

 Finseca  GAMA

LAMP 2026

FINSECA LEADERSHIP AWARDS

*Celebration of
Excellence Awards*

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

You compete every day. Be recognized for it.

Finseca's professional awards honor agency/firm leadership and individual leaders whose passion, talent, and expertise make the greatest contributions to the financial security profession. Whether it's recognizing emerging managers, elite agencies/firms, or visionary leaders, these awards shine a spotlight on those shaping the profession's future.



“ I've attended more than 30 LAMP conferences - yielding introductions to amazing leaders who became mentors and friends, but also truly accelerated my professional growth.”

Deb White

Deb White | Farm Bureau Financial Services
First Female Hall of Fame Winner



“ Being recognized as 'The Firm of the Year' is a testament to our unwavering commitment to excellence and our relentless pursuit of Financial Security for All. Thank you to Finseca for ensuring that when we set the bar high and work together, we can elevate the entire profession.”

Michael Book

Michael Book | Lenox Advisors
Founding Firm of The Year Awardee



“ Receiving the Community Impact Award from Finseca is a powerful affirmation that our efforts are not just about numbers, but about making a lasting difference in people's lives.”

James Dean

James Dean | JD Financial Group
Community Impact Awardee

Application process

Management Hall of Fame, James H. Kreuger First in Class, and Emerging Leader awards must be nominated from home offices.

Applying for and receiving the Master Agency/Firm, Master Multiline, and Community Impact award is complimentary for all Finseca members upon home office verification.

- **Application:** Complete the Celebration of Excellence Award Application and return it to awards@finseca.org by **February 28, 2026**.
- **Headshot:** Please provide a professional-quality, color headshot photograph of the recipient for use in the Celebration of Excellence Hall of Stars and Digital Galleries. At a minimum, the photo must be a high-resolution 10" x 15" JPG image at 300 ppi (3,000 x 4,500 pixels). Please ensure the picture is current and has the recipient's approval.
- **Company logo:** Please submit a high-resolution, color, digital image in EPS format.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

Award Overview

Home Office Supported Awards

Management Hall of Fame

Honors leaders who elevate the financial security profession through exceptional management, professional development, and service to their communities.

James H. Kreuger First in Class Award

Recognizes agency leaders who demonstrate outstanding leadership and excellence within their organizations.

Emerging Leader Award (Formerly the Brian H. Early Frontline Leader Award)

Celebrates rising managers who excel in leadership, recruiting, and team development while serving as role models for peers.

Open to Membership Awards

Firm / Agency Awards

Master Agency Award / Master Firm Award / Master Fraternal Award / Master Multiline Award (MAA / MFA / MFrA / MMA)*

- Master Agency/Firm Awards: Given to an agency head who's a Finseca member at a firm with at least \$8.5M in commissions or \$17M in premiums during the previous year.
- Master Fraternal Award: For an agency head in a fraternal society achieving at least \$1M in life insurance premiums and \$3M in total premiums the prior year.
- Master Multiline Award: For an agency head in a multiline agency reaching \$350K in life/annuity premiums and \$12M in property/casualty premiums the prior year.

Community Impact Award*

Honors agencies and firms making measurable community impacts through service, charitable work, or DE&I initiatives.

Individual Awards

International Management Award (IMA)*

Honors first-line managers who supervise career agents or advisors and demonstrate excellence in international leadership.

Frontline Leader Award (FLA)*

Recognizes frontline managers responsible for agency or firm divisions who show exceptional leadership and support for their teams.

**Home Offices have the option to apply in bulk to our field awards*

 Finseca  GAMA

LAMP 2026

*Management Hall of
Fame Award*

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

Management Hall of Fame

The Finseca Management Hall of Fame is the highest honor our organization gives. Once annually we will induct a new class into the Finseca Hall of Fame. These individuals represent the best of our profession, and have not only achieved the highest levels of personal success but have truly made an impact on our wider community. As an employee, this award represents your opportunity to show the best within your company and the lasting effect they have had.

Nominees for Finseca's Management Hall of Fame Award will be evaluated on the basis of their achievements in four significant areas. The selection committee will assess each nominee's history and accomplishments in:

1. Advancing the art and science of agency/firm building. (60%)
2. Advancing the mission and work of the insurance, investment, and financial services profession. (20%)
3. Enhancing the quality of public and private life in the community in which the nominee lives and works. (10%)
4. Promoting education in the financial security profession and contributing to the betterment of the industry at large.
5. Firms/agencies who are making an impact with their clients, in their local communities, and in their agencies/firms.
6. General Agents/Managing partners do not have to be a Finseca member.
7. Those who sit on the Recognition Committee or on the Board of Directors of Finseca and Finseca Foundation are not eligible.
8. Hall of Fame nominations can only be made by Home Offices.
9. Limit of one nominee per carrier per year.
10. Awardees must be living and current practitioners.

Press & social media announcements

As a condition of receiving this award, nominees must agree to be included in all press, social media, and website announcements.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

Please email your application and any supporting materials to awards@finseca.org by **February 28, 2026.**

For questions on award and sponsorship packages, please contact partnerships@finseca.org.

Management Hall of Fame Nomination Form

Nominees for Finseca’s Management Hall of Fame Award will be evaluated on the basis of their achievements in four significant areas. The selection committee will assess each nominee’s history and accomplishments in:

- 1) Advancing the art and science of agency/firm building. (60%)
- 2) Advancing the mission and work of the insurance, investment, and financial services industry. (20%)
- 3) Enhancing the quality of public and private life in the community in which the nominee lives and works. (10%)
- 4) Promoting professional education in the financial services industry and contributing to the betterment of the industry. (10%)

Please fill out the entire form and feel free to add additional letters of endorsement. The Management Hall of Fame Selection Committee views nomination forms containing incomplete information less favorably.

Nominator Personal Data

Please note that as a nominator, you may be asked to participate in a telephone interview with the Hall of Fame Selection Committee.

Name _____ Title _____
Company _____
Agency/Firm Address _____
Agency/Firm Telephone _____ Agency/Firm Fax _____
Nominator Email _____
Corporate Address _____
Signature _____

Hall of Fame Nominee Personal Data

(In addition to information requested below, Nominee must submit a biography for inclusion in the Selection Committee materials)

Name _____ Designations _____
Company _____ Agency/Firm _____
Agency/Firm Address _____
Agency/Firm Telephone _____ Home Telephone _____
Year Entered Financial Services Industry _____
Year Became Agency/Firm Head _____ Year Became Head of Present Agency/Firm _____

Professional development

*Please document, to the best of your knowledge, the nominee’s designations by checking the boxes that apply:

Fundamental Designations

LUTCF FSS

Specialty Designations

ChFC CFP CLU CASL
 CPCU CAP RHU REBC

Leadership & Advanced Degrees

MSM MSFS CLF

Management Hall of Fame Nomination Form

Please document, to the best of your knowledge, the nominee's agency/firm building record by indicating the status of his/her agency/firm for the current year (last full year's performance) and the status for the nominee's first full year as head of the agency/firm.

Present agency/firm

	Current Year	First Year	Intermediate Years**
Total Agency/Firm Commissions*			
Total Agency/Firm Premium In force			
Per Year, Number of: Full-time Agents:			
Full-time Agents with more than 5 years' experience:			

*Total Agency/Firm Commissions means first year commissions from life, disability, annuity & group employee benefit products.

**If possible, indicate the agency/firm status for an intermediate period such as every five years between the first year and current year of agency/firm operations.

Agency/firm history

Number of first line managers produced by this agency/firm head: _____

Number of middle managers produced by this agency/firm head: _____

Four- or five-year agent retention rate: _____

First year persistency rate for the agency/firm: _____

Company Rank, based on _____ out of _____ agencies/firms.

Management Hall of Fame Nomination Form

Industry performance

Please document, to the best of your knowledge, the nominee's contribution to the industry by indicating leadership positions the nominee may have held in organizations such as GAMA International, NAIFA, MDRT, AALU, etc. Include positions at the local, state, and national levels. Also list any contributions to the industry such as books, speeches, articles, etc.

Organization	Membership Dates	Leadership Position	Terms of Office	Major Accomplishments

Books, speeches, articles, etc. _____



Management Hall of Fame Nomination Form

Community contributions

Please document, to the best of your knowledge, the nominee's contributions to his/her community by indicating membership and any leadership positions in organizations such as church, service, charity, government, etc.

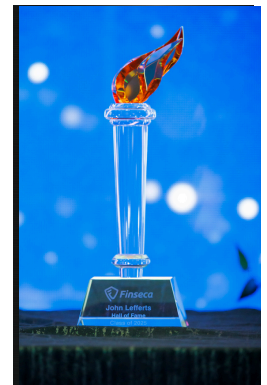
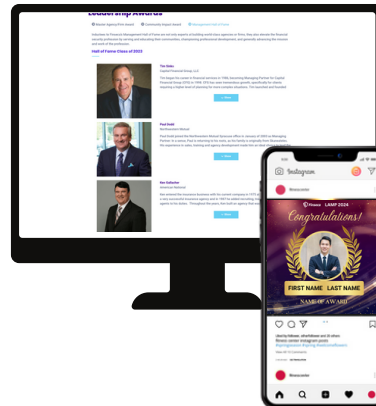
Organization	Membership Dates	Leadership Position	Terms of Office	Major Accomplishments



Recognition package for: Management Hall of Fame

VIP recognition package- \$25,000 Includes standard recognition package plus:

- Reserved table at awards ceremony.
- Awardee name, photo, and firm link listed on Finseca.org.
- Social media kit to publicize your award and graphic.
- Coordinated Press Release.
- Highlight in Finseca Sunday Message.
- Free private event space for agency, company, and family gathering on site.
- Early access to speaking opportunities for Finseca conferences.



Please contact Finseca's Corporate Partners Team for more details at partnerships@finseca.org.

 Finseca  GAMA

LAMP 2026

*First in Class &
Emerging Leader Award*

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

In addition to Hall of Fame, Finseca offers two additional home office leadership awards. These awards represent an opportunity for you to select one leader for each category and highlight the best and brightest within your ranks!

James H. Kreuger First in Class Award

The First in Class Award recognizes agency leaders or managers who have demonstrated outstanding leadership. Each company is responsible for determining the criteria it will use to select its nominee. Multiple nominees may be eligible for companies that segment distribution by market size or use a benchmark value proposition for their distribution systems. Nominees should excel as leaders in both their career and their communities.

Criteria

This award is chosen at the discretion of the home office. The Home office has the opportunity to set individual criteria, however we recommend this be an established leader who is seen as one of the top managers in the field.

Emerging Leader Award (Formerly the Brian H. Early Frontline Leader Award)

The Emerging Leader Award recognizes superior managers, such as sales, unit, division, or district managers who have direct responsibilities for a portion of an agency or firm, including recruiting, launching, and supervising new sales professionals. Each company is responsible for determining the criteria it will use to select its nominee. Nominees should stand out as role models for other managers.

Criteria

This award is chosen at the discretion of the home office. The Home office has the opportunity to set individual criteria, however we recommend this be an emerging leader who is seen as a rising star in the field and one day would be eligible for First in Class Recognition.

How to apply

Application Process

- **Application:** Complete the Celebration of Excellence Award Application and return to awards@finseca.org by **February 28, 2026**.
- **Head Shot:** Please provide a professional-quality, color head-shot photograph of the recipient for use in the Celebration of Excellence Hall of Stars and Digital Galleries. The photo, at a minimum, must be a high-resolution 10" x 15" JPG image at 300 ppi (3,000 x 4,500 pixels). Please make sure the photo is current and has the approval of the recipient.
- **Company Logo:** Please submit a high-resolution, color, digital image in EPS format.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

Please email your application and any supporting materials to awards@finseca.org by **February 28, 2026**.

For questions on award and sponsorship package please contact partnerships@finseca.org.

Finseca leadership awards nomination form

Please complete the entire application and submit with additional materials by **February 28, 2026**.

Company information

Company _____ Contact Name _____
Address _____ Phone _____
City _____ Fax _____
State _____ Zip _____ Email _____
Country _____ May Finseca Contact Award Recipient Prior to Event? Yes No
Name of Home Office Rep who will escort the recipient on stage to
receive the award during LAMP '25 Recognition ceremony?
Title _____ Phone _____

James H. Kreuger First in Class Award

Please note that the recipient's name, designations, and agency/firm will appear on the award plaque exactly as they appear here. Double-check the submission/spelling and make sure that the name appears the way the recipient prefers it.

Recipient's Full Name and Designation _____
Agency or Firm Name (please indicate if agency or firm) _____
Address _____ Phone _____
City _____ Fax _____
State _____ Zip _____ Email _____
Country _____

Basis for Recognition (please select one of the items below):

- | | |
|--------------------------------------------------------------|----------------------------------------------------------------------------------|
| <input type="checkbox"/> First in Total Commissions | <input type="checkbox"/> First in Profitability |
| <input type="checkbox"/> First in Overall Agency Performance | <input type="checkbox"/> First in Total Product for Market Size |
| <input type="checkbox"/> First in Leadership for the Company | <input type="checkbox"/> First in Combined Weighted Agency/Firm Building Factors |
| <input type="checkbox"/> Selected for Overall Achievement | <input type="checkbox"/> Other: |
| <input type="checkbox"/> First in Productivity | |

Emerging Leader Award (formerly Front Line Leader Award)

Please note that the recipient's name, designations, and agency/firm will appear on the award plaque exactly as they appear here. Double-check the submission/spelling and make sure that the name appears the way the recipient prefers it.

Recipient's Full Name and Designation _____
Agency or Firm Name (please indicate if agency or firm) _____
Address _____ Phone _____
City _____ Fax _____
State _____ Zip _____ Email _____
Country _____

Basis for Recognition (please select one of the items below):

- | | | |
|------------------------------------------------------------|--------------------------------------------------------|-----------------------------------------------|
| <input type="checkbox"/> First in Unit Commissions | <input type="checkbox"/> First in Frontline Leadership | <input type="checkbox"/> First in Unit Growth |
| <input type="checkbox"/> First in Overall Unit Performance | <input type="checkbox"/> First in Productivity | <input type="checkbox"/> Other: |
| <input type="checkbox"/> Selected for Overall Achievement | <input type="checkbox"/> First in Profitability | |

Recognition package for: First in Class & Emerging Leader awards

First in Class & Emerging Leader Excellence awards package- \$6,000.00

**BEST
VALUE**

- First in Class Bronze Medallion and headshot in Hall of Stars.
- Frontline Excellence Award and headshot in Hall of Stars.
- Table at Celebration of Excellence reception and banquet.
- Three (3) color photos of each award recipient.
- Includes all benefits from individual award packages below.

First in Class package- \$3,500

- Physical Award and headshot in Hall of Stars.
- Table at Celebration of Excellence reception and banquet.
- One (1) color photo of award presentation.
- Official press release.
- Awardee recognized on stage escorted by home office representative, and pose for picture. Names will be read alphabetically by company.

Emerging Leader package- \$3,250

- Physical award and headshot in Hall of Stars.
- Table at Celebration of Excellence reception and banquet.
- One (1) color photo of award presentation.
- Official press release.
- Awardee recognized on stage escorted by home office representative, and pose for picture. Names will be read alphabetically by company.

Additional recognition options

- First in Class bronze medallion and headshot in Hall of Stars- **\$950**
- Emerging Leader Award and headshot in Hall of Stars- **\$950**
- Celebration of Excellence reception and banquet tickets- **\$125**



Finseca GAMA

LAMP 2026

*Master Agency/
Firm Award*

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

Master Agency/Firm Award (MAA/MFA)

Master Agency/Firm Awards are given to an agency head who is a Finseca member at a firm with at least \$8,500,000 USD in commission levels or \$17,000,000 USD in premium levels during the previous calendar year.

Award criteria

Award	Min qualifying commissions (USD)	Min qualifying premiums (USD)
Master Agency Award & Master Firm Award	\$8,500,000	\$17,000,000

- Applicants must meet all general requirements, including being a Finseca member,
- Must be agency heads (first-line manger),
- Only applicants from a main or central office representing an entire agency/firm will qualify, and
- FYC paid to the direct or indirect agents supervised by the applicant will be counted.

Directions

Compute total commission or total premiums from January 1, 2025, to December 31, 2025, based on the formula in the table below. Please reference the Eligible Product Credit Table on the next page to help determine your eligible commission or premiums.

Use only new first-year commission/premiums when computing. Life insurance commission/premiums must be at least 50% of total commissions/premiums for the Ordinary/Traditional. Please report all data, including commission/premiums and total commission/premiums.

Application

2025 Unlimited Credit (USD)						
(must be at least 50% of total commissions/premiums)						
2025 Limited Credit (USD)						
2025 Commissions/Premiums (USD)						
2025 Gross Commissions/Premiums	-	2024 Gross Commissions/Premiums	=	Growth	X 50%	
						+
Total Commissions/Premiums (USD)						

Master Agency/Firm Award (MAA/MFA) Criteria

Eligible production credit table

This reference guide contains formulas that will help determine your total eligible commissions or premiums. To determine what production credits are eligible to be included toward your Finseca Leaders Award, please refer to the table below.

Unlimited Credit	Comission/Fee credit	Premium credit
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium/top up	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max. 15 years)	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual/group)	100% of all commissions	6% of new money invested
Single premium/short-term endowment (max. 15 years)	100% of first year commission	6% of first year premium
Limited Credit	Comission/Fee credit	Premium credit
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial planning fees/fees for advice	100% of the net fee	100% of the gross fee

Press & social media announcements

As a condition of receiving this award, nominees must agree to be included in all press, social media, and website announcements.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

 Finseca  GAMA

LAMP 2026

Master Fraternal Award

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

Master Fraternal Award (MFrA)

The Master Fraternal Award is given to an agency head who is a Finseca member with an agency or society that achieved at least \$1,000,000 USD in gross life insurance premiums with \$3,000,000 USD in total premiums during the previous year.

Award criteria

Award	Min qualifying gross life (USD)	Min qualifying total premiums (USD)
Master Fraternal Award	\$1,000,000	\$3,000,000

- Applicants must meet all general requirements including being a Finseca member,
- Must be agency or society heads (first-line manger),
- Only applicants from a main or central office representing an entire agency/firm will qualify, and
- FYC paid to the direct or indirect agents supervised by the applicant will be counted.

Directions

Compute total commission or total premiums from January 1, 2025, to December 31, 2025, based on the formula in the table below. Please reference the Eligible Product Credit Table on the next page to help determine your eligible commission or premiums.

Use only new first-year commission/premiums when computing. Life insurance commission/premiums must be at least 50% of total commissions/premiums for the Ordinary/Traditional. Please report all data, including commission/premiums and total commission/premiums.

Application

2025 Unlimited Credit (USD)						
(must be at least 50% of total commissions/premiums)						
2025 Limited Credit (USD)						
2025 Commissions/Premiums (USD)						
2025 Gross Commissions/Premiums	-	2024 Gross Commissions/Premiums	=	Growth	X 50%	
						+
Total Commissions/Premiums (USD)						

Master Fraternal Award (MFrA) Criteria

Eligible production credit table

This reference guide contains formulas that will help determine your total eligible commissions or premiums. To determine what production credits are eligible to be included toward your Finseca Leaders Award, please refer to the table below.

Unlimited Credit	Comission/Fee credit	Premium credit
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium/top up	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max. 15 years)	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual/group)	100% of all commissions	6% of new money invested
Single premium/short-term endowment (max. 15 years)	100% of first year commission	6% of first year premium
Limited Credit	Comission/Fee credit	Premium credit
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial planning fees/fees for advice	100% of the net fee	100% of the gross fee

Press & social media announcements

As a condition of receiving this award, nominees must agree to be included in all press, social media, and website announcements.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

 Finseca  GAMA

LAMP 2026

Master Multiline Award

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

Master Multiline Award (MMA)

The Master Multiline Award is given to an agency head who is a Finseca member with an agency or firm that achieved at least \$350,000 USD in gross life and annuity premiums and at least \$12,000,000 USD in gross property and casualty premiums during the previous year.

Award criteria

- Applicants must meet all general requirements including being a Finseca member,
- Must be agency heads (first-line manger),
- Only applicants from a main or central office representing an entire agency/firm will qualify, and
- FYC paid to the direct or indirect agents supervised by the applicant will be counted.

Directions

Compute total commission or total premiums from January 1, 2025, to December 31, 2025, based on the formula in the table below. Please reference the Eligible Product Credit Table on the next page to help determine your eligible commission or premiums.

Use only new first-year commission/premiums when computing. Life insurance commission/premiums must be at least 50% of total commissions/premiums for the Ordinary/Traditional. Please report all data, including commission/premiums and total commission/premiums.

Application

2025 Gross Life Premium	
2025 Gross Annuity Premium	
2025 Gross P&C Premium	

2025 Unlimited Credit (USD)						
(must be at least 50% of total commissions/premiums)						
2025 Limited Credit (USD)						
2025 P&C Commissions/Premiums (USD)						
2025 Gross P&C Commissions/Premiums	-	2024 Gross P&C Commissions/Premiums	=	Growth	x 50%	
						+
Total Commissions/Premiums (USD)						

Master Multiline Award (MMA) Criteria

Eligible production credit table

This reference guide contains formulas that will help determine your total eligible commissions or premiums. To determine what production credits are eligible to be included toward your Finseca Leaders Award, please refer to the table below.

Unlimited Credit	Comission/Fee credit	Premium credit
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium/top up	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max. 15 years)	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual/group)	100% of all commissions	6% of new money invested
Single premium/short-term endowment (max. 15 years)	100% of first year commission	6% of first year premium
Limited Credit	Comission/Fee credit	Premium credit
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial planning fees/fees for advice	100% of the net fee	100% of the gross fee

Press & social media announcements

As a condition of receiving this award, nominees must agree to be included in all press, social media, and website announcements.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

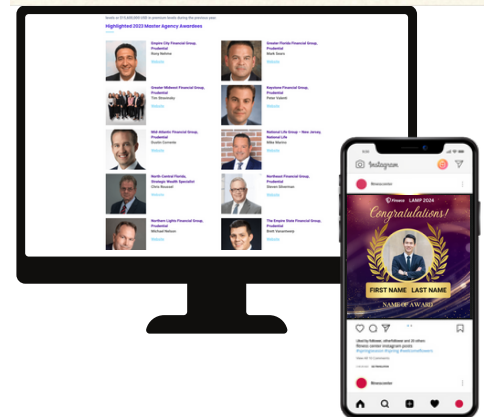
Recognition Package for: Master Firm award/Master Agency award/Master Fraternal award/ Master Multiline award

Standard recognition package (Included)

- Recognition at Celebration of Excellence Dinner via firm name.
- Seated Recognition for Firms.
- Downloadable Digital Certificate.
- Firm name listed on Finseca.org.

VIP recognition package- Bundles and additional options

- Award only- **\$300** (per awardee)
- Award + Finseca.org + Social- **\$450** (per awardee)
- Hall of Stars Signage- 22x32 small sign on easel- **\$250**
- Celebrate of Excellence Tickets
 - Individual- **\$125**
 - Table- **\$995** (table of 8)



Please contact Finseca's Corporate Partners Team for more details at partnerships@finseca.org.

 Finseca  GAMA

LAMP 2026

International Management Award

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

International Management Award (IMA)

The International Management Award recognizes achievements of first-line managers (heads of agencies or firms) and frontline or second-or middle-line managers (sales or unit managers). All qualifiers must be active Finseca members and must personally supervise full-time career agents, advisors, or sales representatives in the agency or firm.

Award criteria

- Applicants must meet all general requirements.
- Must be agency heads (first-line manager) or sales/unit managers (frontline or second-line)
- Only FYC paid to the applicant and his/her direct and indirect reports will be counted.
- Must personally supervise full-time career agents under direct team/supervision as of December 31, 2025.

Award		Min Qualifying Commissions (USD/ICE)	Min Qualifying Premiums (USD/ICE)
International Management Award	Bronze	\$300,000	\$600,000
	Silver	\$600,000	\$1,200,000
	Gold	\$1,200,000	\$2,400,000
	Platinum	\$1,800,000	\$3,600,000
	Diamond	\$2,500,000	\$5,000,000
	Titanium	\$4,000,000	\$8,000,000

Ordinary/traditional & financial planning/securities-based

Compute total commissions or total premiums from January 1, 2025, to December 31, 2025, based on the following formula.

2025 Life Insurance Commissions/Premiums (Individual & Group) (USD/ICE) (must be at least 50% of total commissions/premiums)						
2025 All Other Commissions/Premiums (USD/ICE)						
2025 Commissions/Premiums (USD/ICE)						
2025 Gross Commissions/Premiums	-	2024 Gross Commissions/Premiums	=	Growth	X 50%	
						+
Total Commissions/Premiums (USD/ICE)						

Multiline

Complete the matrix below based on production of each agent/representative from January 1, 2025, to December 31, 2025. Benchmark 1 measures average life premium sold. You may enter figures for either Benchmark 2A (new products sold) or Benchmark 2B (renewal product percentages). Your award level will be determined by the highest benchmark met. For example, if you meet the qualifications for Silver for average life premium and Bronze for number of multiline units sold (non-life), you will qualify for the Silver level.

Award Tier		Bronze	Silver	Gold	Platinum	Diamond	Titanium	
Benchmark 1: Average life premium issues per agent	Minimum	\$8,000 USD/ICE	\$11,000 USD/ICE	\$14,000 USD/ICE	\$17,000 USD/ICE	\$20,000 USD/ICE	\$23,000 USD/ICE	
	Your Average							
Choose either of these benchmarks	Benchmark 2A: Number of new multiline units sold (nonlife)	Minimum	200	225	250	275	300	325
	Your Average							
Choose either of these benchmarks	Benchmark 2B: P&C renewal retention ration (nonlife)	Minimum	70%	73%	75%	80%	85%	85%
	Your Average							



International Management Award (IMA) Criteria

Eligible production credit table

This reference guide contains formulas that will help determine your total eligible commissions or premiums. To determine what production credits are eligible to be included toward your Finseca Leaders Award, please refer to the table below.

Unlimited Credit	Comission/Fee credit	Premium credit
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium/top up	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max. 15 years)	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual/group)	100% of all commissions	6% of new money invested
Single premium/short-term endowment (max. 15 years)	100% of first year commission	6% of first year premium
Limited Credit	Comission/Fee credit	Premium credit
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial planning fees/fees for advice	100% of the net fee	100% of the gross fee

Press & social media announcements

As a condition of receiving this award, nominees must agree to be included in all press, social media, and website announcements.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

Finseca GAMA

LAMP 2026

*Frontline Leader
Award*

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

Frontline Leader Award (FLA)

The Frontline Leader Award recognizes frontline managers, such as unit, division, or district managers who have direct responsibility for a portion of an agency or firm. All qualifiers must be current Finseca members.

Award criteria

- Applicants must meet all general requirements.
- Must be sales/unit managers (frontline or second-line).
- Only individual FYC paid to the applicant and his/her direct reports will be counted.
- Must personally supervise full-time career agents under direct team/supervision as of December 31, 2025.

Award		Min Qualifying Commissions (USD/ICE)	Min Qualifying Premiums (USD/ICE)
Frontline Leader Award	Bronze	\$140,000	\$280,000
	Silver	\$280,000	\$560,000
	Gold	\$560,000	\$1,200,000
	Platinum	\$1,000,000	\$2,000,000
	Diamond	\$1,500,000	\$3,000,000

Ordinary/traditional & financial planning/securities-based

Compute total commissions or total premiums from January 1, 2025, to December 31, 2025, based on the following formula.

2025 Life Insurance Commissions/Premiums (Individual & Group) (USD/ICE) (must be at least 50% of total commissions/premiums)						
2025 All Other Commissions/Premiums (USD/ICE)						
2025 Commissions/Premiums (USD/ICE)						
2025 Gross Commissions/Premiums	-	2024 Gross Commissions/Premiums	=	Growth	X 50%	
						+
Total Commissions/Premiums (USD/ICE)						

Multiline

Complete the matrix below, based on production of each agent/representative from January 1, 2025, to December 31, 2025. Benchmark 1 measures average life premium sold. You may enter figures for either Benchmark 2A (new products sold) or Benchmark 2B (renewal product percentages). Your award level will be determined by the highest benchmark met. For example, if you meet the qualifications for Silver for average life premium and Bronze for number of multiline units sold (non-life), you will qualify for the Silver level.

Award Tier		Bronze	Silver	Gold	Platinum	Diamond	
Benchmark 1: Average life premium issues per agent	Minimum	\$6,000 USD/ICE	\$8,000 USD/ICE	\$10,000 USD/ICE	\$12,000 USD/ICE	\$15,000 USD/ICE	
	Your Average						
Choose either of these benchmarks	Benchmark 2A: Number of new multiline units sold (nonlife)	Minimum	200	225	250	275	300
	Your Average						
Choose either of these benchmarks	Benchmark 2B: P&C renewal retention ration (nonlife)	Minimum	70%	73%	75%	80%	85%
	Your Average						



Frontline Leader Award (FLA) Criteria

Eligible production credit table

This reference guide contains formulas that will help determine your total eligible commissions or premiums. To determine what production credits are eligible to be included toward your Finseca Leaders Award, please refer to the table below.

Unlimited Credit	Comission/Fee credit	Premium credit
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium/top up	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max. 15 years)	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual/group)	100% of all commissions	6% of new money invested
Single premium/short-term endowment (max. 15 years)	100% of first year commission	6% of first year premium
Limited Credit	Comission/Fee credit	Premium credit
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial planning fees/fees for advice	100% of the net fee	100% of the gross fee

Press & social media announcements

As a condition of receiving this award, nominees must agree to be included in all press, social media, and website announcements.

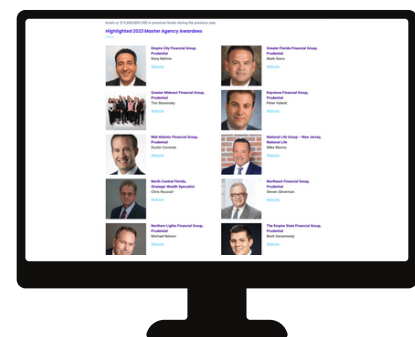
Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.

Recognition Package for: International Management Award and Frontline Leader Award

Standard recognition package (Included)

- Recognition at Celebration of Excellence Dinner via Firm logo or photo.
- Seated Recognition for Firms.
- Downloadable Digital Certificate.
- Firm name listed on Finseca.org.



Please contact Finseca's Corporate Partners Team for more details at partnerships@finseca.org.

 Finseca  GAMA

LAMP 2026

Community Impact Award

APPLICATIONS DUE FEBRUARY 28, 2026

Please submit application to awards@finseca.org

Community Impact Leadership awards criteria (Individual Firms Making an Impact)

The Community Impact Leadership Award honors financial security firms/agencies that are having a tangible, measurable effect on their clients and their communities. That impact might be the result of a number of activities, such as lives secured, charitable efforts or DE&I initiatives that promote doing well by doing good.

Recognition Criteria

- Firms/agencies who are making an impact with their clients, in their local communities, and in their agencies/firms.
- General Agents/Managing Partners must be a Finseca member.
- Those who sit on the Recognition Committee or on the Board of Directors of Finseca and the Finseca Foundation are eligible to apply but will not be eligible to participate in voting process.
- Top 3-5 Finalists will be showcased at LAMP 2026 Celebration of Excellence Dinner.
- Committee will select one (1) overall winner from finalists.

The Selection Committee will consider the responses to all questions when evaluating applications as well as:

- Multiple dimension of diversity among staff, leaders, and governance.
- Firm/agency-wide and community training initiatives (e.g., anti-racism, gender inclusivity).
- Demonstration of or advocacy for equitable access to financial services for communities that have faced exclusion or marginalization.

Press & social media announcements

As a condition of receiving this award, nominees must agree to be included in all press, social media, and website announcements.

Award recognition

The awards will be presented on March 23, 2026, at our annual LAMP conference in Nashville, TN. Awardees will be notified one week after the application period closes.



Community Impact award application

Please document, to the best of your knowledge, the nominee's contributions to their community by responding to the following questions.

Lives secured

- How many lives secured in 2025?

- How many of those lives were from historically underserved communities?

Charitable initiatives

- How did you firm positively impact one or more important areas like culture, education, environment, financial, and/or health that have proven meaningful for your community?

Underserved communities

- Have you made underserved communities a priority in your firm?

Please email your application and any supporting materials to awards@finseca.org by
February 28, 2026.

For questions on award and sponsorship package please contact partnerships@finseca.org.

Recognition Package for: Community Impact Award

Standard recognition package (Included)

Finalists:

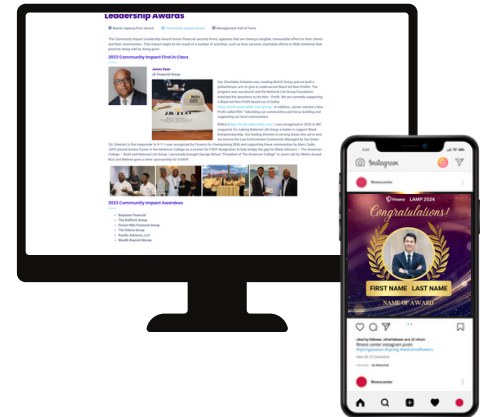
- Five finalists will be featured during program. Finalists to provide Finseca with their story and supporting media and collateral to be shown on screen. *(Two minutes will be dedicated to each finalists)*
- Featured in Finseca awards press release.



Winner:

Include all above plus:

- Physical Award.
- Acceptance remarks during Celebration of Excellence dinner.
- Press release.



VIP recognition upgrade

- Finseca is committed to recognizing those who are impacting their community through good works and is committed to highlighting these individuals based on merit only. Finalists and Winners will be recognized without the purchase of upgraded packages.



November 26, 2023) - Finseca announced that Jen Fox, Finseca Vice President of Political Affairs, will be the new Vice President of Federal Affairs.

With extraordinary ability," said Mari Cadin, CEO of Finseca. "Her promotion to Vice President is an extraordinary commitment and outstanding contributions to our mission of financial security. We look forward to her continued leadership and new opportunities to connect our team."

Member of the team, and we're thrilled to announce her new role leading our efforts on Capitol Hill, her new role as Chief Advocacy Officer. "With Jen at the helm, the financial security profession will have policy and opening doors to even greater opportunities for the mission we're committed to have been selected to fill some very big shoes here at Finseca," said Jen Fox. "Her vision and mission are unparalleled, so it's incredibly exciting to be able to share our mission every day. We have a lot of work to do, but we're at the center of the most important and impactful work in the financial security industry."

For Jen will play an integral role in leading Finseca's advocacy efforts on Capitol Hill, her new role as Vice President of Federal Affairs, Fox oversees Finseca's political affairs team and has worked at the National Restaurant Association and Engine Advocacy, where she also served as the President of The Advocacy Association. Fox also serves as the President of The Advocacy Association.

Financial security improves people's lives and protects their livelihoods and future by using financial security for all. Finseca represents the men and women of the financial security industry's delivering financial security to their clients every day.

718-7774 | marketing@finseca.org



Please contact Finseca's Corporate Partners Team for more details at partnerships@finseca.org.



LAMP 2026

FINSECA LEADERSHIP AWARDS

Please contact the following departments for more details
awards@finseca.org

Recognition & Sponsorship Packages
partnerships@finseca.org

