团队名称 Team name:
申请类别 Application □ CIA500桂冠会员 □ CIA500皇冠会员 □ CIA500双冠会员 Category: CIA500 Laurel Crown CIA500 Imperial Crown CIA500 Laurel & Imperial Crown
(桂冠级填写) 团队目前直辖人力: □50~100 □101~150 □151~200 □200以上
(Laurel Crown) number of headcount in the direct team:
(皇冠级填写) 团队目前所辖人力: □300~400 □401~500 □501~600 □600以上
(Imperial Crown) number of the headcount in the direct and indirect team:
请在选项前面的 □ 内打"✓"(全部单选) Please fill up "✓" in the □ in front of the choices (each question single choice only) 1. 您的性别(单选)Gender
□男 Male □女 Female
2. 您的年龄(单选)Age
□ 28岁及以下 Age 28 and under □ 29~35岁 29 to 35 years old
□ 36~42岁 36 to 42 years old □ 43岁及以上 Age 43 and older
3. 您的工作地点(单选)Work location
□ 中国内地(大陆)Chinese mainland □ 中国台湾 Taiwan of China
□ 中国香港或中国澳门 Hong Kong, China or Macau, China □ 新马 Singapore, Malaysia
□ 其他 Other
4. 您的学历(单选)Educational qualifications
□ 高中及以下 High school and below □ 大专 Junior college
□ 本科 Undergraduate □本科以上 Bachelor degree or above
E THINE Buchelor deBloc of above
5. 您从事保险营销工作的年资(单选)Years of working in insurance marketing
□ 5年及以内 5 years or less □ 6~10年 6 to 10 years
□ 11~20年 11 to 20 years □ 21年及以上 21 years and above

6. 对于团队做大,您的首重工作是哪一项(单选)
What is your top priority for growing your team (Single choice)
□ 增员 Recruitment □ 留存 Retention
□ 培训辅导 Training and coaching □ 团队文化 Team culture
7. 在增员标准中,您最重视哪一项(单选)
Among the recruitment criteria, which one do you perceive as the most importance
(single choice)
□ 学历 Education □ 年龄 Age □ 经历 Experience □ 性格 Personality
8. 您认为下面哪项是团队面临的最大留存难挑战(单选)
Which of the following do you think is the biggest retention challenge faced by the team
(single choice)
□ 增员把关不严 not strict control over recruitment
□ 伙伴态度不端正 Partner's attitude is not desirable
□ 培训辅导不给力 Ineffective training and coaching
□ 执行追踪不给力 Ineffective implementation tracking
9. 日常团队培训辅导,您最看重哪一项(单选)
Among the daily activities of team training and coaching, which one do you value most
(single choice)
□ 知识 Knowledge □ 技能 Skills □ 态度 Attitude □ 习惯 Habits
10.您在团队文化建设中最在意哪一项(单选)
Which item do you care about most in team culture building (single choice)
□ 组织纪律 Organizational discipline □ 专业氛围 Professional atmosphere
□ 人际和谐 Interpersonal harmony □ 团队领导人人格魅力 Team leader's charisma
感谢您拨冗填写本调研问卷!
Thank you for taking the time to fill out this survey!



寄出资料前,请确认以下各项是否准确完整:

《会员资料填写表》内容填写完整
《会员资格申请表》绩优人力证明和公司证明文件填写
正确完整,加盖有效公章
提交电子相片至CIA500各地区服务中心
《2024年度CIA500会员调研问卷》勾选完整
申请款已支付完成
申请书请寄至CIA500各地区服务中心

V	Before submitting the information, please confirm the following items are accurate and complete:
	The "Member Information Form"
	The "Membership Application Form" must be filled in correctly with
CE	ertificates of outstanding headcount and company certification
do	ocuments, completed and stamped with valid official seal
	Submit electronic photos to CIA500 regional service centers
	"2024 CIA500 Member Survey Questionnaire" is completed
	The application fee has been paid
	Please send the application form to the relevant CIA500 regional
se	ervice center



CIA500执行委员会总部 CIA500 Executive Committee Headquarters

中国大陆服务中心 Chinese Mainland Service Center 地址:广东省广州市天河区体育西路191号中石化大厦B塔4601室 Address: Room 4601, 46/F, Tower B, Sinopec Building, No.191 Tiyu Xi Road, Tianhe District, Guangzhou, Guangdong

电话TEL: 020-3808 1300 邮箱 Email: immcia500@163.com

中国台湾服务中心 Taiwan (China) Service Center 地址: 11494台北市内湖区行爱路78巷28号金矽谷财贸广场2楼之1 Address: 2F-1, No.28, Lane 78, Xing'ai Road, NeiHu District, Taipei

11494, Taiwan

电话TEL: +886-2-792 8557-111 邮箱Email: idajamie@gmail.com

中国港澳服务中心&国际服务中心

Hong Kong and Macau (China) & International Service Center 由国台湾

地址: 11494台北市内湖区行爱路78巷28号金矽谷财贸广场2楼之1电话

TE: +886-2-2792 8557-111

中国香港

电话TEL: +852-81245108 邮箱 Email: idajamie@gmail.com

东南亚服务中心 Southeast Asia Service Center IMM MANAGEMENT SDN BHD

Address: Bangunan IMM, No.31, Jalan PJS 1/48, Taman Petaling Utama, 46000 Petaling Jaya, Selangor, Malaysia

电话Tel: +603-7784 6062 邮箱 Emai: imm.award@gmail.com

中国大陆服务网 Chinese Mainland Branch Offices

广州前瞻企管顾问有限公司

Guangzhou Qianzhan Enterprise Management Consulting Co., Ltd. 电话Tel: 020-3808 1399 邮箱Email: immguangzhou@163.com 地址: 广东省广州市天河区体育西路191号中石化大厦B塔46楼4603室 Address: Room 4603, 46/F, Tower B, Sinopec Building, No.191 Tiyu Xi Road, Tianhe District, Guangzhou, Guangdong

上海保硕企业管理咨询有限公司

Shanghai Baoshuo Enterprise Management Consulting Co., Ltd. 电话Tel: 021-6377 4308 邮箱Email: immshanghai@163.com 地址: 上海市黄浦区陆家浜路1332号南开大厦17层1705室 Address: Room 1705, 17/F, Nankai Building, No.1332 Lujiabang Road, Huangpu District, Shanghai

北京前瞻保销企业管理顾问有限公司

Beijing Qianzhan Baoxiao Enterprise Management Consulting Co., Ltd. 电话Tel: 010-67089883 邮箱Email: immbeijing@vip.sina.com 地址: 北京市朝阳区三丰北里1号楼悠唐国际中心A座11层1113室 Address: Room 1113, 11/F, Tower A, Youtang International Center, Building 1, Sanfeng Beili, Chaoyang District, Beijing

大连前瞻企管顾问有限公司

Dalian Qianzhan Enterprise Management Consulting Co., Ltd. 电话Tel: 0411-8264 3445 邮箱Email: immdalian@163.com 地址: 辽宁省大连市中山区长江路280号中心裕景5号楼ST2大厦18层1811室 Address: Room 1811, 18/F, ST2 Building, Building 5, Yujing Center, No.280 Changjiang Road, Zhongshan District, Dalian, Liaoning

成都保销企管顾问有限公司

Chengdu Baoxiao Enterprise Management Consulting Co., Ltd. 电话Tel: 028-6682 4488 邮箱Email: immchengdu@163.com 地址: 四川省成都市锦江区东大街芷泉段6号时代一号33层3305室 Address: Room 3305, 33/F, Times One, No.6 Zhiquan Section, East Avewnue, Jinjiang District, Chengdu, Sichuan

杭州前瞻企业管理顾问有限公司

Hangzhou Qianzhan Enterprise Management Consulting Co., Ltd. 电话Tel: 0571-8779 4948 邮箱Email: immhzqianzhan@126.com 地址: 浙江省杭州市上城区中河中路222号平海国际大厦20层2002室 Address: Room 2002, 20/F, Pinghai International Building, No.222 Zhonghe Middle Road, Shangcheng District, Hangzhou, Zhejiang

济南前瞻企业管理咨询有限公司

Jinan Qianzhan Enterprise Management Consulting Co., Ltd. 电话Tel: 0531-5562 5188 邮箱Email: immjinan@126.com 地址: 山东省济南市市中区共青团路25号绿地中心48层4801室 Address: Room 4801, 48/F, Greenland Center, No.25 Gongqingtuan Road, Shizhong District, Jinan, Shandong

郑州保销企业管理咨询有限公司

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