

2026 國際龍獎IDA會員公司 全球排名數據公告

Official Announcement of 2026
Global Rankings for IDA Member Companies



國際龍獎IDA
會員專屬
Exclusive to
IDA Members

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卷首語

保險行銷集團於1998年創設國際龍獎IDA，以「典範、完美、尊貴」從業理念為核心，為世界金融保險從業人員建立一套客觀、嚴謹的榮譽認證標準，並透過獎項註冊及頒獎典禮，表揚卓越的世界金融保險從業人員，協助世界金融保險業及金融保險機構的經營與發展。歷經27年的深耕與經營，國際龍獎IDA已深受17個國家與地區、250多家金融保險機構的重視與肯定，累計國際龍獎IDA近20萬會員數，在世界金融保險業建立了廣泛且深遠的影響。

自2024年國際龍獎IDA執行委員會於中國香港發布「首屆國際龍獎IDA會員公司全球排名數據公告」，以客觀數據梳理出多項極具參考價值的分析，為世界各金融保險機構及業務團隊的經營提供了重要的指引與參考依據，在市場上帶來了廣泛正向迴響，已有愈來愈多國家與地區的金融保險機構將國際龍獎IDA納入公司的榮譽體系之中。

為使國際龍獎IDA數據分析更具公信力、客觀性與嚴謹性，國際龍獎IDA執行委員會於2025年邀請產官學專業人士成立「國際龍獎IDA數據分析專家委員會」，以更專業、嚴謹的視角持續深化數據分析，為世界金融保險業提供更具參考價值的洞察與觀點。

2026年，國際龍獎IDA執行委員會持續發布國際龍獎IDA會員公司全球排名數據公告，並藉由「國際龍獎IDA數據分析專家委員諮詢交流會」的定期舉開與個別拜會諮詢，給予國際龍獎IDA執行委員會方向與建議。在IDA數據分析專家委員的專業視角下，本年度數據分析於深度與廣度上更進一階，並呈現出以下幾項值得關注的結論：

第一，IDA會員資歷持續深化。2026年，累計3屆(含)以上的傑出業務獎會員占整體傑出業務獎會員比例達53.47%，較2025年的43.26%明顯提升，相當於每2位IDA傑出業務獎會員中，即有1位是累計3屆(含)以上之會員，反映長期、持續追求榮譽的價值，深受世界金融保險從業人員的重視與肯定。

第二，多家金融保險機構在會員人數表現逆勢成長。在全球部分國家地區受經濟情勢等行業變動影響、整體IDA會員數微幅減少的同時，仍有相當數量的金融保險機構在會員人數表現逆勢成長，帶動該機構整體業務動能及績優榮譽的重視。

第三，長期追求榮譽展現專業價值。觀察不同年資會員的產能表現，累計3屆(含)以上會員的人均FYC與件均FYC普遍高於整體IDA會員；而IDA終身會員的產能增幅更為顯著，其人均FYC較一般會員高出近9成。這顯示出長期追求國際龍獎IDA，所累積的客戶基礎、專業能力與品牌塑造也愈為紮實，展現出較優秀的生產力與經營樣貌。

第四，績優團隊的組織動能。自2011年第一支IDA百人團隊誕生開始，至今全世界共有34支IDA百人團隊。2026年全球國際龍獎IDA百人團隊共有14支，合計IDA會員2,030人，其中百人團隊的優秀主管獎會員占比達12.91%，約為整體優秀主管獎占比5.39%的2.4倍，顯示優秀主管在IDA百人團隊中扮演著關鍵的「腰部支撐」力量，也是組織動能的重要來源。

保險行銷集團創立至今43年，以提升世界金融保險從業人員的專業素養、形象與社會地位為使命，體現出對世界金融保險業最深刻的承諾。從創設國際龍獎IDA、建構榮譽體系，到建置IDA成功基因庫、打造IDA生態系，每一個環節都指向同一個初心——讓每一位有志追求卓越的金融保險從業人員，都能在IDA的陪伴下找到方向、追求榮譽、專業經營，最終成為IDA、成就IDA。

展望未來，保險行銷集團與國際龍獎IDA執行委員會將持續與各大金融保險機構及優秀從業人員攜手同行，以客觀、嚴謹的數據分析，為世界金融保險業的繁榮發展與專業成長，持續奉獻！

國際龍獎IDA執行委員會 IDA Executive Committee



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Preface

Established in 1998 by IMM International, the International Dragon Award (IDA) was founded on a core professional ethos of Paragon, Perfection, and Nobility. With its objective and rigorous accreditation framework for honor recognition, the IDA sets a global benchmark for financial insurance practitioners worldwide. Through a structured award registration process and a prestigious annual ceremony, the IDA distinguishes outstanding professionals while contributing to the sustainable development and operational excellence of financial insurance institutions globally. After 27 years of sustained commitment, the IDA has earned the trust and endorsement of more than 250 financial insurance organizations across 17 countries and regions. With cumulative membership approaching 200,000, the IDA now commands extensive and profound influence throughout the global financial insurance industry—a testament to its enduring prestige and institutional authority.

In 2024, the IDA Executive Committee released the inaugural Official Announcement of Global Rankings for IDA Member Companies in Hong Kong, China. Grounded in objective empirical data, the Announcement has distilled a suite of highly instructive and strategic analyses, establishing critical performance benchmarks and directional guidance for the management and operations of financial insurance institutions and agency teams worldwide. The release has garnered extensive acclaim across the marketplace, prompting a growing number of institutions across diverse countries and regions to formally embed the IDA within their corporate honors and recognition frameworks.

In 2025, with a view to further reinforcing the credibility, objectivity, and methodological rigor of IDA data analytics, the IDA Executive Committee convened a distinguished panel of experts from industry, government, and academia to establish the Expert Committee for IDA Data Analysis. Applying enhanced professional scrutiny and analytical precision, the Committee has since been continuously refining its analytical framework, delivering more actionable insights and strategic guidance of heightened reference value to the global financial insurance industry.

In 2026, the IDA Executive Committee continued to release the Official Announcement of Global Rankings for IDA Member Companies. Through the Expert Committee's regularly convened advisory sessions and individual consultations, the IDA Executive Committee received strategic direction and recommendations. Informed by the professional perspective of Expert Committee, this year's data analysis has advanced in both depth and breadth, yielding several noteworthy conclusions:

1. Deepening Membership Seniority

In 2026, members qualifying for the Outstanding Agent Award for three or more cumulative years accounted for 53.47% of all recipients, representing a marked increase from 43.26% in 2025. This translates to roughly one in every two IDA Outstanding Agent Award recipients being a multi-year honoree—a clear testament to the enduring value placed on sustained professional excellence, a commitment widely recognized and esteemed by financial insurance practitioners worldwide.

2. Counter-Cyclical Institutional Growth

Notably, a considerable number of financial insurance institutions achieved counter-cyclical growth in IDA membership. Despite a modest overall contraction across certain countries and regions—largely attributable to industry headwinds and shifting economic conditions—a substantial cohort of institutions defied the trend. Their membership gains have, in turn, reinvigorated overall business momentum and reinforced a culture of performance-driven recognition within their organizations.

3. Professional Value Evidenced by Sustained Recognition

An analysis of productivity by tenure reveals that members with three or more cumulative years of recognition consistently outperform the broader IDA membership in both average FYC per member and average FYC per case. This productivity edge is particularly pronounced among IDA Life Members, whose average FYC per member exceeds that of non-Life members by nearly 90%. These findings demonstrate that the long-term pursuit of the IDA cultivates a more robust client base, deeper professional acumen, and stronger brand equity, ultimately translating into superior productivity and a more resilient business profile.

4. Organizational Momentum of Elite Teams

Since the first IDA Hundred-Elite Team emerged in 2011, a total of 34 teams globally have attained this distinguished status. In 2026, 14 teams qualified, representing 2,030 IDA members. Among this cohort, recipients of the Excellent Manager Award constituted 12.91% of the Hundred-Elite Team membership—approximately 2.4 times the 5.39% share they held across the overall IDA membership. This pronounced concentration underscores the critical role of Excellent Manager Award recipients as both the backbone of the IDA Hundred-Elite Teams and a primary driver of organizational momentum and team-based growth.

For 43 years since its founding, IMM International has remained steadfast in its mission to elevate the professionalism, image and social standing of practitioners in the global financial insurance industry, embodying its deepest commitment to the industry. From establishing the International Dragon Award (IDA) and structuring its honor system, to building the IDA Success DNA Bank and cultivating a thriving IDA ecosystem, every step points to one abiding purpose: to empower every financial insurance practitioner who aspires to excellence—with the support and guidance of the IDA—to find direction, pursue honor, and build a professional practice, ultimately earning the glory of IDA and contributing to its enduring legacy.

Looking ahead, IMM International and the IDA Executive Committee will remain dedicated to journeying alongside leading financial insurance institutions and outstanding practitioners worldwide, drawing on objective and rigorous data analysis to advance the prosperity and professional growth of the global financial insurance industry—a commitment we will continue to uphold.

2026國際龍獎



Official Announcement of 2026 Global Rankings for IDA Member Companies

IDA會員公司 全球排名數據公告

國際龍獎IDA數據分析專家委員會 Expert Committee on International Dragon Award Data Analytics



國際龍獎IDA執行委員會為持續推進世界金融保險業的繁榮與發展、進步與成長，自2024年起針對國際龍獎IDA會員公司相關會員數與產能等數據進行統計分析及公告，更於2025年成立「國際龍獎IDA數據分析專家委員會」，邀任於世界金融保險業內具有豐富洞察與趨勢見解、專業性與公信力，並認同國際龍獎IDA於世界金融保險業發展的價值與意義者擔任委員，共同與國際龍獎IDA執行委員會為世界金融保險業的繁榮與發展貢獻。

In its ongoing commitment to fostering sustainable growth, operational resilience, and market advancement across the global financial insurance industry, the IDA Executive Committee launched a systematic statistical review and public disclosure of member company data—covering membership figures and productivity metrics—effective 2024.

Building on this initiative, the Committee formally established the Expert Committee on International Dragon Award Data Analytics in 2025. The Expert Committee comprises globally recognized professionals with demonstrated acumen in industry trend forecasting, quantitative diagnostics, and strategic interpretation, alongside strong professional standing and institutional credibility. All members are selected for their unequivocal endorsement of the IDA's pivotal role in shaping the industry's future trajectory.

Operating in close collaboration with the IDA Executive Committee, the Expert Committee is mandated to generate evidence-based insights, benchmark performance standards, and contribute substantively to the sustained prosperity and dynamic development of the worldwide financial insurance sector.

2026國際龍獎IDA數據洞察—— 榮譽驅動績效，數據見證成長

在全球市場環境持續變動、金融保險業面臨政策調整、客戶需求轉型與業務人員結構重塑的背景下，2026年國際龍獎IDA會員數據，不僅呈現出行業發展的階段性變化，更揭示了榮譽文化、長期績效、組織發展與團隊生產力之間的深層關係。從整體數據觀察，2026年國際龍獎IDA會員數雖較2025年小幅下降，主要受到部分國家市場環境、政策要求及業務人員結構轉型等因素影響，呈現階段性波動。然而，值得關注的是，整體IDA會員註冊率仍高於去年，顯示IDA榮譽價值與會員參與度持續提升；同時，仍有多家金融保險機構會員人數逆勢成長，反映出國際龍獎IDA在全球金融保險市場中的影響力與凝聚力，並未因外部環境變化而減弱，反而在挑戰中展現出更深層的價值認同。

長期達標，展現高績效的穩定力量

從產能比較可見，長期追求IDA榮譽的會員，不僅績效更穩定、成長更持續，更因客戶累積、專業深化與永續經營能力提升，成為團隊與金融保險機構不可或缺的核心戰力。

相較於一般會員，累計3屆以上會員與終身會員往往具備更成熟的客戶經營能力、更高的專業信任度，以及更強的自我管理與長期經營意識。這些能力讓他們不只在單一年度創造績效，更能長期穩定貢獻產能，成為團隊業績與組織發展的重要支撐。

這也說明，IDA榮譽的價值不僅在於表揚成果，更在於引導會員建立長期主義。當業務人員把榮譽視為專業標準與成長目標，便能逐步形成穩定的績效循環，並為所屬機構帶來可持續的成長力量。

IDA優秀主管獎是組織發展的關鍵核心

IDA優秀主管獎會員的數量，反映出金融保險機構在組織發展、人才培育與團隊經營上的深厚實力。當一間機構能培育出更多IDA優秀主管會員，代表其組織根基更加穩固，業務動能更加充沛，也具備持續成長的長期韌性。

優秀主管不只是績效推動者，更是團隊文化、人才養成與系統經營的重要關鍵。因此，IDA優秀主管獎會員的增加，不僅代表個別主管的能力被肯定，更象徵金融保險機構已具備更成熟的人才梯隊與組織發展能力。

IDA百人團隊，展現高績效組織的成長引擎

一支IDA百人團隊的形成，不只是人數規模的累積，而是團隊文化、目標管理、人才培育、系統複製與榮譽追求共同合作的結果。根據2026年國際龍獎IDA百人團隊數據顯示，IDA百人團隊是金融保險機構高績效與高生產力的重要引擎。其中，IDA百人團隊優秀主管獎會員占比達整體的2.4倍，凸顯IDA優秀主管正是成就IDA百人團隊的關鍵核心。

進一步從產能指標觀察，IDA百人團隊會員在人均件數、人均FYC與件均FYC等表現上，均優於整體IDA會員。這反映出IDA百人團隊不僅具備高度凝聚力，也能透過共同榮譽目標，有效激發成員提升產能，形成更具競爭力的團隊表現。

榮譽文化帶來的成長力量

綜合2026年國際龍獎IDA數據得出結論，IDA所代表的不只是個人榮譽，更是一套推動金融保險從業人員長期成長、帶動團隊績效提升、促進組織穩健發展的重要力量。

未來，金融保險機構若能善用IDA數據洞察，將榮譽追求與人才培育、組織發展、團隊經營及績效管理緊密結合，便能進一步放大IDA的價值，讓榮譽不只成為少數人的成就，更成為推動整個團隊持續成長、穩健前行的核心動能。

2026 IDA Data Insights—— Honor Drives Performance, Data Validates Growth

Against the backdrop of a continuously evolving global market landscape—marked by shifting regulatory policies, transforming client needs, and the restructuring of agency workforces—the 2026 IDA membership data captures not only the cyclical changes unfolding across the industry, but also the deeper interconnections between a culture of honor, long-term performance, organizational development, and team productivity. From an overall data perspective, 2026 IDA membership experienced a modest decline compared to 2025. This dip can be largely attributed to market conditions in certain countries and regions, as well as policy adjustments and agency force transformation, resulting in cyclical fluctuations. Nonetheless, it is noteworthy that overall IDA membership registration rates remained higher than those of the previous year—a clear indication that the perceived value of IDA honors and member engagement continue to rise. Moreover, a considerable number of financial insurance institutions achieved counter-cyclical membership growth, underscoring that the influence and cohesive power of the IDA within the global financial insurance market have not waned amid external headwinds; rather, they have demonstrated a deeper level of value recognition in the face of challenges.

Sustained Achievement: The Stabilizing Force of High Performance

Productivity benchmarking consistently indicates that members with a sustained track record of IDA recognition exhibit superior performance stability and enduring growth trajectories. More critically, these practitioners evolve into a mainstay of their respective teams and institutions—owing to their accumulated client portfolio depth, progressively deepened technical expertise, and enhanced capacity for long-term business sustainability. Relative to general members, those with three or more cumulative award years and Life Members typically demonstrate more sophisticated client-relationship management, elevated professional credibility, and stronger self-discipline coupled with a strategic long-term orientation. These competencies enable them not merely to excel in any given year, but to deliver consistent, compounding contributions over time—serving as a critical backbone for team sales performance and organizational development.

This underscores that the IDA honor system functions not solely as a recognition mechanism, but as a behavioural compass steering members toward long-termism. When practitioners internalize the honor as both a professional benchmark and an aspirational growth target, they systematically cultivate a virtuous cycle of sustained performance, thereby generating durable growth tailwinds for their affiliated institutions.

The IDA Excellent Manager Award: The Organizational Development Keystone

The number of IDA Excellent Manager Award members serves as a critical barometer of an institution's depth in organizational development, talent cultivation, and team management. A higher concentration of such members within an institution indicates a more resilient organizational substrate, stronger sales momentum, and heightened long-term adaptive capacity—essential attributes for navigating market cyclicity. Exceptional managers transcend their role as mere performance catalysts; they are the linchpins of team culture, talent succession, and systematic operational frameworks. Consequently, a year-on-year increase in Excellent Manager Award members not only validates individual managerial acumen but also signals that the institution has achieved a more mature talent succession pipeline and a scaled organizational development capability—collectively reinforcing its competitive edge in an evolving industry landscape.

IDA Hundred-Elite Teams: The Growth Engine of High-Performance Organizations

The formation of an IDA Hundred-Elite Team is not merely a matter of accumulating numbers; it is the result of a collaborative synergy among team culture, goal-oriented management, talent cultivation, systematic replication, and the shared pursuit of honor. According to the 2026 IDA Hundred-Elite Team data, these teams serve as a vital engine of high performance and productivity within financial insurance institutions. Notably, the proportion of Excellent Manager Award members within IDA Hundred-Elite Teams is 2.4 times higher than that of the overall IDA membership, highlighting that IDA Excellent Manager Award recipients are the cornerstone of achieving the IDA Hundred-Elite Team distinction.

A closer look at productivity metrics reveals that IDA Hundred-Elite Team members consistently outperform the overall IDA membership across all key indicators—cases per person, FYC per person, and FYC per case. This demonstrates that IDA Hundred-Elite Teams not only possess a high degree of cohesion, but also effectively motivate members to elevate their productivity through shared honor-driven goals, resulting in a more competitive team performance.

The Growth Impetus of a Recognition-Centered Culture

Synthesizing the 2026 IDA dataset yields a clear conclusion: the IDA represents far more than an individual accolade—it constitutes a comprehensive framework that fosters sustained professional development among financial insurance practitioners, elevates team performance, and underpins the steady evolution of institutional structures.

Looking ahead, institutions that strategically harness IDA-derived data insights to align the pursuit of recognition with talent cultivation, organizational development, team management, and performance management will stand to multiply the award's intrinsic value. In doing so, honor transcends the achievement of a privileged minority, evolving into a foundational engine that drives continuous team advancement and resilient forward momentum across the entire organization.

一、2000~2026年國際龍獎IDA總累計數據統計

2000–2026 International Dragon Award (IDA) Total Cumulative Statistics

表1-1. 2000~2026年國際龍獎IDA累計會員數—全球前100金融保險機構排序統計

Table 1-1. 2000-2026 Cumulative IDA Membership: Global Top 100 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2000-2026 累計會員數 2000–2026 Cum. Membership	2000-2026 傑出業務獎 累計會員數 2000–2026 Cum. Outstanding Agent Award Members	2000-2026 傑出業務獎 累計會員數占比 2000–2026 Pct. of Cum. Outstanding Agent Award Members	2000-2026 優秀主管獎 累計會員數 2000–2026 Cum. Excellent Manager Award Members	2000-2026 優秀主管獎 累計會員數占比 2000–2026 Pct. of Cum. Excellent Manager Award Members	2000-2026 2屆(含)以上 累計會員數 2000–2026 Cum. Members (≥2 Award Years)	2000-2026 3屆(含)以上 累計會員數 2000–2026 Cum. Members (≥3 Award Years)
全球 Global		196,354	184,782	94%	11,572	6%	142,635	110,746
1	中国人寿保险股份有限公司 China Life Insurance Company Limited	30,013	29,180	97%	833	3%	22,888	18,296
2	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	23,322	22,386	96%	936	4%	15,355	11,552
3	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	13,893	13,171	95%	722	5%	10,793	8,725
4	宏利人壽保險(國際)有限公司 Manulife (International) Limited HK	10,155	8,921	88%	1,234	12%	8,368	6,819
5	太平人寿保险有限公司 TAIPIING LIFE INSURANCE COMPANY LIMITED	7,820	7,574	97%	246	3%	5,632	4,388
6	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	7,494	6,874	92%	620	8%	5,113	3,553
7	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	6,621	6,322	95%	299	5%	4,333	2,902
8	保誠保險有限公司 Prudential Hong Kong Limited	6,448	6,229	97%	219	3%	4,692	3,568
9	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	5,282	5,150	98%	132	3%	3,763	2,709
10	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	4,444	4,098	92%	346	8%	3,606	3,059
11	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Company Limited	4,421	3,707	84%	714	16%	3,628	2,985
12	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	4,137	3,805	92%	332	8%	2,499	1,630
13	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	4,125	4,047	98%	78	2%	2,716	2,016
14	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	3,833	3,646	95%	187	5%	2,745	1,969
15	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	3,459	3,178	92%	281	8%	2,811	2,283
16	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	3,371	2,862	85%	509	15%	2,878	2,477
17	泰康人壽保險有限公司 TAIKANG LIFE INSURANCE Co., Ltd.	2,507	2,446	98%	61	2%	1,647	1,239

國際龍獎IDA自1998年創設、2000年首度頒發獎項，至今已深受17個國家與地區、超過250家金融保險機構的重視與肯定。27年來，榮譽追求的力量持續推動世界金融保險業的繁榮與發展。

2000~2026年，國際龍獎IDA累計會員數達19萬6,354，其中傑出業務獎累計會員數18萬4,782（占比94.11%），優秀主管獎累計會員數1萬1,572（占比5.89%）；IDA2屆（含）以上累計會員數達14萬2,635，IDA3屆（含）以上累計會員數達11萬746。

累計3屆（含）以上的IDA會員，所代表的不僅是個人維持高績效的卓越表現，更象徵著績優團隊的穩定性與可持續發展性，是打造強大績優隊伍的重要指標。因此，金融保險機構若能持續擴大累計3屆（含）以上IDA會員數，將可為組織的長期發展奠定穩健基石。

Since its establishment in 1998 and the presentation of its first awards in 2000, the International Dragon Award (IDA) has earned widespread recognition from over 250 financial insurance institutions across 17 countries and regions. For 27 years, the pursuit of excellence embodied by the IDA has driven the continued growth and prosperity of the global financial insurance industry.

From 2000 to 2026, cumulative IDA membership reached 196,354, comprising 184,782 Outstanding Agent Award members (94.11%) and 11,572 Excellent Manager Award members (5.89%). The cumulative number of IDA members with two or more award years totaled 142,635, while those with three or more award years stood at 110,746.

IDA members with three or more cumulative award years represent not only sustained individual excellence at the highest level, but also the stability and sustainability of high-performing teams—a vital benchmark for building elite and resilient teams. As such, financial insurance institutions that continually expand their number of cumulative IDA members with three or more award years will lay a solid foundation for long-term organizational development.

註：本報告之百分比及部分合計數值均依四捨五入方式呈現，因此加總結果可能與總計略有差異。
Note: Percentages and subtotals in this report are presented on a rounded basis; therefore, the sum of individual figures may not equal the total.

表1-1. 2000~2026年國際龍獎IDA累計會員數—全球前100金融保險機構排序統計

Table 1-1. 2000-2026 Cumulative IDA Membership: Global Top 100 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2000-2026 累計會員數 2000-2026 Cum. Membership	2000-2026 傑出業務獎 累計會員數 2000-2026 Cum. Outstanding Agent Award Members	2000-2026 傑出業務獎 累計會員數占比 2000-2026 Pct. of Cum. Outstanding Agent Award Members	2000-2026 優秀主管獎 累計會員數 2000-2026 Cum. Excellent Manager Award Members	2000-2026 優秀主管獎 累計會員數占比 2000-2026 Pct. of Cum. Excellent Manager Award Members	2000-2026 2屆(含)以上 累計會員數 2000-2026 Cum. Members (≥2 Award Years)	2000-2026 3屆(含)以上 累計會員數 2000-2026 Cum. Members (≥3 Award Years)
18	中信保誠人壽保險有限公司 CITIC-Prudential Life Insurance Company Limited	2,416	2,230	92%	186	8%	1,998	1,736
19	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	2,356	2,003	85%	353	15%	2,113	1,881
20	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	2,148	1,875	87%	273	13%	1,731	1,383
21	大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	2,083	1,984	95%	99	5%	1,649	1,399
22	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	1,786	1,554	87%	232	13%	1,495	1,316
23	豐隆保險公司 Hong Leong Assurance Berhad	1,776	1,621	91%	155	9%	1,212	851
24	保誠保險有限公司 Prudential Assurance Malaysia Berhad	1,765	1,629	92%	136	8%	1,444	1,214
25	陽光人壽保險股份有限公司 Sunshine Life Insurance Corporation Limited	1,729	1,689	98%	40	2%	1,130	799
26	友邦保險(國際)有限公司 AIA International Limited HK	1,713	1,565	91%	148	9%	1,229	991
27	瑞众人壽保險有限責任公司 Rui Life Insurance Co., LTD.	1,661	1,603	97%	58	3%	1,047	734
28	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	1,606	1,383	86%	223	14%	1,263	1,046
29	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	1,599	1,432	90%	167	10%	1,137	818
30	百年人壽保險股份有限公司 AEON LIFE INSURANCE COMPANY, LTD.	1,372	1,345	98%	27	2%	947	645
31	凱基人壽保險股份有限公司 KGI Life Insurance Company Limited	1,353	1,277	94%	76	6%	884	635
32	中美聯泰大都會人壽保險有限公司 Sino-US United MetLife Insurance Company Limited	1,330	1,229	92%	101	8%	728	573
33	合众人壽保險股份有限公司 Unionlife Insurance Company, Ltd.	1,315	1,284	98%	31	2%	1,053	869
34	中意人壽保險有限公司 Generali China Life Insurance Co., Ltd.	1,132	1,052	93%	80	7%	869	728
35	中匯人壽保險股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	978	963	98%	15	2%	706	513
36	友邦保險(國際)有限公司 AIA International Limited MO	799	724	91%	75	9%	669	577
37	中荷人壽保險有限公司 BOB-Cardif Life Insurance Co., Ltd.	704	676	96%	28	4%	560	454
38	安聯人壽保險有限公司 Allianz China Life Insurance Co., Ltd.	696	604	87%	92	13%	536	389
39	安聯人壽保險有限公司 Allianz Life Insurance Malaysia Berhad	684	619	91%	65	10%	536	443
40	友邦保險 AIA Berhad Malaysia	674	621	92%	53	8%	461	366
41	宏利人壽保險(國際)有限公司 Manulife (International) Limited MO	661	579	88%	82	12%	526	458
42	永旭保險經紀人股份有限公司 Yung Shiu Insurance Broker Company Limited	660	618	94%	42	6%	390	211
43	民生人壽保險股份有限公司 MINSHENG LIFE INSURANCE CO., LTD	621	617	99%	4	1%	428	322
44	香港永明金融有限公司 Sun Life Hong Kong Limited	586	563	96%	23	4%	356	262
44	周大福人壽保險有限公司 Chow Tai Fook Life Insurance Company Limited	586	549	94%	37	6%	332	231
46	保誠保險(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	550	518	94%	32	6%	319	205

表1-1. 2000~2026年國際龍獎IDA累計會員數—全球前100金融保險機構排序統計

排序 Rank	公司名稱 Company	2000-2026 累計會員數 2000-2026 Cum. Membership	2000-2026 傑出業務獎 累計會員數 2000-2026 Cum. Outstanding Agent Award Members	2000-2026 傑出業務獎 累計會員數占比 2000-2026 Pct. of Cum. Outstanding Agent Award Members	2000-2026 優秀主管獎 累計會員數 2000-2026 Cum. Excellent Manager Award Members	2000-2026 優秀主管獎 累計會員數占比 2000-2026 Pct. of Cum. Excellent Manager Award Members	2000-2026 2屆(含)以上 累計會員數 2000-2026 Cum. Members (≥2 Award Years)	2000-2026 3屆(含)以上 累計會員數 2000-2026 Cum. Members (≥3 Award Years)
47	威盛保險經紀人股份有限公司 We-Think Insurance Broker Company Limited	539	484	90%	55	10%	474	412
48	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	524	500	95%	24	5%	334	234
49	中英人壽保險有限公司 AVIVA-COFCO LIFE INSURANCE CO.,LTD.	519	507	98%	12	2%	260	193
50	三商美邦人壽保險股份有限公司 Mercuries Life Insurance Company Limited	507	497	98%	10	2%	121	67
51	北京人壽保險股份有限公司 Beijing Life Insurance Co.,Ltd.	504	463	92%	41	8%	395	286
52	全球人壽保險股份有限公司 TransGlobe Life Insurance Inc.	480	458	95%	22	5%	279	205
53	隽天保险经纪(上海)有限责任公司	421	368	87%	53	13%	264	201
54	信泰人壽保險股份有限公司 Sinatay Life Insurance Co.,Ltd	419	411	98%	8	2%	224	137
55	陆家嘴国泰人壽保險有限公司 Cathay Lujiuzui Life Insurance Company Limited	404	404	100%	0	0%	297	243
56	同方全球人壽保險有限公司 Aegon THTF Life Insurance Co.,Ltd.	387	379	98%	8	2%	231	174
57	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Company Limited	372	318	85%	54	15%	329	309
58	南山人壽保險股份有限公司 Nan Shan Life Insurance Company Limited	360	357	99%	3	1%	148	113
59	光大永明人壽保險有限公司 Sun Life Everbright Life Insurance Co.,Ltd	328	327	100%	1	0%	249	182
60	英康保險有限公司 Income Insurance Limited	325	323	99%	2	1%	247	203
61	保誠人壽保險股份有限公司 PCA Life Assurance Company Limited	306	277	91%	29	9%	41	14
62	友邦人壽保險有限公司 AIA Life Insurance Co., Ltd.	281	263	94%	18	6%	194	138
63	大馬保險公司 AmMetLife Insurance Berhad	279	260	93%	19	7%	202	156
64	复星保德信人壽保險有限公司 Pramerica Fosun Life Insurance Co., Ltd.	275	263	96%	12	4%	178	134
64	北大方正人壽保險有限公司 Founder Meiji Yasuda Life Insurance Co., Ltd.	275	261	95%	14	5%	203	162
66	友邦保險 AIA Singapore Private Limited	272	261	96%	11	4%	202	145
67	富易達保險經紀人股份有限公司 Fueda Insurance Broker Corporation Limited	266	241	91%	25	9%	184	149
68	幸福人壽保險股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	241	240	100%	1	0%	166	89
69	工银安盛人壽保險有限公司 ICBC-AXA ASSURANCE CO., LTD.	232	220	95%	12	5%	146	109
70	恒安标准人壽保險有限公司 Heng An Standard Life Insurance Company Limited	230	227	99%	3	1%	163	121
71	德华安顾人壽保險有限公司 ERGO China Life Insurance Co., Ltd.	225	224	100%	1	0%	155	114
72	大同理財服務有限公司 General International Agency Limited	211	187	89%	24	11%	197	175
73	长城人壽保險股份有限公司 GREATWALL LIFE INSURANCE CO.,LTD.	208	205	99%	3	1%	130	81
74	星恒保险代理有限公司 Fostar Insurance Agency Co., Ltd.	204	194	95%	10	5%	86	31
本表僅對IDA會員數達 200位(含)以上者，提供數據公告及分析 This table presents data and analysis only for institutions with ≥200 cumulative IDA members.								
75	遠雄人壽保險事業股份有限公司 Farglory Life Insurance Company Limited	*	*	*	*	*	*	*

Table 1-1. 2000-2026 Cumulative IDA Membership: Global Top 100 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2000-2026 累計會員數 2000-2026 Cum. Membership	2000-2026 傑出業務獎 累計會員數 2000-2026 Cum. Outstanding Agent Award Members	2000-2026 傑出業務獎 累計會員數占比 2000-2026 Pct. of Cum. Outstanding Agent Award Members	2000-2026 優秀主管獎 累計會員數 2000-2026 Cum. Excellent Manager Award Members	2000-2026 優秀主管獎 累計會員數占比 2000-2026 Pct. of Cum. Excellent Manager Award Members	2000-2026 2屆(含)以上 累計會員數 2000-2026 Cum. Members (≥2 Award Years)	2000-2026 3屆(含)以上 累計會員數 2000-2026 Cum. Members (≥3 Award Years)
76	利安人寿保险股份有限公司 Lian Life Insurance Company Limited	*	*	*	*	*	*	*
77	東京海上人壽保險有限公司 Tokio Marine Life Insurance Malaysia Berhad	*	*	*	*	*	*	*
78	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*	*	*	*	*	*	*
78	New York Life Insurance Company	*	*	*	*	*	*	*
80	磐石保險經紀人股份有限公司 ROCK Insurance Brokers Company Limited	*	*	*	*	*	*	*
81	蘇黎世人壽保險有限公司 Zurich Life Insurance Malaysia Berhad	*	*	*	*	*	*	*
82	維林保險經紀人股份有限公司 Veilin Insurance Brokerage Company Limited	*	*	*	*	*	*	*
83	台名保險經紀人股份有限公司 Taiming Assurance Broker Company Limited	*	*	*	*	*	*	*
84	建信人寿保险股份有限公司 CCB Life Insurance Company Limited	*	*	*	*	*	*	*
85	豐騰理財 Harveston Financial Advisory Sdn Bhd	*	*	*	*	*	*	*
86	招商局仁和人寿保险股份有限公司 China Merchants Life Insurance Company Limited	*	*	*	*	*	*	*
87	富士達保險經紀人股份有限公司 FORESTAR Brokers Company Limited	*	*	*	*	*	*	*
88	富衛人壽保險(澳門)股份有限公司 FWD Life Insurance Company (Macau) Limited	*	*	*	*	*	*	*
89	永达理保险经纪有限公司 EVERPRO Insurance Brokers Co., Ltd.	*	*	*	*	*	*	*
90	农银人寿保险股份有限公司 ABC Life Insurance Co.,Ltd.	*	*	*	*	*	*	*
91	中银三星人寿保险有限公司 BOC SAMSUNG LIFE INSURANCE COMPANY LIMITED	*	*	*	*	*	*	*
92	华夏在线保险代理有限公司 HUA ONLINE INSURANCE AGENCY SERVICES CO.,LTD	*	*	*	*	*	*	*
93	前海人寿保险股份有限公司 QIAN HAI LIFE INSURANCE CO.,LTD	*	*	*	*	*	*	*
94	大童保险经纪有限公司 DATONG INSURANCE BROKERAGE COMPANY	*	*	*	*	*	*	*
95	明亚保险经纪股份有限公司 Mingya Insurance Brokers Co., Ltd.	*	*	*	*	*	*	*
96	华康保险代理有限公司 Huakang Insurance Agency Co., Ltd	*	*	*	*	*	*	*
97	国联人寿保险股份有限公司 Guolian Life Insurance Co.,Ltd	*	*	*	*	*	*	*
98	呈祥保險經紀人股份有限公司 Cheng Shiang Insurance Broker Company Limited	*	*	*	*	*	*	*
99	太陽保險經紀人股份有限公司 Tai-Yung Insurance Broker Company Limited	*	*	*	*	*	*	*
100	環球世達保險經紀人股份有限公司 Global Star Insurance Brokers Company Limited	*	*	*	*	*	*	*
100	华泰人寿保险股份有限公司 Huatai Life Insurance Co., Ltd.	*	*	*	*	*	*	*

表1-2. 2000~2026年國際龍獎IDA傑出業務獎累計會員數—全球前100金融保險機構排序統計

排序 Rank	公司名稱 Company	2000~2026 傑出業務獎 累計會員數 2000~2026 Cum. Outstanding Agent Award Members	2000~2026 傑出業務銅龍獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Bronze Dragon Members	2000~2026 傑出業務銀龍獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Silver Dragon Members	2000~2026 傑出業務金龍獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Golden Dragon Members	2000~2026 傑出業務白金獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Platinum Members
全球 Global		184,782	156,959	20,286	4,514	3,023
1	中国人寿保险股份有限公司 China Life Insurance Company Limited	29,180	19,671	6,300	1,917	1,292
2	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	22,386	20,245	1,652	278	211
3	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	13,171	12,306	725	88	52
4	宏利人壽保險(國際)有限公司 Manulife (International) Limited HK	8,921	7,541	1,044	169	167
5	太平人寿保险有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	7,574	6,270	1,041	169	94
6	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	6,874	6,029	662	128	55
7	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	6,322	5,859	421	33	9
8	保誠保險有限公司 Prudential Hong Kong Limited	6,229	4,553	1,069	344	263
9	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	5,150	4,698	392	39	21
10	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	4,098	3,796	259	27	16
11	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	4,047	3,291	555	135	66
12	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	3,805	3,061	578	110	56
13	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Company Limited	3,707	3,558	127	17	5
14	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	3,646	3,386	233	19	8
15	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	3,178	2,915	225	31	7
16	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	2,862	2,397	371	58	36
17	泰康人寿保险有限责任公司 TAIKANG LIFE INSURANCE Co., Ltd.	2,446	1,911	383	97	55
18	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	2,230	1,943	223	41	23
19	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	2,003	1,829	137	24	13
20	大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	1,984	1,878	81	13	12
21	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	1,875	1,577	235	24	39
22	阳光人寿保险股份有限公司 Sunshine Life Insurance Corporation Limited	1,689	1,517	152	15	5
23	保誠保險有限公司 Prudential Assurance Malaysia Berhad	1,629	1,557	65	5	2
24	豐隆保險公司 Hong Leong Assurance Berhad	1,621	1,451	115	21	34

2000~2026年國際龍獎IDA傑出業務獎累計會員數達18萬4,782，依獎項別分布：銅龍獎15萬6,959（占比84.94%）、銀龍獎2萬286（占比10.98%）、金龍獎4,514（占比2.44%）、白金獎3,023（占比1.64%）。當保險從業人員榮獲銀龍獎、金龍獎、白金獎等更高級別獎項，代表其具備更高的績效生產力，所以當金融保險機構能培育更多相對高級別獎項的IDA會員，將有助於為公司挹注持續且更高的績效產能與業務活力，奠定更好的發展基礎。

From 2000 to 2026, cumulative IDA Outstanding Agent Award membership reached 184,782, with the following distribution by award tier: Bronze Dragon Award, 156,959 (84.94%); Silver Dragon Award, 20,286 (10.98%); Golden Dragon Award, 4,514 (2.44%); and Platinum Award, 3,023 (1.64%). Insurance professionals who attain higher-tier awards such as Silver Dragon, Golden Dragon, and Platinum Award demonstrate greater performance productivity. When financial insurance institutions cultivate a larger pool of IDA members at these higher tiers, they deliver sustained, high-level performance productivity and business vitality, building a stronger foundation for long-term development.

Table 1-2. 2000–2026 Cumulative IDA Outstanding Agent Award Membership: Global Top 100 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2000~2026 傑出業務獎 累計會員數 2000–2026 Cum. Outstanding Agent Award Members	2000~2026 傑出業務銅龍獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Bronze Dragon Members	2000~2026 傑出業務銀龍獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Silver Dragon Members	2000~2026 傑出業務金龍獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Golden Dragon Members	2000~2026 傑出業務白金獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Platinum Members
25	瑞众人寿保险有限责任公司 Rui Life Insurance Co., LTD.	1,603	1,416	152	25	10
26	友邦保險(國際)有限公司 AIA International Limited HK	1,565	1,211	222	85	47
27	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	1,554	1,500	45	9	0
28	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	1,432	1,388	38	5	1
29	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	1,383	1,156	165	42	20
30	百年人寿保险股份有限公司 AEON LIFE INSURANCE COMPANY,LTD.	1,345	1,228	97	18	2
31	合众人寿保险股份有限公司 Unionlife Insurance Company,Ltd.	1,284	1,197	74	10	3
32	凱基人壽保險股份有限公司 KGI Life Insurance Company Limited	1,277	1,212	57	7	1
33	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	1,229	1,113	98	9	9
34	中意人寿保险有限公司 Generali China Life Insurance Co., Ltd.	1,052	949	86	10	7
35	中汇人寿保险股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	963	861	74	21	7
36	友邦保險(國際)有限公司 AIA International Limited MO	724	627	69	20	8
37	中荷人寿保险有限公司 BOB-Cardif Life Insurance Co., Ltd.	676	645	30	1	0
38	友邦保險 AIA Berhad Malaysia	621	574	41	4	2
39	安聯人壽保險有限公司 Allianz Life Insurance Malaysia Berhad	619	576	27	6	10
40	永旭保險經紀人股份有限公司 Yung Shiu Insurance Broker Company Limited	618	526	80	7	5
41	民生人寿保险股份有限公司 MINSHENG LIFE INSURANCE CO.,LTD	617	596	18	2	1
42	安联人寿保险有限公司 Allianz China Life Insurance Co., Ltd.	604	592	10	2	0
43	宏利人壽保險(國際)有限公司 Manulife (International) Limited MO	579	456	104	13	6
44	香港永明金融有限公司 Sun Life Hong Kong Limited	563	465	85	7	6
45	周大福人壽保險有限公司 Chow Tai Fook Life Insurance Company Limited	549	487	51	5	6
46	保誠保險(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	518	439	51	19	9
47	中英人寿保险有限公司 AVIVA-COFCO LIFE INSURANCE CO., LTD.	507	475	27	4	1
48	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	500	359	73	27	41
49	三商美邦人壽保險股份有限公司 Mercuries Life Insurance Company Limited	497	461	31	5	0
50	威盛保險經紀人股份有限公司 We-Think Insurance Broker Company Limited	484	443	34	5	2
51	北京人寿保险股份有限公司 Beijing Life Insurance Co.,Ltd.	463	366	83	10	4
52	全球人壽保險股份有限公司 TransGlobe Life Insurance Incorporation.	458	435	18	4	1
53	信泰人寿保险股份有限公司 Sinatay Life Insurance Co.,Ltd	411	363	39	6	3
54	陆家嘴国泰人寿保险有限责任公司 Cathay Lujiazui Life Insurance Company Limited	404	383	19	2	0

表1-2. 2000~2026年國際龍獎IDA傑出業務獎累計會員數—全球前100金融保險機構排序統計

排序 Rank	公司名稱 Company	2000~2026 傑出業務獎 累計會員數 2000~2026 Cum. Outstanding Agent Award Members	2000~2026 傑出業務銅龍獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Bronze Dragon Members	2000~2026 傑出業務銀龍獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Silver Dragon Members	2000~2026 傑出業務金龍獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Golden Dragon Members	2000~2026 傑出業務白金獎 累計會員數 2000~2026 Cum. Outstanding Agent Award - Platinum Members
55	同方全球人壽保險有限公司 Aegon THTF Life Insurance Co.,Ltd.	379	363	12	2	2
56	隽天保險經紀(上海)有限責任公司	368	333	27	3	5
57	南山人壽保險股份有限公司 Nan Shan Life Insurance Company Limited	357	331	24	1	1
58	光大永明人壽保險有限公司 Sun Life Everbright Life Insurance Co.,Ltd	327	283	31	11	2
59	英康保險有限公司 Income Insurance Limited	323	278	42	1	2
60	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Company Limited	318	265	40	12	1
61	保誠人壽保險股份有限公司 PCA Life Assurance Company Limited	277	263	12	1	1
62	復星保德信人壽保險有限公司 Pramerica Fosun Life Insurance Co., Ltd.	263	242	17	4	0
62	友邦人壽保險有限公司 AIA Life Insurance Co., Ltd.	263	245	17	1	0
64	友邦保險 AIA Singapore Private Limited	261	231	24	4	2
64	北大方正人壽保險有限公司 Founder Meiji Yasuda Life Insurance Co., Ltd.	261	232	24	3	2
66	大馬保險公司 AmMetLife Insurance Berhad	260	245	14	1	0
67	富易達保險經紀人股份有限公司 Fueda Insurance Broker Corporation Limited	241	198	32	10	1
68	幸福人壽保險股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	240	231	8	1	0
69	恒安標準人壽保險有限公司 Heng An Standard Life Insurance Company Limited	227	212	14	1	0
70	德華安顧人壽保險有限公司 ERGO China Life Insurance Co., Ltd.	224	206	14	3	1
71	工銀安盛人壽保險有限公司 ICBC-AXA ASSURANCE CO., LTD.	220	205	15	0	0
72	長城人壽保險股份有限公司 GREATWALL LIFE INSURANCE CO.,LTD.	205	195	8	0	2
本表僅對IDA業務獎會員數達200位(含)以上者，提供數據公告及分析 This table presents data and analysis only for institutions with ≥200 IDA Outstanding Agent Award members.						
73	星恒保險代理有限公司 Fostar Insurance Agency Co., Ltd.	*	*	*	*	*
74	利安人壽保險股份有限公司 Lian Life Insurance Company Limited	*	*	*	*	*
75	遠雄人壽保險事業股份有限公司 Farglory Life Insurance Company Limited	*	*	*	*	*
75	大同理財服務有限公司 General International Agency Limited	*	*	*	*	*
77	東京海上人壽保險有限公司 Tokio Marine Life Insurance Malaysia Berhad	*	*	*	*	*
78	东吴人壽保險股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*	*	*	*	*
79	New York Life Insurance Company	*	*	*	*	*
80	蘇黎世人壽保險有限公司 Zurich Life Insurance Malaysia Berhad	*	*	*	*	*
80	台名保險經紀人股份有限公司 Taiming Assurance Broker Company Limited	*	*	*	*	*
82	磐石保險經紀人股份有限公司 ROCK Insurance Brokers Company Limited	*	*	*	*	*
82	建信人壽保險股份有限公司 CCB Life Insurance Company Limited	*	*	*	*	*
84	招商局仁和人壽保險股份有限公司 China Merchants Life Insurance Company Limited	*	*	*	*	*

Table 1-2. 2000–2026 Cumulative IDA Outstanding Agent Award Membership: Global Top 100 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2000~2026 傑出業務獎 累計會員數 2000–2026 Cum. Outstanding Agent Award Members	2000~2026 傑出業務銅龍獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Bronze Dragon Members	2000~2026 傑出業務銀龍獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Silver Dragon Members	2000~2026 傑出業務金龍獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Golden Dragon Members	2000~2026 傑出業務白金獎 累計會員數 2000–2026 Cum. Outstanding Agent Award - Platinum Members
85	富士達保險經紀人股份有限公司 FORESTAR Brokers Company Limited	*	*	*	*	*
86	豐騰理財 Harveston Financial Advisory Sdn Bhd	*	*	*	*	*
86	維林保險經紀人股份有限公司 Veilin Insurance Brokerage Company Limited	*	*	*	*	*
88	富衛人壽保險(澳門)股份有限公司 FWD Life Insurance Company (Macau) Limited	*	*	*	*	*
89	农银人寿保险股份有限公司 ABC Life Insurance Co.,Ltd.	*	*	*	*	*
90	前海人寿保险股份有限公司 QIAN HAI LIFE INSURANCE CO.,LTD	*	*	*	*	*
91	永达理保险经纪有限公司 EVERPRO Insurance Brokers Co., Ltd.	*	*	*	*	*
91	中银三星人寿保险有限公司 BOC SAMSUNG LIFE INSURANCE COMPANY LIMITED	*	*	*	*	*
93	大童保险经纪有限公司 DATONG INSURANCE BROKERAGE COMPANY	*	*	*	*	*
94	华夏在线保险代理服务有限公司 HUA ONLINE INSURANCE AGENCY SERVICES CO.,LTD	*	*	*	*	*
95	明亚保险经纪股份有限公司 Mingya Insurance Brokers Co., Ltd.	*	*	*	*	*
96	华康保险代理有限公司 Huakang Insurance Agency Co., Ltd	*	*	*	*	*
97	国联人寿保险股份有限公司 Guolian Life Insurance Co.,Ltd	*	*	*	*	*
98	呈祥保險經紀人股份有限公司 Cheng Shiang Insurance Broker Company Limited	*	*	*	*	*
99	環球世達保險經紀人股份有限公司 Global Star Insurance Brokers Company Limited	*	*	*	*	*
99	华泰人寿保险股份有限公司 Huatai Life Insurance Co., Ltd.	*	*	*	*	*

表1-3. 2000~2026年國際龍獎IDA優秀主管獎累計會員數—全球前25金融保險機構排序統計
Table 1-3. 2000–2026 Cumulative IDA Excellent Manager Award Membership: Global Top 25 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2000~2026 優秀主管獎 累計會員數 2000–2026 Cum. Excellent Manager Award Members	2000~2026 優秀主管銅龍獎 累計會員數 2000–2026 Cum. Excellent Manager Award – Bronze Dragon Members	2000~2026 優秀主管銀龍獎 累計會員數 2000–2026 Cum. Excellent Manager Award – Silver Dragon Members	2000~2026 優秀主管金龍獎 累計會員數 2000–2026 Cum. Excellent Manager Award – Golden Dragon Members	2000~2026 優秀主管白金獎 累計會員數 2000–2026 Cum. Excellent Manager Award – Platinum Members
全球 Global		11,572	7,189	1,949	908	1,526
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited HK	1,234	728	206	97	203
2	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	936	509	162	87	178
3	中国人寿保险股份有限公司 China Life Insurance Company Limited	833	516	131	57	129
4	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	722	460	116	59	87
5	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Company Limited	714	448	151	82	33
6	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	620	383	112	28	97
7	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	509	306	107	45	51
8	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	353	214	62	19	58
9	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	346	175	69	35	67
10	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	332	209	54	36	33
11	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	299	185	52	41	21
12	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	281	190	51	15	25
13	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	273	146	37	14	76
14	太平人寿保险有限公司 TAIPIING LIFE INSURANCE COMPANY LIMITED	246	131	49	29	37
15	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	232	117	50	23	42
16	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	223	131	37	23	32
17	保誠保險有限公司 Prudential Hong Kong Limited	219	142	52	9	16
18	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	187	115	28	15	29
19	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	186	94	42	18	32
20	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	167	138	24	2	3
21	豐隆保險公司 Hong Leong Assurance Berhad	155	127	11	2	15
22	友邦保險(國際)有限公司 AIA International Limited HK	148	74	17	27	30
23	保誠保險有限公司 Prudential Assurance Malaysia Berhad	136	93	19	6	18
24	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	132	102	17	5	8
25	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	101	82	11	5	3

2000~2026年國際龍獎IDA優秀主管獎累計會員數達1萬1,572，依獎項別分布：銅龍獎7,189（占比62.12%）、銀龍獎1,949（占比16.84%）、金龍獎908（占比7.85%）、白金獎1,526（占比13.19%）。

IDA優秀主管獎以主管培養轄下的IDA會員數作為註冊申請條件，彰顯出該主管卓越的招募與輔導能力。當金融保險機構擁有相對多的IDA優秀主管獎會員，代表其擁有具卓越經營能力的業務團隊主管，組織發展根基穩固，具備相對優秀與穩健的業務動能與持續力。

From 2000 to 2026, cumulative IDA Excellent Manager Award membership reached 11,572, with the following distribution by award tier: Bronze Dragon Award, 7,189 (62.12%); Silver Dragon Award, 1,949 (16.84%); Golden Dragon Award, 908 (7.85%); and Platinum Award, 1,526 (13.19%).

The eligibility criterion for the IDA Excellent Manager Award is the number of IDA members a manager has cultivated within their team, a reflection of outstanding recruitment and coaching capabilities. A strong base of Excellent Manager Award members within a financial insurance institution indicates exceptional sales leadership, a solid organizational foundation, and robust, sustained business momentum.

二、2026年國際龍獎IDA當年度數據統計

2026 International Dragon Award (IDA) Annual Statistics

表2-1. 2026年國際龍獎IDA會員數－全球金融保險機構排序統計

Table 2-1. 2026 IDA Membership: Global Ranking of Financial Insurance Institutions

序 SN	排序 Rank	公司名稱 Company	2026會員數 2026 Total Membership	2026 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members	2026 傑出業務獎 會員數占比 2026 Pct. of Outstanding Agent Award Members	2026 優秀主管獎 會員數合計 2026 Total Excellent Manager Award Members	2026 優秀主管獎 會員數占比 2026 Pct. of Excellent Manager Award Members	2026 累計2屆(含)以 上會員數合計 2026 Total Members (≥2 Cum. Award Years)	2026 累計3屆(含)以 上會員數合計 2026 Total Members (≥3 Cum. Award Years)	2026當屆 終身會員 會員數 2026 Current Life Members	歷屆終身會員 累計會員數 Past Cum. Life Members
全球 Global			14,837	14,037	95%	800	5%	10,969	8,127	142	727
1	1	中国人寿保险股份有限公司 China Life Insurance Company Limited	2,640	2,582	98%	58	2%	2,041	1,616	31	140
2	2	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	1,660	1,608	97%	52	3%	1,263	997	15	40
3	3	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	1,377	1,272	92%	105	8%	850	470	2	6
4	4	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	1,081	985	91%	96	9%	744	359	1	15
5	5	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	1,061	1,046	99%	15	1%	766	484	1	5
6	6	宏利人壽保險(國際)有限公司 Manulife (International) Limited HK	573	507	88%	66	12%	465	372	7	45
7	7	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	445	426	96%	19	4%	355	285	2	2
8	8	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	438	426	97%	12	3%	374	318	17	83
9	9	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	364	335	92%	29	8%	283	230	6	11
10	10	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	349	347	99%	2	1%	235	156	3	16
11	11	百年人寿保险股份有限公司 AEON LIFE INSURANCE COMPANY,LTD.	319	313	98%	6	2%	184	105	0	1
12	11	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	319	279	87%	40	13%	191	118	0	6
13	13	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	273	252	92%	21	8%	240	223	7	15
14	14	保誠保險有限公司 Prudential Hong Kong Limited	262	251	96%	11	4%	160	118	0	19
15	15	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	254	215	85%	39	15%	230	226	6	13
16	16	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	226	200	89%	26	12%	193	157	0	0
17	17	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	221	183	83%	38	17%	192	157	3	22
18	18	太平人寿保险有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	187	181	97%	6	3%	162	145	7	37
19	19	大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	159	154	97%	5	3%	131	110	2	8

2026年國際龍獎IDA會員數達1萬4,837，其中傑出業務獎會員數合計1萬4,037（占比94.61%），優秀主管獎會員數合計800（占比5.39%）；累計2屆（含）以上會員數合計1萬969（占比73.93%），累計3屆（含）以上會員數合計8,127（占比54.78%）；2026年當屆終身會員142位，歷屆終身會員總累計727位（占比4.90%）。

2026年IDA會員數較2025年略為下降，主因是部分國家地區受市場經濟環境變動、政策要求與業務員結構轉型等因素影響，達標人數略為減少，但註冊率均高於2025年，而多數國家地區的IDA會員數仍維持穩健成長，印證IDA獎項持續獲得全球各地金融保險機構與保險從業人員的高度重視。

此外，IDA累計3屆（含）以上會員占整體會員逾5成，顯示IDA會員持續註冊趨勢成長；而優秀主管獎、3屆以上IDA會員數，以及當屆及歷屆IDA終身會員數等，依舊是評估金融保險機構績優業務發展的重要依據。

In 2026, IDA membership reached 14,837, comprising 14,037 Outstanding Agent Award members (94.61%) and 800 Excellent Manager Award members (5.39%). The total number of IDA members with two or more cumulative award years reached 10,969 (73.93%), while those with three or more cumulative award years stood at 8,127 (54.78%). There were 142 current Life Members in 2026, bringing the total cumulative number of Life Members to 727 (4.90%).

In 2026, IDA membership saw a slight decline compared to 2025. This was primarily attributable to the impact of shifting market conditions, policy adjustments, and agent force transformation in certain countries and regions, which led to a marginal decrease in the number of qualifiers. Nevertheless, registration rates in 2026 exceeded those of 2025 across the board, and IDA membership in most countries and regions maintained steady growth, reaffirming the sustained high regard for the IDA awards among financial insurance institutions and insurance professionals worldwide.

Furthermore, IDA members with three or more cumulative award years accounted for over half of total IDA membership, reflecting a sustained upward trend in membership registrations. The numbers of Excellent Manager Award recipients, IDA members with three or more award years, current and total cumulative Life Members remain key benchmarks for assessing the strong business performance of financial insurance institutions.

註：本報告之百分比及部分合計數值均依四捨五入方式呈現，因此加總結果可能與總計略有差異。
Note: Percentages and subtotals in this report are presented on a rounded basis; therefore, the sum of individual figures may not equal the total.

表2-1. 2026年國際龍獎IDA會員數－全球金融保險機構排序統計

序 SN	排序 Rank	公司名稱 Company	2026會員數 2026 Total Membership	2026 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members	2026 傑出業務獎 會員數占比 2026 Pct. of Outstanding Agent Award Members	2026 優秀主管獎 會員數合計 2026 Total Excellent Manager Award Members	2026 優秀主管獎 會員數占比 2026 Pct. of Excellent Manager Award Members	2026 累計2屆(含)以 上會員數合計 2026 Total Members (≥2 Cum. Award Years)	2026 累計3屆(含)以 上會員數合計 2026 Total Members (≥3 Cum. Award Years)	2026當屆 終身會員 會員數 2026 Current Life Members	歷屆終身會員 累計會員數 Past Cum. Life Members
20	20	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	157	135	86%	22	14%	116	92	2	14
21	21	Prudential Assurance Malaysia Berhad	133	123	92%	10	8%	114	103	1	14
22	22	保誠保險(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	130	121	93%	9	7%	73	41	0	1
23	23	中汇人寿保险股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	118	116	98%	2	2%	89	71	0	0
24	24	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	112	101	90%	11	10%	98	89	3	17
25	25	阳光人寿保险股份有限公司 Sunshine Life Insurance Corporation Limited	102	96	94%	6	6%	82	67	1	3
本表僅對IDA會員數達100位(含)以上者，提供數據公告及分析 This table presents data and analysis only for institutions with ≥100 cumulative IDA members.											
26	26	合众人寿保险股份有限公司 Unionlife Insurance Company,Ltd.	*	*	*	*	*	*	*	*	*
27	27	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
28	28	豐隆保險公司 Hong Leong Assurance Berhad	*	*	*	*	*	*	*	*	*
29	29	泰康人寿保险有限责任公司 TAIKANG LIFE INSURANCE Co., Ltd.	*	*	*	*	*	*	*	*	*
30	30	凱基人壽保險股份有限公司 KGI Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
31	31	瑞众人寿保险有限责任公司 Rui Life Insurance Co., LTD.	*	*	*	*	*	*	*	*	*
32	32	北京人寿保险股份有限公司 Beijing Life Insurance Co.,Ltd.	*	*	*	*	*	*	*	*	*
33	33	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
34	34	友邦保險 AIA Singapore Private Limited	*	*	*	*	*	*	*	*	*
35	35	友邦保險(國際)有限公司 AIA International Limited	HK	*	*	*	*	*	*	*	*
36	36	宏利人壽保險(國際)有限公司 Manulife (International) Limited	MO	*	*	*	*	*	*	*	*
37	37	德华安顾人寿保险有限公司 ERGO China Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
38	37	威盛保險經紀人股份有限公司 We-Think Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
39	39	中意人寿保险有限公司 Generali China Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
40	40	友邦保險 AIA Berhad Malaysia	*	*	*	*	*	*	*	*	*
41	41	恒安标准人寿保险有限公司 Heng An Standard Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
42	42	幸福人寿保险股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	*	*	*	*	*	*	*	*	*
43	43	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
44	44	民生人寿保险股份有限公司 MINSHENG LIFE INSURANCE CO.,LTD	*	*	*	*	*	*	*	*	*
45	45	光大永明人寿保险有限公司 Sun Life Everbright Life Insurance Co.,Ltd	*	*	*	*	*	*	*	*	*
46	46	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	*	*	*	*	*	*	*	*	*
47	46	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
48	48	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*	*	*	*	*	*	*	*	*
49	48	中国人寿年丰保险代理有限责任公司 China Life Prosperity Insurance Agency Co.Ltd.	*	*	*	*	*	*	*	*	*
50	50	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	*	*	*	*	*	*	*	*	*

Table 2-1. 2026 IDA Membership: Global Ranking of Financial Insurance Institutions

序 SN	排序 Rank	公司名稱 Company	2026會員數 2026 Total Membership	2026 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members	2026 傑出業務獎 會員數占比 2026 Pct. of Outstanding Agent Award Members	2026 優秀主管獎 會員數合計 2026 Total Excellent Manager Award Members	2026 優秀主管獎 會員數占比 2026 Pct. of Excellent Manager Award Members	2026 累計2屆(含)以 上會員數合計 2026 Total Members (≥2 Cum. Award Years)	2026 累計3屆(含)以 上會員數合計 2026 Total Members (≥3 Cum. Award Years)	2026當屆 終身會員 會員數 2026 Current Life Members	歷屆終身會員 累計會員數 Past Cum. Life Members
51	51	安聯人壽保險有限公司 Allianz China Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
52	51	保誠財務顧問私人有限公司 Prudential Financial Advisers Singapore Pte Ltd	*	*	*	*	*	*	*	*	*
53	53	中英人壽保險有限公司 AVIVA-COFCO LIFE INSURANCE CO.,LTD.	*	*	*	*	*	*	*	*	*
54	53	友邦人壽保險有限公司 AIA Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
55	55	富易達保險經紀人股份有限公司 Fueda Insurance Broker Corporation Limited	*	*	*	*	*	*	*	*	*
56	55	泛印人壽保險公司 PT Panin Dai-ichi Life	*	*	*	*	*	*	*	*	*
57	57	中荷人壽保險有限公司 BOB-Cardif Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
58	57	香港永明金融有限公司 Sun Life Hong Kong Limited	*	*	*	*	*	*	*	*	*
59	57	永旭保險經紀人股份有限公司 Yung Shiu Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
60	60	聯眾保險經紀人股份有限公司 Joint Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
61	61	复星保德信人壽保險有限公司 Pramerica Fosun Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
62	61	安聯人壽保險有限公司 Allianz Life Insurance Malaysia Berhad	*	*	*	*	*	*	*	*	*
63	63	利安人壽保險股份有限公司 Lian Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
64	63	建信人壽保險股份有限公司 CCB Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
65	63	南山人壽保險股份有限公司 Nan Shan Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
66	63	豐騰理財 Harveston Financial Advisory Sdn Bhd	*	*	*	*	*	*	*	*	*
67	63	工銀安盛人壽保險有限公司 ICBC-AXA ASSURANCE CO., LTD.	*	*	*	*	*	*	*	*	*
68	63	呈祥保險經紀人股份有限公司 Cheng Shiang Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
69	69	信安保險經紀人有限公司 Principal Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
70	70	友邦保險(國際)有限公司 AIA International Limited MO	*	*	*	*	*	*	*	*	*
71	71	富士達保險經紀人股份有限公司 FORESTAR Brokers Company Limited	*	*	*	*	*	*	*	*	*
72	71	理想保險經紀人事業發展股份有限公司	*	*	*	*	*	*	*	*	*
73	73	信泰人壽保險股份有限公司 Sinatay Life Insurance Co.,Ltd	*	*	*	*	*	*	*	*	*
74	73	长城人壽保險股份有限公司 GREATWALL LIFE INSURANCE CO.,LTD.	*	*	*	*	*	*	*	*	*
75	73	宏利財務顧問私人有限公司 Manulife Finacial Advisers Pte. Ltd.	*	*	*	*	*	*	*	*	*
76	73	英康保險有限公司 Income Insurance Limited	*	*	*	*	*	*	*	*	*
77	77	安聯人壽保險股份有限公司 Allianz Taiwan Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
78	77	陆家嘴国泰人壽保險有限公司 Cathay Lujiazui Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
79	77	智匯保險經紀人股份有限公司 Uniwill Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
80	80	全球人壽保險股份有限公司 TransGlobe Life Insurance Incorporation.	*	*	*	*	*	*	*	*	*
81	80	隆龍保險經紀人股份有限公司	*	*	*	*	*	*	*	*	*
82	80	友邦保險 AIA Group Limited	*	*	*	*	*	*	*	*	*
83	83	华康保險代理有限公司 Huakang Insurance Agency Co., Ltd	*	*	*	*	*	*	*	*	*
84	83	财信吉祥人壽保險股份有限公司 CHASING JIXIANG LIFE INSURANCE CO., LTD.	*	*	*	*	*	*	*	*	*
85	83	Phu Hung Life	*	*	*	*	*	*	*	*	*

表2-1. 2026年國際龍獎IDA會員數－全球金融保險機構排序統計

序 SN	排序 Rank	公司名稱 Company	2026會員數 2026 Total Membership	2026 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members	2026 傑出業務獎 會員數占比 2026 Pct. of Outstanding Agent Award Members	2026 優秀主管獎 會員數合計 2026 Total Excellent Manager Award Members	2026 優秀主管獎 會員數占比 2026 Pct. of Excellent Manager Award Members	2026 累計2屆(含)以 上會員數合計 2026 Total Members (≥2 Cum. Award Years)	2026 累計3屆(含)以 上會員數合計 2026 Total Members (≥3 Cum. Award Years)	2026當屆 終身會員 會員數 2026 Current Life Members	歷屆終身會員 累計會員數 Past Cum. Life Members
86	83	华泰人寿保险股份有限公司 Huatai Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
87	83	保誠人壽保險股份有限公司 PCA Life Assurance Company Limited	*	*	*	*	*	*	*	*	*
88	83	前海人寿保险股份有限公司 QIAN HAI LIFE INSURANCE CO.,LTD	*	*	*	*	*	*	*	*	*
89	89	周大福人壽保險有限公司 Chow Tai Fook Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
90	89	同方全球人寿保险有限公司 Aegon THTF Life Insurance Co.,Ltd.	*	*	*	*	*	*	*	*	*
91	89	农银人寿保险股份有限公司 ABC Life Insurance Co.,Ltd.	*	*	*	*	*	*	*	*	*
92	89	騰達保險經紀人股份有限公司 TENGDA Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
93	89	三商美邦人壽保險股份有限公司 Mercuries Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
94	89	大同理財服務有限公司 General International Agency Limited	*	*	*	*	*	*	*	*	*
95	89	匯豐保險私人有限公司 HSBC Life (Singapore) Pte.Ltd.	*	*	*	*	*	*	*	*	*
96	96	環球世達保險經紀人股份有限公司 Global Star Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
97	96	義騰保險經紀人股份有限公司 Eteng Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
98	96	宏利私人有限公司 Manulife (Singapore) Pte. Ltd.	*	*	*	*	*	*	*	*	*
99	96	Insurance Professional Link Limited	*	*	*	*	*	*	*	*	*
100	96	隽天保险经纪(上海)有限责任公司	*	*	*	*	*	*	*	*	*
101	96	萬通保險國際有限公司 YF Life Insurance International Limited	*	*	*	*	*	*	*	*	*
102	102	Solomon Hicks Financial Services, Inc.	*	*	*	*	*	*	*	*	*
103	102	富衛人壽保險(澳門)股份有限公司 FWD Life Insurance Company (Macau) Limited	*	*	*	*	*	*	*	*	*
104	102	保誠保險有限公司(澳門分行) Prudential Hong Kong Limited (Macau Branch)	*	*	*	*	*	*	*	*	*
105	102	华夏在线保险代理有限公司 HUA ONLINE INSURANCE AGENCY SERVICES CO.,LTD	*	*	*	*	*	*	*	*	*
106	102	星匯財富私人有限公司 SG Alliance Pte Ltd	*	*	*	*	*	*	*	*	*
107	102	正遠保險經紀人股份有限公司 RIGHT INSURANCE BROKER Company Limited	*	*	*	*	*	*	*	*	*
108	102	Legacy FA Pte. Ltd.	*	*	*	*	*	*	*	*	*
109	102	国联人寿保险股份有限公司 Guolian Life Insurance Co.,Ltd	*	*	*	*	*	*	*	*	*
110	102	華瀚保險經紀人股份有限公司 Hua Han Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
111	102	諾億保險經紀人股份有限公司 Lloyd's Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
112	102	安達人壽保險有限公司 Chubb Life Insurance Hong Kong Limited	*	*	*	*	*	*	*	*	*
113	113	Tokio Marine Life Insurance Malaysia Berhad	*	*	*	*	*	*	*	*	*
114	113	Zurich Life Insurance Malaysia Berhad	*	*	*	*	*	*	*	*	*
115	113	太陽保險經紀人股份有限公司 Tai-Yung Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
116	113	北大方正人壽保險有限公司 Founder Meiji Yasuda Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
117	113	易安網保險經紀人股份有限公司 Einsure Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
118	113	遠見保險經紀人股份有限公司 Vision Insurance Broker Limited	*	*	*	*	*	*	*	*	*
119	113	看見保險經紀人股份有限公司 BEYOND Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*

Table 2-1. 2026 IDA Membership: Global Ranking of Financial Insurance Institutions

序 SN	排序 Rank	公司名稱 Company	2026會員數 2026 Total Membership	2026 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members	2026 傑出業務獎 會員數占比 2026 Pct. of Outstanding Agent Award Members	2026 優秀主管獎 會員數合計 2026 Total Excellent Manager Award Members	2026 優秀主管獎 會員數占比 2026 Pct. of Excellent Manager Award Members	2026 累計2屆(含)以 上會員數合計 2026 Total Members (≥2 Cum. Award Years)	2026 累計3屆(含)以 上會員數合計 2026 Total Members (≥3 Cum. Award Years)	2026當屆 終身會員 會員數 2026 Current Life Members	歷屆終身會員 累計會員數 Past Cum. Life Members
120	113	Insurance Success Limited	*	*	*	*	*	*	*	*	*
121	113	Leelee & Gower Insurance Partners Limited	*	*	*	*	*	*	*	*	*
122	113	山东德邦保险代理有限公司	*	*	*	*	*	*	*	*	*
123	113	中银三星人寿保险有限公司 BOC SAMSUNG LIFE INSURANCE COMPANY LIMITED	*	*	*	*	*	*	*	*	*
124	113	瑞泰人寿保险有限公司 Old Mutual-CHN Energy Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
125	113	友邦保險 AIA Company Limited	*	*	*	*	*	*	*	*	*
126	113	山东国峰保险销售有限公司	*	*	*	*	*	*	*	*	*
127	128	銳崙保險經紀人股份有限公司 LAW Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
128	128	壹心保险代理(浙江)有限公司	*	*	*	*	*	*	*	*	*
129	128	合翔保险经纪有限公司 HEXIANG INSURANCE BROKERS	*	*	*	*	*	*	*	*	*
130	128	Wellspring Consulting	*	*	*	*	*	*	*	*	*
131	128	永达理保险经纪有限公司 EVERPRO Insurance Brokers Co., Ltd.	*	*	*	*	*	*	*	*	*
132	128	大馬保險公司 AmMetLife Insurance Berhad	*	*	*	*	*	*	*	*	*
133	128	Goodwill World	*	*	*	*	*	*	*	*	*
134	128	Wisdom Management Limited	*	*	*	*	*	*	*	*	*
135	128	Lami Financial Services Limited	*	*	*	*	*	*	*	*	*
136	128	黎明保险经纪有限公司 Liming Insurance Brokers Co.,Ltd.	*	*	*	*	*	*	*	*	*
137	128	Roc Finance Ltd.	*	*	*	*	*	*	*	*	*
138	128	大家人寿保险股份有限公司 Dajia Life Insurance Co. Ltd.	*	*	*	*	*	*	*	*	*
139	128	高成保險經紀人股份有限公司 High Success Insurance Broker Co., Ltd.	*	*	*	*	*	*	*	*	*
140	128	明亚保险经纪股份有限公司 Mingya Insurance Brokers Co., Ltd.	*	*	*	*	*	*	*	*	*
141	128	Maxicare Financial Services Limited	*	*	*	*	*	*	*	*	*
142	128	AIA Thrive Limited	*	*	*	*	*	*	*	*	*
143	128	和泰保險經紀人股份有限公司 Ho Tai Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
144	128	GENERALI LIFE INSURANCE MALAYSIA BERHAD	*	*	*	*	*	*	*	*	*
145	128	台名保險經紀人股份有限公司 Taiming Assurance Broker Company Limited	*	*	*	*	*	*	*	*	*
146	128	鉅富保險經紀人股份有限公司 Wealth Full Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
147	128	晨陽保險經紀人股份有限公司	*	*	*	*	*	*	*	*	*
148	128	精聯保險經紀人股份有限公司 Genius Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
149	128	遠雄人壽保險事業股份有限公司 Farglory Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
150	128	四川宝瑞保险销售有限公司	*	*	*	*	*	*	*	*	*
151	128	祥富保險經紀人股份有限公司 SHIANG FU Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
152	128	磐石保險經紀人股份有限公司 ROCK Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
153	128	Singapore Life Ltd.	*	*	*	*	*	*	*	*	*
154	128	山东圣安保险销售服务股份有限公司 Shandong Holypeace Insurance Service Company Limited	*	*	*	*	*	*	*	*	*
155	128	China Life Insurance (Singapore) Pte. Ltd.	*	*	*	*	*	*	*	*	*

表2-2. 2026年國際龍獎IDA會員數—全球前50金融保險機構與2025年排序變化統計

排序 Rank	公司名稱 Company	2026會員數 2026 Total Membership	2026排序 2026 Rankings ①	2025排序 2025 Rankings ②	增減排序 Rank Change (② - ①)
全球 Global		14,837	—	—	—
1	中国人寿保险股份有限公司 China Life Insurance Company Limited	2,640	1	1	—
2	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	1,660	2	2	—
3	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	1,377	3	4	↑ 1
4	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	1,081	4	5	↑ 1
5	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	1,061	5	3	↓ 2
6	宏利人壽保險(國際)有限公司 Manulife (International) Limited HK	573	6	8	↑ 2
7	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	445	7	7	—
8	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	438	8	6	↓ 2
9	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	364	9	12	↑ 3
10	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	349	10	10	—
11	百年人寿保险股份有限公司 AEON LIFE INSURANCE COMPANY,LTD.	319	11	13	↑ 2
11	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	319	11	20	↑ 9
13	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	273	13	14	↑ 1
14	保誠保險有限公司 Prudential Hong Kong Limited	262	14	30	↑ 16
15	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	254	15	15	—
16	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	226	16	9	↓ 7
17	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	221	17	17	—
18	太平人寿保险有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	187	18	11	↓ 7
19	大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	159	19	21	↑ 2
20	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	157	20	16	↓ 4
21	保誠保險有限公司 Prudential Assurance Malaysia Berhad	133	21	23	↑ 2
22	保誠保險(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	130	22	24	↑ 2
23	中汇人寿保险股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	118	23	19	↓ 4
24	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	112	24	18	↓ 6
25	阳光人寿保险股份有限公司 Sunshine Life Insurance Corporation Limited	102	25	16	↓ 9
本表金融保險機構之2026年會員數僅露出達100位(含)以上者 This table presents data only for financial insurance institutions with ≥100 IDA members in 2026.					
26	合众人寿保险股份有限公司 Unionlife Insurance Company,Ltd.	*	26	25	↓ 1
27	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	*	27	29	↑ 2

Table 2-2. 2026 IDA Membership: Global Top 50 Financial Insurance Institutions, with Ranking Changes from 2025

排序 Rank	公司名稱 Company	2026會員數 2026 Total Membership	2026排序 2026 Rankings ①	2025排序 2025 Rankings ②	增減排序 Rank Change (② – ①)
28	豐隆保險公司 Hong Leong Assurance Berhad	*	28	26	↓ 2
29	泰康人壽保險有限公司 TAIKANG LIFE INSURANCE Co., Ltd.	*	29	22	↓ 7
30	凱基人壽保險股份有限公司 KGI Life Insurance Company Limited	*	30	34	↑ 4
31	瑞众人壽保險有限公司 Rui Life Insurance Co., LTD.	*	31	31	——
32	北京人壽保險股份有限公司 Beijing Life Insurance Co.,Ltd.	*	32	28	↓ 4
33	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	*	33	46	↑ 13
34	友邦保險 AIA Singapore Private Limited	*	34	37	↑ 3
35	友邦保險(國際)有限公司 AIA International Limited	HK *	35	39	↑ 4
36	宏利人壽保險(國際)有限公司 Manulife (International) Limited	MO *	36	43	↑ 7
37	德华安顾人寿保险有限公司 ERGO China Life Insurance Co., Ltd.	*	37	45	↑ 8
37	威盛保險經紀人股份有限公司 We-Think Insurance Broker Company Limited	*	37	36	↓ 1
39	中意人寿保险有限公司 Generali China Life Insurance Co., Ltd.	*	39	32	↓ 7
40	友邦保險 AIA Berhad Malaysia	*	40	44	↑ 4
41	恒安标准人寿保险有限公司 Heng An Standard Life Insurance Company Limited	*	41	62	↑ 21
42	幸福人寿保险股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	*	42	33	↓ 9
43	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Company Limited	*	43	42	↓ 1
44	民生人寿保险股份有限公司 MINSHENG LIFE INSURANCE CO.,LTD	*	44	38	↓ 6
45	光大永明人寿保险有限公司 Sun Life Everbright Life Insurance Co.,Ltd	*	45	58	↑ 13
46	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	*	46	41	↓ 5
46	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Company Limited	*	46	50	↑ 4
48	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*	48	54	↑ 6
48	中国人寿年丰保险代理有限公司 China Life Prosperity Insurance Agency Co.Ltd.	*	48	63	↑ 15
50	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	*	50	35	↓ 15

表2-3 2026年國際龍獎IDA會員數—相較2025年增長之全球金融保險機構

Table 2-3. 2026 IDA Membership: Global Financial Insurance Institutions with Growth from 2025

依增長會員數排序
Ranked by Membership Growth

序 SN	排序 Rank	公司名稱 Company	增長會員數 Membership Growth
1	1	保誠保險有限公司 Prudential Hong Kong Limited	157
2	2	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	139
3	3	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	54
4	4	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	41
5	5	百年人寿保险股份有限公司 AEON LIFE INSURANCE COMPANY,LTD.	37
6	6	宏利人壽保險(國際)有限公司 Manulife (International) Limited HK	32
7	7	恒安标准人寿保险有限公司 Heng An Standard Life Insurance Company Limited	24
8	8	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	21
9	9	保誠財務顧問私人有限公司 Prudential Financial Advisers Singapore Pte Ltd	20
10	10	中国人寿年丰保险代理有限公司 China Life Prosperity Insurance Agency Co.Ltd.	15
11	11	光大永明人寿保险有限公司 Sun Life Everbright Life Insurance Co.,Ltd	14
12	12	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	12
本表僅對IDA會員增長數達10位(含)以上者，提供數據公告 This table presents data only for institutions with IDA membership growth of 10 or more.			
13	13	凱基人壽保險股份有限公司 KGI Life Insurance Company Limited	*
14	14	泛印人壽保險公司 PT Panin Dai-ichi Life	*
15	14	信安保險經紀人有限公司 Principal Insurance Broker Company Limited	*
16	16	理想保險經紀人事業發展股份有限公司	*
17	17	前海人寿保险股份有限公司 QIAN HAI LIFE INSURANCE CO.,LTD	*
18	18	宏利人壽保險(國際)有限公司 Manulife (International) Limited MO	*
19	18	德华安顾人寿保险有限公司 ERGO China Life Insurance Co., Ltd.	*
20	18	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*
21	18	安聯人壽保險有限公司 Allianz Life Insurance Malaysia Berhad	*
22	22	呈祥保險經紀人股份有限公司 Cheng Shiang Insurance Broker Company Limited	*
23	22	三商美邦人壽保險股份有限公司 Mercuries Life Insurance Company Limited	*
24	24	英康保險有限公司 Income Insurance Limited	*
25	24	保誠保險有限公司(澳門分行) Prudential Hong Kong Limited (Macau Branch)	*
26	24	安達人壽保險有限公司 Chubb Life Insurance Hong Kong Limited	*
27	27	友邦保險(國際)有限公司 AIA International Limited HK	*
28	27	南山人壽保險股份有限公司 Nan Shan Life Insurance Company Limited	*
29	27	智匯保險經紀人股份有限公司 Uniwill Insurance Broker Company Limited	*
30	27	友邦保險 AIA Group Limited	*
31	27	義騰保險經紀人股份有限公司 Eteng Insurance Broker Company Limited	*
32	27	Solomon Hicks Financial Services, Inc.	*
33	27	山东德邦保险代理有限公司	*
34	27	易安網保險經紀人股份有限公司 Einsure Insurance Broker Company Limited	*
35	27	瑞泰人寿保险有限公司 Old Mutual-CHN Energy Life Insurance Company Limited	*

在全球部分國家地區受經濟情勢等行業變動影響、整體IDA會員數微幅下降的同時，仍有相當數量的金融保險機構在會員人數表現逆勢成長，顯示追求IDA榮譽的動能持續且擴大。會員數的成長，代表著金融保險機構在業務經營、人才培育、榮譽追求等面向應必然有更多投入，才能展現出強大的經營韌性。

Despite a slight decline in IDA membership in certain markets due to shifting economic and industry conditions, a considerable number of financial insurance institutions achieved membership growth against this broader trend, demonstrating that the momentum to pursue IDA honors remains strong and continues to expand. Such growth reflects the greater commitment these institutions have made to business operations, talent cultivation, and the pursuit of professional excellence, thereby showcasing strong organizational resilience.

表2-4. 2026年國際龍獎IDA傑出業務獎會員數—全球前50金融保險機構排序統計

Table 2-4. 2026 IDA Outstanding Agent Award Membership: Global Top 50 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2026 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members	2026 傑出業務銅龍獎 會員數合計 2026 Total Outstanding Agent Award - Bronze Dragon Members	2026 傑出業務銀龍獎 會員數合計 2026 Total Outstanding Agent Award - Silver Dragon Members	2026 傑出業務金龍獎 會員數合計 2026 Total Outstanding Agent Award - Golden Dragon Members	2026 傑出業務白金獎 會員數合計 2026 Total Outstanding Agent Award - Platinum Members	2026 累計3屆(含)以上 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members (≥3 Cum. Award Years)	2026 連續3屆(含)以上 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members (≥3 Cons. Award Years)	2024-2026 連續3屆 傑出業務獎 會員數合計 2024-2026 Total Outstanding Agent Award Members (≥3 Cons. Award Years)	2024-2026 連續3屆 傑出業務獎 會員數占比 2024-2026 Pct. of Outstanding Agent Award Members (≥3 Cons. Award Years)
全球 Global		14,037	11,554	1,887	364	232	7,506	5,646	2,071	15%
1	中国人寿保险股份有限公司 China Life Insurance Company Limited	2,582	1,715	636	142	89	1,563	1,240	359	14%
2	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	1,608	1,517	85	4	2	946	777	424	26%
3	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	1,272	1,169	97	5	1	438	297	169	13%
4	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	1,046	990	47	6	3	471	386	129	12%
5	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	985	680	230	49	26	295	131	92	9%
6	宏利人壽保險(國際)有限公司 Manulife (International) Limited	507	393	82	10	22	310	177	41	8%
7	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	426	349	55	12	10	308	258	45	11%
7	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	426	413	11	1	1	267	246	112	26%
9	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	347	255	66	18	8	154	121	37	11%
10	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	335	309	23	2	1	205	128	39	12%
11	百年人寿保险股份有限公司 AEON LIFE INSURANCE COMPANY,LTD.	313	279	24	8	2	101	80	45	14%
12	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	279	232	41	5	1	99	64	32	11%
13	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	252	230	16	4	2	202	152	31	12%
14	保誠保險有限公司 Prudential Hong Kong Limited	251	169	49	26	7	108	34	26	10%
15	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	215	152	52	9	2	187	120	29	13%
16	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	200	192	8	0	0	133	113	41	21%
17	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	183	151	23	5	4	121	96	19	10%
18	太平人寿保险有限公司 TAIPIING LIFE INSURANCE COMPANY LIMITED	181	163	14	2	2	139	104	7	4%
19	大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	154	147	4	2	1	105	89	24	16%
20	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	135	85	34	7	9	72	53	22	16%
21	保誠保險有限公司 Prudential Assurance Malaysia Berhad	123	119	4	0	0	93	66	28	23%

2026年全球國際龍獎IDA傑出業務獎會員數為1萬4,037，其中銅龍獎會員數1萬1,554（占比82.31%）、銀龍獎會員數1,887（占比13.44%）、金龍獎會員數364（占比2.59%）、白金獎會員數232（占比1.65%）；累計3屆（含）以上IDA傑出業務獎會員數7,506，連續3屆（含）以上傑出業務獎會員數5,646，其中2024~2026連續3屆達標者2,071（占比14.75%）。

值得關注的是，2026年累計3屆（含）以上傑出業務獎會員占整體傑出業務獎比例達53.47%，較2025年的43.26%顯著提升，換言之，每2位IDA傑出業務獎會員中就有1位為累計3屆（含）以上之會員，顯示長期且持續追求榮譽的價值與意義，深受世界金融保險從業人員的重視與肯定。

而相較於累計達標，連續3屆（含）以上的IDA會員更能體現績效的穩定性與真實性，尤其是2024~2026連續3屆達標者2,071位（占比14.75%），正是後疫情時代市場經濟環境逐步回穩後的績優業務呈現，極具經營參考價值。

In 2026, global IDA Outstanding Agent Award membership totaled 14,037, comprising 11,554 Bronze Dragon Award members (82.31%); 1,887 Silver Dragon Award members (13.44%); 364 Golden Dragon Award members (2.59%); and 232 Platinum Award members (1.65%). The total number of Outstanding Agent Award members with three or more cumulative award years reached 7,506, while those with three or more consecutive award years stood at 5,646—of whom 2,071 (14.75%) achieved the award in three consecutive years from 2024 to 2026.

Notably, members with three or more cumulative award years accounted for 53.47% of total Outstanding Agent Award membership in 2026, a significant increase from 43.26% in 2025. In other words, one in every two IDA Outstanding Agent Award members had received the award for three or more cumulative years, underscoring the enduring value and significance of sustained pursuit of excellence and the high regard it commands among insurance financial professionals worldwide.

By contrast, IDA members who achieved the award in three or more consecutive years better reflect the stability and authenticity of sustained performance. The 2,071 members (14.75%) who achieved the award in three consecutive years from 2024 to 2026 are particularly noteworthy, representing strong business performance as market conditions gradually stabilized in the post-pandemic era and offering significant reference value for business operations.

表2-4. 2026年國際龍獎IDA傑出業務獎會員數－全球前50金融保險機構排序統計

Table 2-4. 2026 IDA Outstanding Agent Award Membership: Global Top 50 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2026 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members	2026 傑出業務銅龍獎 會員數合計 2026 Total Outstanding Agent Award - Bronze Dragon Members	2026 傑出業務銀龍獎 會員數合計 2026 Total Outstanding Agent Award - Silver Dragon Members	2026 傑出業務金龍獎 會員數合計 2026 Total Outstanding Agent Award - Golden Dragon Members	2026 傑出業務白金獎 會員數合計 2026 Total Outstanding Agent Award - Platinum Members	2026 累計3屆(含)以上 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members (≥3 Cum. Award Years)	2026 連續3屆(含)以上 傑出業務獎 會員數合計 2026 Total Outstanding Agent Award Members (≥3 Cons. Award Years)	2024-2026 連續3屆 傑出業務獎 會員數合計 2024-2026 Total Outstanding Agent Award Members (≥3 Cons. Award Years)	2024-2026 連續3屆 傑出業務獎 會員數占比 2024-2026 Pct. of Outstanding Agent Award Members (≥3 Cons. Award Years)
22	保誠保險(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	121	101	12	4	4	37	32	30	25%
23	中汇人寿保险股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	116	89	22	2	3	69	60	24	21%
24	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	101	89	8	1	3	78	69	13	13%
本表僅對IDA業務獎會員數達100位(含)以上者，提供數據公告及分析 This table presents data and analysis only for institutions with ≥100 IDA Outstanding Agent Award members.										
25	阳光人寿保险股份有限公司 Sunshine Life Insurance Corporation Limited	*	*	*	*	*	*	*	*	*
25	合众人寿保险股份有限公司 Unionlife Insurance Company,Ltd.	*	*	*	*	*	*	*	*	*
27	豐隆保險公司 Hong Leong Assurance Berhad	*	*	*	*	*	*	*	*	*
28	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
29	泰康人寿保险有限责任公司 TAIKANG LIFE INSURANCE Co., Ltd.	*	*	*	*	*	*	*	*	*
30	瑞众人寿保险有限责任公司 Rui Life Insurance Co., LTD.	*	*	*	*	*	*	*	*	*
31	凱基人壽保險股份有限公司 KGI Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
32	北京人寿保险股份有限公司 Beijing Life Insurance Co.,Ltd.	*	*	*	*	*	*	*	*	*
33	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
34	友邦保險 AIA Singapore Private Limited	*	*	*	*	*	*	*	*	*
35	友邦保險(國際)有限公司 AIA International Limited	HK	*	*	*	*	*	*	*	*
36	德华安顾人寿保险有限公司 ERGO China Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
37	威盛保險經紀人股份有限公司 We-Think Insurance Broker Company Limited	*	*	*	*	*	*	*	*	*
37	宏利人壽保險(國際)有限公司 Manulife (International) Limited	MO	*	*	*	*	*	*	*	*
39	中意人寿保险有限公司 Generali China Life Insurance Co., Ltd.	*	*	*	*	*	*	*	*	*
40	友邦保險 AIA Berhad Malaysia	*	*	*	*	*	*	*	*	*
41	恒安标准人寿保险有限公司 Heng An Standard Life Insurance Company Limited	*	*	*	*	*	*	*	*	*
42	幸福人寿保险股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	*	*	*	*	*	*	*	*	*
43	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
43	民生人寿保险股份有限公司 MINSHENG LIFE INSURANCE CO.,LTD	*	*	*	*	*	*	*	*	*
45	光大永明人寿保险有限公司 Sun Life Everbright Life Insurance Co.,Ltd	*	*	*	*	*	*	*	*	*
46	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	*	*	*	*	*	*	*	*	*
47	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	*	*	*	*	*	*	*	*	*
48	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Company Limited	*	*	*	*	*	*	*	*	*
49	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	*	*	*	*	*	*	*	*	*
49	中国人寿年丰保险代理有限公司 China Life Prosperity Insurance Agency Co.Ltd.	*	*	*	*	*	*	*	*	*

表2-5. 2026年國際龍獎IDA優秀主管獎會員數－全球前20金融保險機構排序統計

Table 2-5. 2026 IDA Excellent Manager Award Membership: Global Top 20 Financial Insurance Institutions

排序 Rank	公司名稱 Company	2026 優秀主管獎 會員數合計 2026 Total Excellent Manager Award Members	2026 優秀主管獎 會員數占比 2026 Pct. of Excellent Manager Award Members	2026 優秀主管銅龍獎 會員數合計 2026 Total Excellent Manager Award – Bronze Dragon Members	2026 優秀主管銀龍獎 會員數合計 2026 Total Excellent Manager Award – Silver Dragon Members	2026 優秀主管金龍獎 會員數合計 2026 Total Excellent Manager Award – Golden Dragon Members	2026 優秀主管白金獎 會員數合計 2026 Total Excellent Manager Award – Platinum Members
全球 Global		800	5%	502	136	61	101
1	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	105	8%	62	21	13	9
2	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	96	9%	63	17	4	12
3	宏利人壽保險(國際)有限公司 Manulife (International) Limited	66	12%	32	14	8	12
4	中国人寿保险股份有限公司 China Life Insurance Company Limited	58	2%	35	12	4	7
5	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	52	3%	34	7	6	5
6	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	40	13%	26	7	3	4
7	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	39	15%	21	11	3	4
8	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	38	17%	26	5	4	3
9	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	29	8%	22	6	0	1
10	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	26	12%	12	6	3	5
11	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	22	14%	12	0	3	7
12	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	21	8%	14	3	3	1
13	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	19	4%	9	5	1	4
14	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	15	1%	10	1	0	4
本表僅對IDA主管獎會員數達15位(含)以上者，提供數據公告及分析 This table presents data and analysis only for institutions with ≥15 IDA Excellent Manager Award members.							
15	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	*	*	*	*	*	*
16	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	*	*	*	*	*	*
17	保誠保險有限公司 Prudential Hong Kong Limited	*	*	*	*	*	*
17	中信保誠人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	*	*	*	*	*	*
19	保誠保險有限公司 Prudential Assurance Malaysia Berhad	*	*	*	*	*	*
20	保誠保險(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	*	*	*	*	*	*

2026年全球國際龍獎IDA優秀主管獎會員數為800，其中銅龍獎會員數502（占比62.75%）、銀龍獎會員數136（占比17%）、金龍獎會員數61（占比7.63%）、白金獎會員數101（占比12.63%）。2026年優秀主管獎會員數占比較2025年更高，呈現在經營環境變動挑戰下，主管對榮譽品牌的追求更加重視，對於團隊經營運作及發展等影響力持續擴大。

In 2026, global IDA Excellent Manager Award membership totaled 800, comprising 502 Bronze Dragon Award members (62.75%); 136 Silver Dragon Award members (17%); 61 Golden Dragon Award members (7.63%); and 101 Platinum Award members (12.63%). The proportion of Excellent Manager Award members in 2026 was higher than that of 2025, reflecting that amid a shifting business environment, managers have placed even greater emphasis on pursuing honor and brand reputation, with their influence on team management and development continuing to expand.

表2-6. 2026年全球國際龍獎IDA傑出業務獎會員各獎項產能數據與2025年差異統計

※為維持數據分析代表性，此分析已排除離群值(Outlier)

年份 Year	人均件數 Cases Per Person					人均FYC (美元)		
	傑出業務獎會員 Outstanding Agent Award Member	傑出業務獎銅龍獎會員 Outstanding Agent Award – Bronze Dragon Member	傑出業務獎銀龍獎會員 Outstanding Agent Award – Silver Dragon Member	傑出業務獎金龍獎會員 Outstanding Agent Award – Golden Dragon Member	傑出業務獎白金獎會員 Outstanding Agent Award – Platinum Member	傑出業務獎會員 Outstanding Agent Award Member	傑出業務獎銅龍獎會員 Outstanding Agent Award – Bronze Dragon Member	
2026	59	57	67	75	82	66,232	45,507	
2025	61	58	70	79	76	61,454	43,606	
增減數據 Change	-2	-1	-3	-4	6	4,778	1,901	
增減幅度 Pct. Change	-3.3%	-1.7%	-4.3%	-5.1%	+7.9%	+7.8%	+4.4%	

國際龍獎IDA以36件與FYC作為兩大註冊標準，透過人均件數、人均FYC、件均FYC等數據相較，反映出IDA會員在生產性、專業性與可持續發展性上的核心表現。2026年與2025年全球IDA數據相較，各級別人均FYC、件均FYC均呈現成長態勢，人均件數則除白金獎外微幅下降。件數為IDA註冊的核心指標之一，此一「件數微降、FYC提升」的現象在各級別獎項中同步出現，是本年度產能數據的結構性特徵，而此與各國家地區的經濟環境、政策引導，以及金融保險機構商品策略等有著高度相關性。

表2-7. 2026年全球國際龍獎IDA傑出業務獎《累計3屆以上會員》及《終身會員》產能數據與一般會員暨與2025年差異統計

※為維持數據分析代表性，此分析已排除離群值(Outlier)

年份 Year	人均件數 Cases Per Person					人均FYC (美元)		
	傑出業務獎人均件數 Cases Per Outstanding Agent Award Member ①	累計3屆(含)以上傑出業務獎人均件數 Cases Per Outstanding Agent Award Member (≥3 Cum. Award Years) ②	累計3屆(含)以上傑出業務獎人均件數增加幅度 Percentage Increase in Cases Per Outstanding Agent Award Member (≥3 Cum. Award Years) [(2-①) / ①]	終身會員傑出業務獎人均件數 Cases Per Outstanding Agent Award Life Member ③	終身會員傑出業務獎人均件數增加幅度 Percentage Increase in Cases Per Outstanding Agent Award Life Member [(3-①) / ①]	傑出業務獎人均FYC FYC Per Outstanding Agent Award Member ④	累計3屆(含)以上傑出業務獎人均FYC FYC Per Outstanding Agent Award Member (≥3 Cum. Award Years) ⑤	
2026	59	62	5.1%	66	11.9%	66,232	73,205	
2025	61	65	6.6%	74	21.3%	61,454	72,335	
增減數據 Change	-2	-3	—	-8	—	4,778	870	
增減幅度 Pct. Change	-3.3%	-4.6%	-1.5%	-10.8%	-9.4%	+7.8%	+1.2%	

透過累計3屆（含）以上、終身會員與一般會員的產能比較，可觀察長期追求IDA榮譽展現出的生產力。2026年累計3屆（含）以上傑出業務獎會員人均件數62、人均FYC美金73,205、件均FYC美金1,183，分別較一般會員（59／美金66,232／美金1,117）高出5.1%、10.5%、5.9%，代表3屆以上IDA會員年資者能帶來穩定的績效成長，也因為3年累積的客戶數，奠定了加保及轉介紹等基礎。而IDA終身會員的績效產能成長更是顯著，在人均件數66、人均FYC美金125,117、件均FYC美金1,898，分別高出一般會員11.9%、88.9%、69.9%，顯示出長期追求且成為IDA終身會員者，具備更高的生產力，協助其專業度與永續經營，朝著更高境界邁進，在客戶面前的品牌信任度，抑或是在高資產客戶的開發上更具優勢，其績效更是所屬團隊及保險公司的重要骨幹及支撐力量。

Table 2-6. 2026 Global IDA Outstanding Agent Award Productivity Data by Award Tier, with Changes from 2025

※Note: To preserve the representativeness of the data analysis, outliers have been excluded.

FYC Per Person (USD)			件均FYC (美元) FYC Per Case (USD)					
傑出業務獎 銀龍獎會員 Outstanding Agent Award – Silver Dragon Member	傑出業務獎 金龍獎會員 Outstanding Agent Award – Golden Dragon Member	傑出業務獎 白金獎會員 Outstanding Agent Award – Platinum Member	傑出業務獎 會員 Outstanding Agent Award Member	傑出業務獎 銅龍獎會員 Outstanding Agent Award – Bronze Dragon Member	傑出業務獎 銀龍獎會員 Outstanding Agent Award – Silver Dragon Member	傑出業務獎 金龍獎會員 Outstanding Agent Award – Golden Dragon Member	傑出業務獎 白金獎會員 Outstanding Agent Award – Platinum Member	
118,116	217,354	440,894	1,117	798	1,755	2,912	5,388	
107,037	201,571	408,286	1,015	749	1,529	2,545	5,376	
11,079	15,783	32,608	102	49	226	367	12	
+10.4%	+7.8%	+8.0%	+10.0%	+6.5%	+14.8%	+14.4%	+0.2%	

The IDA adopts 36 cases and First-Year Commission (FYC) as its two primary eligibility criteria. Comparative metrics such as cases per person, FYC per person, and FYC per case, reflect IDA members' core performance in productivity, professionalism, and sustainable development.

Compared with 2025, global IDA data for 2026 reveal that FYC per member and FYC per case advanced across all award tiers, while cases per person declined slightly in every tier except the Platinum Award. Case count remains one of the IDA's core eligibility criteria. This phenomenon of slightly fewer cases alongside higher FYC emerged consistently across all tiers, marking a structural feature of this year's productivity data, marking a structural feature of this year's productivity data. This trend can be largely attributed to macroeconomic conditions, policy direction, and product strategy across countries, regions, and institutions.

Table 2-7. 2026 Global IDA Outstanding Agent Award Productivity Data: Members with ≥3 Cumulative Award Years, Life Members and General Members, with Changes from 2025

※Note: To preserve the representativeness of the data analysis, outliers have been excluded.

FYC Per Person (USD)			件均FYC (美元) FYC Per Case (USD)					
累計3屆(含)以上 傑出業務獎 人均FYC增加幅度 Percentage Increase in FYC Per Outstanding Agent Award Member (≥3 Cum. Award Years) 〔⑤-④〕 / ④	終身會員 傑出業務獎 人均FYC FYC Per Outstanding Agent Award Life Member ⑥	終身會員 傑出業務獎 人均FYC增加幅度 Percentage Increase in FYC Per Outstanding Agent Award Member 〔⑥-④〕 / ④	傑出業務獎 件均FYC FYC Per Case for Outstanding Agent Award Member ⑦	累計3屆(含)以上 傑出業務獎 件均FYC FYC Per Case for Outstanding Agent Award Member (≥3 Cum. Award Years) ⑧	累計3屆(含)以上 傑出業務獎 件均FYC增加幅度 Percentage Increase in FYC Per Case for Outstanding Agent Award Member (≥3 Cum. Award Years) 〔⑧-⑦〕 / ⑦	終身會員 傑出業務獎 件均FYC FYC Per Case for Outstanding Agent Award Life Member ⑨	終身會員 傑出業務獎 件均FYC增加幅度 Percentage Increase in FYC Per Case for Outstanding Agent Award Life Member 〔⑨-⑦〕 / ⑦	
10.5%	125,117	88.9%	1,117	1,183	5.9%	1,898	69.9%	
17.7%	129,979	111.5%	1,015	1,109	9.3%	1,752	72.6%	
—	-4,862	—	102	74	—	146	—	
-7.2%	-3.7%	-22.6%	+10.0%	+6.7%	-3.4%	+8.3%	-2.7%	

A comparison of productivity among members with three or more cumulative award years, Life members, and general members reveals that a sustained pursuit of IDA honors underpins enhanced productivity.

In 2026, Outstanding Agent Award members with three or more cumulative award years recorded 62 cases per member, FYC per member of USD 73,205, and FYC per case of USD 1,183, exceeding those of general members (59 cases / USD 66,232 / USD 1,117) by 5.1%, 10.5%, and 5.9%, respectively. This demonstrates that members with three or more years of IDA seniority deliver steady performance growth. Moreover, the client base accumulated over those three years has laid a solid foundation for additional coverage and referrals.

The productivity growth of IDA Life members is even more pronounced, with 66 cases per member, FYC per member of USD 125,117, and FYC per case of USD 1,898, exceeding those of general members by 11.9%, 88.9%, and 69.9%, respectively. This demonstrates that those who sustain their pursuit of IDA honors to become Life members possess superior productivity, which supports their professionalism and sustainable operations as they advance toward even higher levels of achievement. Their stronger brand trust with clients and competitive edge in developing high-net-worth clients make their performance a vital pillar and source of strength for both their teams and insurance companies.

表2-8. 2026年國際龍獎IDA會員數－全球前50金融保險機構會員性別、年齡分布統計

依2026會員數排序

排序 Rank	公司名稱 Company	男性會員 占比 Male Members (%)	女性會員 占比 Female Members (%)	18-29歲會員 占比 Members Aged 18-29 (%)	30-39歲會員 占比 Members Aged 30-39 (%)	40-49歲會員 占比 Members Aged 40-49 (%)	50-59歲會員 占比 Members Aged 50-59 (%)	60歲以上會員 占比 Members Aged 60 and Above (%)
全球 Global		22%	78%	4%	23%	33%	31%	9%
1	中国人寿保险股份有限公司 China Life Insurance Company Limited	14%	86%	1%	18%	28%	41%	12%
2	新华人寿保险股份有限公司 New China Life Insurance Company Ltd.	11%	89%	1%	13%	36%	42%	8%
3	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	21%	79%	3%	19%	32%	27%	19%
4	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	33%	67%	10%	37%	26%	20%	6%
5	富德生命人寿保险股份有限公司 FunDe Sino Life Insurance Co., Ltd.	10%	90%	1%	13%	32%	43%	11%
6	宏利人壽保險(國際)有限公司 Manulife (International) Limited HK	39%	61%	5%	27%	34%	22%	11%
7	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	21%	79%	3%	31%	37%	26%	4%
8	中国平安人寿保险股份有限公司 Ping An Life Insurance Company of China, Ltd.	12%	88%	0%	18%	46%	32%	4%
9	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	56%	44%	15%	41%	24%	14%	5%
10	中国太平洋人寿保险股份有限公司 China Pacific Life Insurance Co., Ltd.	10%	90%	0%	11%	37%	44%	8%
11	新光人壽保險股份有限公司 Shin Kong Life Insurance Company Limited	21%	79%	5%	20%	25%	29%	20%
11	百年人寿保险股份有限公司 AEON LIFE INSURANCE COMPANY,LTD.	15%	85%	1%	19%	37%	38%	5%
13	中宏人寿保险有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	11%	89%	0%	18%	62%	19%	2%
14	保誠保險有限公司 Prudential Hong Kong Limited	24%	76%	2%	21%	45%	24%	8%
15	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	24%	76%	1%	21%	37%	35%	6%
16	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	58%	42%	35%	47%	12%	6%	0%
17	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	40%	60%	14%	36%	26%	18%	5%

國際龍獎IDA會員的性別與年齡結構，勾勒出當年度IDA達標會員的整體樣貌，是觀察績優人才組成的重要面向。

性別與年齡分布，反映出IDA會員的輪廓，其中年齡結構更同時呈現業務團隊的世代樣態，年輕會員象徵未來成長的潛力，資深會員則構成穩定產能的核心，均反映出組織在人才梯隊與永續經營上的發展態勢。而個別金融機構的屬性差異，亦與該機構的發展沿革及業務經營策略有密切相關。

The gender and age composition of IDA members outlines the overall profile of qualifying members in a given year, offering an important perspective for examining the makeup of high-performing talent.

Gender and age distribution reflects the overall profile of IDA members. The age structure, in particular, captures the generational makeup of sales teams: younger members represent the potential for future growth, while seasoned members form the core of stable productivity. Together, they reflect an organization's development trajectory in terms of talent pipeline and sustainable operations. Variations among individual financial institutions, meanwhile, are closely tied to each institution's history and business strategy.

註：本報告之百分比及部分合計數值均依四捨五入方式呈現，因此加總結果可能與總計略有差異。

Note: Percentages and subtotals in this report are presented on a rounded basis; therefore, the sum of individual figures may not equal the total.

Table 2-8. 2026 IDA Membership: Gender and Age Distribution of Global Top 50 Financial Insurance Institutions

Ranked by 2026 Membership

排序 Rank	公司名稱 Company	男性會員 占比 Male Members (%)	女性會員 占比 Female Members (%)	18-29歲會員 占比 Members Aged 18-29 (%)	30-39歲會員 占比 Members Aged 30-39 (%)	40-49歲會員 占比 Members Aged 40-49 (%)	50-59歲會員 占比 Members Aged 50-59 (%)	60歲以上會員 占比 Members Aged 60 and Above (%)
18	太平人寿保险有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	11%	89%	0%	12%	49%	29%	10%
19	大東方人壽 Great Eastern Life Assurance (Malaysia) Berhad	46%	54%	12%	36%	35%	15%	2%
20	公勝保險經紀人股份有限公司 Golden Insurance Brokers Company Limited	45%	55%	12%	33%	29%	20%	5%
21	保誠保險有限公司 Prudential Assurance Malaysia Berhad	37%	63%	5%	38%	35%	17%	5%
22	保誠保險(私人)有限公司 Prudential Assurance Company Singapore (Pte) Limited	29%	71%	11%	50%	35%	3%	1%
23	中汇人寿保险股份有限公司 ZHONG HUI LIFE INSURANCE CO., LTD.	8%	92%	0%	24%	36%	31%	9%
24	中信保诚人寿保险有限公司 CITIC-Prudential Life Insurance Company Limited	13%	87%	0%	15%	42%	39%	4%
25	阳光人寿保险股份有限公司 Sunshine Life Insurance Corporation Limited	27%	73%	1%	56%	33%	8%	2%
26	合众人寿保险股份有限公司 Unionlife Insurance Company,Ltd.	11%	89%	0%	5%	27%	43%	24%
27	大誠保險經紀人股份有限公司 Honesty Insurance Brokers Company Limited	51%	49%	13%	40%	30%	10%	6%
28	豐隆保險公司 Hong Leong Assurance Berhad	33%	67%	24%	41%	23%	12%	1%
29	泰康人寿保险有限责任公司 TAIKANG LIFE INSURANCE Co., Ltd.	16%	84%	3%	18%	44%	31%	5%
30	凱基人壽保險股份有限公司 KGI Life Insurance Company Limited	16%	84%	3%	21%	32%	34%	11%
31	瑞众人寿保险有限责任公司 Rui Life Insurance Co., LTD.	8%	92%	1%	15%	35%	42%	7%
32	北京人寿保险股份有限公司 Beijing Life Insurance Co.,Ltd.	63%	37%	8%	81%	11%	0%	0%
33	台灣人壽保險股份有限公司 Taiwan Life Insurance Company Limited	32%	68%	2%	19%	28%	40%	11%
34	友邦保險 AIA Singapore Private Limited	44%	56%	17%	38%	23%	19%	2%
35	友邦保險(國際)有限公司 AIA International Limited	41%	59%	2%	41%	20%	18%	20%
36	宏利人壽保險(國際)有限公司 Manulife (International) Limited	20%	80%	8%	51%	29%	4%	8%
37	德华安顾人寿保险有限公司 ERGO China Life Insurance Co., Ltd.	13%	87%	0%	13%	35%	39%	13%
37	威盛保險經紀人股份有限公司 We-Think Insurance Broker Company Limited	30%	70%	11%	30%	22%	26%	11%
39	中意人寿保险有限公司 Generali China Life Insurance Co., Ltd.	20%	80%	2%	17%	61%	20%	0%

表2-8. 2026年國際龍獎IDA會員數－全球前50金融保險機構會員性別、年齡分布統計

Table 2-8. 2026 IDA Membership: Gender and Age Distribution of Global Top 50 Financial Insurance Institutions

依2026會員數排序
Ranked by 2026 Membership

排序 Rank	公司名稱 Company	男性會員 占比 Male Members (%)	女性會員 占比 Female Members (%)	18-29歲會員 占比 Members Aged 18-29 (%)	30-39歲會員 占比 Members Aged 30-39 (%)	40-49歲會員 占比 Members Aged 40-49 (%)	50-59歲會員 占比 Members Aged 50-59 (%)	60歲以上會員 占比 Members Aged 60 and Above (%)
40	友邦保險 AIA Berhad Malaysia	30%	70%	10%	40%	25%	18%	8%
41	恒安标准人寿保险有限公司 Heng An Standard Life Insurance Company Limited	11%	89%	0%	17%	53%	28%	3%
42	幸福人寿保险股份有限公司 HAPPY LIFE INSURANCE CO., LTD.	20%	80%	0%	31%	57%	11%	0%
43	永達保險經紀人股份有限公司 EVERPRO Insurance Brokers Company Limited	18%	82%	3%	18%	18%	36%	24%
44	民生人寿保险股份有限公司 MINSHENG LIFE INSURANCE CO.,LTD	13%	88%	0%	3%	34%	56%	6%
45	光大永明人寿保险有限公司 Sun Life Everbright Life Insurance Co.,Ltd	29%	71%	0%	32%	48%	19%	0%
46	富衛人壽保險(百慕達)有限公司 FWD Life Insurance Company (Bermuda) Limited	31%	69%	7%	28%	41%	21%	3%
46	欣台保險經紀人股份有限公司 Shintai Insurance Brokers Company Limited	31%	69%	3%	3%	14%	55%	24%
48	东吴人寿保险股份有限公司 SOOCHOW LIFE INSURANCE CO.,LTD.	15%	85%	0%	0%	12%	31%	58%
48	中国人寿年丰保险代理有限责任公司 China Life Prosperity Insurance Agency Co.Ltd.	27%	73%	0%	38%	42%	19%	0%
50	中美联泰大都会人寿保险有限公司 Sino-US United MetLife Insurance Company Limited	20%	80%	0%	16%	76%	8%	0%

三、國際龍獎IDA百人團隊數據統計

IDA Hundred-Elite Teams Statistics

表3-1. 2011~2026年全球34支國際龍獎IDA百人團隊

Table 3-1. 2011~2026 Global Overview of 34 IDA Hundred-Elite Teams

依首次註冊年份排序
Ranked by Year of First Registration

序 SN	首次註冊年份 Year of First Registration	公司名稱 Company	團隊名稱 Team Name
1	2011	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	LIFE STAR團隊
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) Company Limited - 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 Company Limited	百花團隊
8	2017	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	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.	大龙祥团队
12	2019	友邦保險財務顧問公司 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宏创集团
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 Company Limited	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	安聯人壽保險有限公司 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 Company Ltd.	阳光家族
20	2021	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星同人SV PEOPLES
21	2021	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	聚龍家族
22	2022	太平人寿保险有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	海淀团队
23	2023	太平人寿保险有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	东城团队
24	2024	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛团队
25	2024	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	中一區部
26	2025	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	EXCEED超越團隊
27	2025	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	高一區部
28	2025	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	桃園區部
29	2025	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	彰雲區部
30	2025	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	高雄區部
31	2025	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	台南區部
32	2025	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	INZY
33	2026	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	桃竹區部
34	2026	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	嘉南區部

2011年首支IDA百人團隊誕生，自此帶動各國家地區優秀的組織團隊，將IDA百人團隊設為挑戰的目標，至今全球累計已有34支IDA百人團隊榮獲國際龍獎IDA百人團隊榮譽稱號。

In 2011, the first IDA Hundred-Elite Team was born, inspiring outstanding agency teams across various countries and regions to set their sights on this challenge. To date, 34 IDA Hundred-Elite teams worldwide have been honored with the prestigious IDA Hundred-Elite Team designation.

表3-2. 2011~2026年全球34支國際龍獎IDA百人團隊

依累計屆數排序

序 SN	公司名稱 Company	團隊名稱 Team Name	累計屆數 Cumulative Award Years
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區 ★2024年獲首支國際龍獎IDA世紀傳奇百人團隊 ★In 2024, the first-ever IDA Century Legend Team was awarded	14屆
2	宏利人壽保險(國際)有限公司 Manulife (International) Limited	SV宏星 ★2026年獲國際龍獎IDA世紀傳奇百人團隊 ★In 2026, the IDA Century Legend Team was awarded	12屆
3	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	中國紅	11屆
4	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	磊眾團隊	10屆
5	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	LIFE STAR團隊	9屆
6	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	AAG團隊 Advisors Alliance Group	8屆
7	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
8	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	百花團隊	7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	7屆
10	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星共贏	7屆
11	保誠保險有限公司 Prudential Hong Kong Limited	卓越行政總區	6屆
12	中信保誠人壽保險有限公司 CITIC-Prudential Life Insurance Company Limited	天湖家族	6屆
13	中宏人壽保險有限公司 Manulife-Sinochem Life Insurance Co., Ltd.	WE GROUP宏創集團	5屆
14	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	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	安聯人壽保險有限公司 Allianz China Life Insurance Co., Ltd.	龍鷹家族	3屆
17	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星同人SV PEOPLES	3屆
18	太平人壽保險有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	海澱團隊	3屆
19	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	中一區部	3屆
20	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛團隊	3屆
21	新华人壽保險股份有限公司 New China Life Insurance Company Ltd.	陽光家族	2屆
22	太平人壽保險有限公司 TAIPING LIFE INSURANCE COMPANY LIMITED	東城團隊	2屆
23	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	EXCEED超越團隊	2屆
24	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	彰雲區部	2屆
25	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
26	友邦保險(國際)有限公司 AIA International Limited	豐盛家族	1屆

累計屆數記錄著IDA百人團隊的長期榮耀。連續多年挑戰IDA百人團隊成功，彰顯出團隊組織長期而穩定的卓越績效，以及榮譽追求文化的建構，而金融保險機構擁有IDA百人團隊不僅是榮譽象徵，亦是業務規模與組織經營能力的具體展現，更能進一步帶動金融機構整體業務團隊在績效上的持續成長。

The cumulative number of years a team has earned the IDA Hundred-Elite Team recognition stands as a lasting testament to its long-standing honor. Achieving this distinction year after year not only demonstrates the team's sustained and stable excellence in performance, but also reflects a deeply rooted culture that prizes honor and achievement within the team. For a financial insurance institution, having an IDA Hundred-Elite Team is more than a badge of prestige—it is a tangible reflection of business scale and organizational capability. More importantly, it serves as a powerful catalyst that drives sustained performance growth across the entire agency force.

Table 3-2. 2011–2026 Global Overview of 34 IDA Hundred-Elite Teams

Ranked by Cumulative Award Years

序 SN	公司名稱 Company	團隊名稱 Team Name	累計屆數 Cumulative Award Years
27	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	聚龍家族	1屆
28	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	高一區部	1屆
29	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	桃園區部	1屆
30	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	高雄區部	1屆
31	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	台南區部	1屆
32	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	INZY	1屆
33	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	桃竹區部	1屆
34	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	嘉南區部	1屆

表3-3. 2026年全球14支國際龍獎IDA百人團隊

Table 3-3. 2026 Global Overview of 14 IDA Hundred-Elite Teams

依2026 IDA百人團隊會員人數排序
Ranked by IDA Hundred-Elite Team Membership

序 SN	公司名稱 Company	團隊名稱 Team Name	團隊 IDA會員人數 Team IDA Members	累計屆數 Cumulative Award Years	首次 註冊年份 Year of First Registration
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區 ★2024年獲首支國際龍獎IDA世紀傳奇百人團隊 ★In 2024, the first-ever IDA Century Legend Team was awarded	218	14屆	2013
2	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	AAG團隊 Advisors Alliance Group	201	8屆	2019
3	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	中國紅	194	11屆	2016
4	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	中一區部	180	3屆	2024
5	宏利人壽保險(國際)有限公司 Manulife (International) Limited	SV宏星 ★2026年獲國際龍獎IDA世紀傳奇百人團隊 ★In 2026, the IDA Century Legend Team was awarded	165	12屆	2015
6	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	磊眾團隊	136	10屆	2017
7	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	ACC團隊 Advisors Clique Collective	129	7屆	2020
8	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	嘉南區部	129	1屆	2026
9	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	EXCEED超越團隊	126	2屆	2025
10	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星同人SV PEOPLES	119	3屆	2021
11	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	桃竹區部	114	1屆	2026
12	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛团队	111	3屆	2024
13	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	LIFE STAR團隊	105	9屆	2011
14	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	彰雲區部	103	2屆	2025

在多變且具高度挑戰性的市場環境下，2026年全球共有14支團隊達標IDA百人團隊。
Despite a volatile and highly challenging market environment, a total of 14 teams worldwide achieved IDA Hundred-Elite Team honor in 2026.

表3-4. 2026年全球國際龍獎IDA百人團隊產能數據統計

※註：本數據為維持數據分析代表性，全球數據已排除離群值(Outlier)；IDA百人團隊會員人數，雙獎會員僅列計為1個人數。

數據統計 Statistics	IDA百人團隊 會員總人數 Total IDA Hundred-Elite Team Members	IDA百人團隊 傑出業務獎會員 總FYC (萬元) Total FYC of IDA Hundred- Elite Team Outstanding Agent Award Members (in Ten Thousands)	IDA百人團隊 傑出業務獎會員 總FYP (萬元) Total FYP of IDA Hundred- Elite Team Outstanding Agent Award Members (in Ten Thousands)	
全球 Global	2,030	美元(USD) 17,595	美元(USD) 68,192	

序 SN	公司名稱 Company	團隊名稱 Team Name	獲獎 屆數 Award Years	團隊IDA 會員人數 IDA Members by Team	團隊IDA 平均年齡 IDA Average Age by Team	團隊傑出業務獎會員 總FYC (萬元) Total FYC of Outstanding Agent Award Members by Team (in Ten Thousands)	團隊傑出業務獎會員 總FYP (萬元) Total FYP of Outstanding Agent Award Members by Team (in Ten Thousands)	
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區	14屆	218	49	港幣(HKD) 14,884	港幣(HKD) 42,051	
2	宏利人壽保險(國際)有限公司 Manulife (International) Limited	SV宏星	12屆	165	46	港幣(HKD) 20,489	港幣(HKD) 57,734	
3	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	中國紅	11屆	194	47	港幣(HKD) 17,625	港幣(HKD) 120,014	
4	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	磊眾團隊	10屆	136	39	新台幣(TWD) 31,075	新台幣(TWD) 247,953	
5	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	LIFE STAR團隊	9屆	105	44	新台幣(TWD) 33,589	新台幣(TWD) 69,227	
6	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	AAG團隊 Advisors Alliance Group	8屆	201	34	新加坡幣(SGD) 2,261	新加坡幣(SGD) 6,230	
7	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	ACC團隊 Advisors Clique Collective	7屆	129	36	新加坡幣(SGD) 1,744	新加坡幣(SGD) 12,342	
8	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	中一區部	3屆	180	49	新台幣(TWD) 34,642	新台幣(TWD) 75,923	
9	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星同人 SV PEOPLES	3屆	119	37	港幣(HKD) 8,077	港幣(HKD) 21,203	
10	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛团队	3屆	111	39	人民幣(CNY) 2,390	人民幣(CNY) 26,466	
11	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	EXCEED超越團隊	2屆	126	45	新台幣(TWD) 38,300	新台幣(TWD) 77,468	
12	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	彰雲區部	2屆	103	50	新台幣(TWD) 17,113	新台幣(TWD) 37,507	
13	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	嘉南區部	1屆	129	49	新台幣(TWD) 21,708	新台幣(TWD) 47,577	
14	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	桃竹區部	1屆	114	48	新台幣(TWD) 21,462	新台幣(TWD) 47,038	

2026年全球國際龍獎IDA百人團隊會員總人數為2,030位。觀察IDA百人團隊的優秀主管獎會員數占比達12.91%，為整體IDA優秀主管獎占比5.39%的2.4倍，顯示出IDA優秀主管獎在績優團隊中扮演起關鍵「腰部支撐」的角色，也是邁向IDA百人團隊的關鍵要素。

同時，在IDA百人團隊總FYC、總FYP及總件數的累計數字中，也明確顯示出一支IDA百人團隊在所屬金融保險機構中，所能產生與帶動的高績效與生產力，貢獻卓著。

Table 3-4. 2026 Global IDA Hundred-Elite Team Productivity Data

※Note: To preserve the representativeness of the data analysis, outliers have been excluded from the global data. For IDA Hundred-Elite Team membership, members holding dual awards are counted only once.

IDA百人團隊 傑出業務獎會員 總件數 Total Cases of IDA Hundred- Elite Team Outstanding Agent Award Members	IDA百人團隊 傑出業務銅龍獎 會員數合計 Total IDA Hundred- Elite Team Outstanding Agent Award – Bronze Dragon Members	IDA百人團隊 傑出業務銀龍獎 會員數合計 Total IDA Hundred- Elite Team Outstanding Agent Award – Silver Dragon Members	IDA百人團隊 傑出業務金龍獎 會員數合計 Total IDA Hundred- Elite Team Outstanding Agent Award – Golden Dragon Members	IDA百人團隊 傑出業務白金獎 會員數合計 Total IDA Hundred- Elite Team Outstanding Agent Award – Platinum Members	IDA百人團隊 優秀主管獎 會員數合計 Total IDA Hundred-Elite Team Excellent Manager Award Members	IDA百人團隊 優秀主管獎 會員數占比 Pct. of IDA Hundred-Elite Team Excellent Manager Award Members	2026 優秀主管獎 會員數合計 2026 Total Excellent Manager Award Members	2026 優秀主管獎 會員數占比 2026 Pct. of Excellent Manager Award Members
122,015	1,551	232	32	35	262	13%	800	5%

依獲獎屆數排序
Ranked by Cumulative Award Years

團隊 傑出業務獎會員 總件數 Total Cases of Outstanding Agent Award Members by Team	傑出業務銅龍獎 會員數 Outstanding Agent Award - Bronze Dragon Members	傑出業務銀龍獎 會員數 Outstanding Agent Award - Silver Dragon Members	傑出業務金龍獎 會員數 Outstanding Agent Award - Golden Dragon Members	傑出業務白金獎 會員數 Outstanding Agent Award - Platinum Members	優秀主管獎 會員數 Excellent Manager Award Members	優秀主管獎 會員占比 Pct. of Excellent Manager Award Members
16,053	161	24	3	3	29	13%
9,166	94	34	6	17	20	12%
9,629	134	45	8	2	35	18%
6,257	101	17	3	3	26	19%
4,539	63	24	6	3	15	14%
11,582	176	6	0	0	24	12%
13,128	108	10	2	0	14	11%
11,059	153	12	0	0	15	8%
8,143	93	14	0	1	16	13%
4,395	95	7	0	1	13	12%
5,253	77	26	4	5	15	12%
6,454	85	5	0	0	14	14%
8,642	113	2	0	0	15	12%
7,716	98	6	0	0	11	10%

In 2026, total IDA Hundred-Elite Team membership reached 2,030 worldwide. Notably, Excellent Manager Award members accounted for 12.91% of the IDA Hundred-Elite Team membership, 2.4 times the 5.39% they represented within the overall IDA membership. This underscores the pivotal role of Excellent Manager Award members as the backbone of high-performing teams and a key factor toward IDA Hundred-Elite Team.

Moreover, the aggregate figures for total FYC, FYP, and case count among IDA Hundred-Elite Teams clearly demonstrate the substantial performance and productivity that a single IDA Hundred-Elite Team can generate and drive within its financial insurance institution.

表3-5. 2026年全球國際龍獎IDA百人團隊與一般會員產能數據統計
Table 3-5. 2026 Global IDA Hundred-Elite Team Member and General Member Productivity Data

數據統計 Statistics	人均件數 Cases Per Person		人均FYC (美元) FYC Per Person (USD)	
全球 Global	IDA會員 IDA Members	IDA 百人團隊會員 IDA Hundred-Elite Team Members	IDA會員 IDA Members	IDA 百人團隊會員 IDA Hundred-Elite Team Members
數據 Statistics	59	66	66,232	95,107

表3-6. 2026年全球國際龍獎IDA百人團隊與一般會員累計屆數統計
Table 3-6. 2026 Global IDA Hundred-Elite Team Member and General Member Cumulative Award Years

數據統計 Statistics	2026 IDA會員數 2026 IDA Membership	2026 累計2屆(含)以上 會員數 2026 Members with ≥2 Cumulative Award Years
全球 Global	14,837	10,961

序 SN	公司名稱 Company	團隊名稱 Team Name	獲獎屆數 Award Years	IDA百人團隊 會員人數 IDA Hundred-Elite Team Membership	IDA百人團隊 累計2屆(含)以上會員人數 IDA Hundred-Elite Team Members with ≥2 Cumulative Award Years
1	宏利人壽保險(國際)有限公司 Manulife (International) Limited	南九龍區	14屆	218	198
2	宏利人壽保險(國際)有限公司 Manulife (International) Limited	SV宏星	12屆	165	129
3	中國人壽保險(海外)股份有限公司 China Life Insurance (Overseas) Company Limited - Hong Kong Branch	中國紅	11屆	194	172
4	磊山保險經紀人股份有限公司 Lei Shan Insurance Broker Company Limited	磊眾團隊	10屆	136	119
5	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	LIFE STAR團隊	9屆	105	90
6	友邦保險財務顧問公司 AIA Financial Advisers Private Limited	AAG團隊 Advisors Alliance Group	8屆	201	175
7	大東方人壽保險有限公司 The Great Eastern Life Assurance Company Limited	ACC團隊 Advisors Clique Collective	7屆	129	104
8	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	中一區部	3屆	180	122
9	宏利人壽保險(國際)有限公司 Manulife (International) Limited	宏星同人SV PEOPLES	3屆	119	74
10	中国人民人寿保险股份有限公司 PICC Life Insurance Company Limited	金牛团队	3屆	111	96
11	富邦人壽保險股份有限公司 Fubon Life Insurance Company Limited	EXCEED超越團隊	2屆	126	98
12	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	彰雲區部	2屆	103	65
13	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	嘉南區部	1屆	129	60
14	國泰人壽保險股份有限公司 Cathay Life Insurance Company Limited	桃竹區部	1屆	114	51

※為維持數據分析代表性，全球數據已排除離群值(Outlier)
 ※To preserve the representativeness of the data analysis, outliers have been excluded from the global data.

件均FYC (美元) FYC Per Case (USD)		人均FYP (美元) FYP Per Person(USD)		件均FYP (美元) FYP Per Case (USD)	
IDA會員 IDA Members	IDA 百人團隊會員 IDA Hundred-Elite Team Members	IDA會員 IDA Members	IDA 百人團隊會員 IDA Hundred-Elite Team Members	IDA會員 IDA Members	IDA 百人團隊會員 IDA Hundred-Elite Team Members
1,117	1,442	359,371	368,604	6,060	5,589

※IDA百人團隊會員人數，雙獎會員僅列計為1個人數。
 For IDA Hundred-Elite Team membership, members holding dual awards are counted only once.

2026 累計2屆(含)以上 會員數占比 Pct. of 2026 Members with ≥2 Cumulative Award Years	2026 累計3屆(含)以上 會員數 2026 Members with ≥3 Cumulative Award Years	2026 累計3屆(含)以上 會員數占比 Pct. of 2026 Members with ≥3 Cumulative Award Years
74%	8,121	55%

依獲獎屆數排序
 Ranked by Cumulative Award Years

IDA百人團隊 累計2屆(含)以上會員人數占比 Pct. of IDA Hundred-Elite Team Members with ≥2 Cumulative Award Years	IDA百人團隊 累計3屆(含)以上會員人數 IDA Hundred-Elite Team Members with ≥3 Cumulative Award Years	IDA百人團隊 累計3屆(含)以上會員人數占比 Pct. of IDA Hundred-Elite Team Members with ≥3 Cumulative Award Years
91%	178	82%
78%	101	61%
89%	168	87%
88%	96	71%
86%	58	55%
87%	143	71%
81%	86	67%
68%	63	35%
62%	42	35%
86%	85	77%
78%	46	37%
63%	33	32%
47%	24	19%
45%	26	23%

從IDA百人團隊中的會員產能與整體IDA會員相較，在人均件數、人均FYC、件均FYC等表現都相對優秀，顯示出IDA百人團隊能透過高度凝聚及榮譽的追求，激勵所轄創造出相對優秀的生產力。蟬聯IDA百人團隊屆數相對多的團隊，在IDA會員累計屆數統計當中，其累計2屆（含）以上、累計3屆（含）以上的IDA會員占比，也高於整體IDA會員在累計2屆（含）以上、累計3屆（含）以上占比，顯示多屆、持續註冊申請的IDA會員是IDA百人團隊中相當重要的組成。而IDA百人團隊的持續追求，亦促成所轄持續優。

總結來看，IDA百人團隊較高的產能表現與較高比例的長期會員，兩者效應加乘，勾勒出績優團隊在客戶經營、增員培育與績效延續上的相對優勢。

Compared with the broader IDA membership, members of IDA Hundred-Elite Teams consistently outperform in key productivity metrics—including cases per person, FYC per person, and FYC per case. This superior performance underscores how the IDA Hundred-Elite Team framework, built on strong cohesion and a collective devotion to excellence, effectively motivates every member to deliver above-standard results.

Teams that have consecutively earned the IDA Hundred-Elite Team designation for a greater number of years also exhibit a notably higher proportion of members with two or more cumulative award years, as well as those with three or more, relative to the overall IDA membership. This pattern confirms that long-term, repeatedly recognized members form a vital core of the IDA Hundred-Elite Team structure. Moreover, the persistent pursuit of this honor within these teams has cultivated an environment that consistently fosters high performance across the entire team.

In sum, the synergy between elevated productivity and a higher concentration of veteran members gives IDA Hundred-Elite Teams a distinct edge in client relationship management, agent recruitment and talent development, and the sustainability of performance—key pillars that define truly outstanding agency teams.

世界金融保險業的榮譽體系—— 國際龍獎IDA

- 國際龍獎IDA傑出業務獎是業務人員績優卓越的象徵，是客戶信賴支持的品牌。
- 國際龍獎IDA優秀主管獎是團隊主管組織經營能力的表徵，是組織發展的競爭力。
- 國際龍獎IDA是金融保險機構業務發展的基石，是公司經營績效及業務實力展現的榮耀。

保險行銷集團為推動世界金融保險行業的繁榮發展與進步，於1998年創立了國際龍獎IDA，為世界金融保險從業人員設立了世界級的績優標準，透過各級獎項標準，引領保險從業人員追求榮譽，邁向卓越。

國際龍獎IDA榮譽體系的建構，指引世界金融保險從業人員實踐專業經營、彰顯保險價值、精進服務質量、引進優質人員、強化專業培育、帶動個人產能、聚焦更高目標、提升主管能力、促進團隊績優，為世界金融保險從業人員的長期經營描繪清晰的發展路線圖。

國際龍獎IDA矢志與世界金融保險業的機構、團隊及個人，攜手追求典範、完美、尊貴的最高經營境界。

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

- The IDA Outstanding Agent Award symbolizes the exceptional performance of insurance agents and is a brand trusted and supported by clients.
- The IDA Excellent Manager Award represents the organizational management expertise of team leaders and is a hallmark of competitiveness in organizational development.
- The IDA serves as both cornerstone of business development for financial insurance institutions and a prestigious testament to a company's operational performance and business strength.

To promote the prosperity and advancement of the global financial insurance industry, IMM International established the International Dragon Award (IDA) in 1998. The IDA has set world-class performance standards for financial insurance practitioners worldwide, leading them to pursue honor and excellence through its tiered award criteria.

The framework of the IDA honor system charts a clear roadmap for the long-term development of financial insurance practitioners worldwide. It guides them to run a professional practice, demonstrate the value of insurance, refine service quality, attract top talent, enhance professional training, boost individual productivity, focus on higher goals, increase managerial capabilities, and promote team excellence.

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

國際龍獎IDA，引領行業發展 典範·完美·尊貴，彰顯無上榮耀



1998年，國際龍獎IDA創會主席梁天龍於第二屆世界華人保險大會宣布創立國際龍獎IDA。

In 1998, at the 2nd Worldwide Chinese Life Insurance Congress, Liang Tien Lung, Founding Chair of the International Dragon Award, announced the establishment of the IDA.

為提升世界金融保險從業人員的專業素養、形象與社會地位，以此使命出發，保險行銷集團自1998年於第二屆世界華人保險大會上正式宣布設立國際龍獎IDA，2000年首次於中國香港頒發獎項，至今已受到17個國家與地區、超過250家金融保險機構的重視與肯定。

27年來，國際龍獎IDA每年表揚在世界金融保險業界行銷及組織發展績效卓著者，註冊者與年俱增，是世界金融保險業界的崇高榮譽殿堂。

截至2026年，全世界已有近20萬名金融保險精英加冕尊榮，攀登巔峰實現價值。

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

To elevate the professionalism, image, and social standing of practitioners in the global financial insurance industry, IMM International 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. To date, the IDA has gained recognition and endorsement from over 250 financial insurance institutions across 17 countries and regions.

Over the past 27 years, the IDA has been a beacon of recognition for exemplary performance in marketing and organizational development within the global financial insurance industry. With ever-increasing registrants annually, it has become the sector's ultimate pinnacle hall of honor.

As of 2026, approaching 200,000 financial insurance elites worldwide have been crowned with this honor, ascending to the pinnacle of success and self-realization.



國際龍獎IDA理念—— 典範・完美・尊貴

型塑優秀保險從業人員的形象

國際龍獎IDA的理念「典範・完美・尊貴」，建構出卓越保險從業人員的專業與永續發展藍圖。榮獲國際龍獎IDA不僅是個人事業與生活的里程碑，更象徵進入一個專業知識、成長動力、思維品質與生活境界的進階領域。



典範 彰顯專業價值

國際龍獎IDA會員致力於在專業領域的提升與精進，永保積極正向學習的精神，體現於組織管理、教育訓練及專業技能方面成為典範，彰顯國際龍獎IDA會員的專業價值。

完美 崇尚美德品格

國際龍獎IDA會員要以追求高尚的道德情操為準則，為人以品德誠信，處事以寬廣格局，崇尚人生中各領域達至圓滿平衡，以真善美的境界為追求，體現國際龍獎IDA會員的完美品格。

尊貴 社會形象地位

國際龍獎IDA會員要履行對行業的承諾，以胸懷大愛的精神回饋國家社會，彰顯行業、公司及個人的尊嚴，以自身的修為贏得尊敬與信賴，提升行業及會員本身的社會形象地位。

Philosophy of IDA— Paragon, Perfection, Nobility

Shaping the Image of Outstanding Industry Practitioners



The core philosophy of the IDA is encapsulated in its motto of “Paragon, Perfection, Nobility”, outlining a blueprint of professional excellence and sustained career success for outstanding insurance practitioners. Receiving the IDA not only marks a milestone in one’s career and life, but also signifies entry into a higher realm of professional knowledge, growth momentum, refined thinking, and elevated quality of life.

Paragon: Demonstrating 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, educational training and professional prowess, epitomizing the unparalleled value that IDA members bring to the industry.

Perfection: Championing Virtue and Character

IDA members hold themselves to the highest moral standards, anchored in integrity and guided by breadth of vision. 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: Elevating Social Image and Standing

IDA members honor their commitment to the profession and give back altruistically to society and country, upholding the dignity of the profession, their companies, and themselves. Through personal cultivation and unwavering dedication, they command respect and trust, elevating the social standing of both the industry and its members.

挑戰業務銷售體系的極限
Challenge the limits of the sales
performance system

名人堂 / 終身會員
IDA Hall of Fame / IDA Life Member

國際龍獎IDA
榮譽體系

挑戰堅持

Challenge the limits

國際龍獎—IDA傑出業務銅龍獎
IDA Bronze Dragon Award for Outstanding Agent
國際龍獎—IDA傑出業務銀龍獎
IDA Silver Dragon Award for Outstanding Agent
國際龍獎—IDA傑出業務金龍獎
IDA Golden Dragon Award for Outstanding Agent
國際龍獎—IDA傑出業務白金獎
IDA Platinum Award for Outstanding Agent
國際龍獎—IDA百人榮譽
IDA Hundred Honors



國際龍獎IDA

以標準推動行業創新進步 以榮譽引領會員挑戰極限

國際龍獎IDA榮譽體系，引領世界金融保險從業者2大發展路徑。

其一是挑戰業務銷售極限的傑出業務獎，秉持專業知識與行銷技能，從挑戰國際龍獎IDA傑出業務銅龍獎為起點，一路往更高級別傑出業務銀龍獎、金龍獎、白金獎，抑或是向自我極限挑戰的IDA百人榮譽世界紀錄邁進。

其二是挑戰組織發展極限的優秀主管獎，憑藉組織拓展與培育輔導能力，從挑戰優秀主管銅龍獎起步，一路挑戰優秀主管銀龍獎、金龍獎、白金獎，再進階至挑戰CIA500世界華人保險500強團隊桂冠獎、皇冠獎，最終往國際龍獎IDA百人、IDA千人團隊邁進。

壽險經營是永續發展的事業，透過傑出業務獎或優秀主管獎的持續獲獎，挑戰堅持的極限，登頂國際龍獎IDA終身會員、國際龍獎IDA名人堂，以及國際龍獎IDA世紀傳奇百人團隊。

IDA honor system

的極限

of perseverance



SINCE 1998

挑戰組織發展體系的極限
Challenge the limits of the organizational development system

終身會員
IDA Life Member

名人堂
IDA Hall of Fame

國際龍獎IDA
世紀傳奇百人團隊
IDA Century Legend Team

國際龍獎—IDA千人團隊
IDA Thousand-Elite Team
國際龍獎—IDA百人團隊
IDA Hundred-Elite Team
CIA500 桂冠獎—皇冠獎
CIA500 Laurel Crown, Imperial Crown
國際龍獎—IDA優秀主管白金獎
IDA Platinum Award for Excellent Manager
國際龍獎—IDA優秀主管金龍獎
IDA Golden Dragon Award for Excellent Manager
國際龍獎—IDA優秀主管銀龍獎
IDA Silver Dragon Award for Excellent Manager
國際龍獎—IDA優秀主管銅龍獎
IDA Bronze Dragon Award for Excellent Manager

A Benchmark Driving Innovation and Progress Across the Industry An Honor Motivating Members to Surpass Their Limits

The IDA Honor System guides financial insurance practitioners worldwide along two distinct pathways to professional development.

The first development pathway is the Outstanding Agent Award designed to redefine the limits of sales performance. Leveraging their professional knowledge and marketing skills, agents begin their journey by striving for the IDA Bronze Dragon Award for Outstanding Agent. From there, they progressively advance through the Silver Dragon, Golden Dragon, and Platinum tiers. Ultimately, agents challenge their limits by pursuing the highest distinction—the IDA Hundred Honors world record.

The second development pathway is the Excellent Manager Award designed to redefine the limits of organizational development. Leveraging their skills in organizational expansion and coaching, managers begin their journey by striving for the IDA Bronze Dragon Award for Excellent Manager. From there, they progressively advance through the Silver Dragon, Golden Dragon, and Platinum tiers. They then set their sights on the CIA500 Laurel Crown and Imperial Crown Awards, ultimately aiming for the highest distinctions—the IDA Hundred-Elite Team and the IDA Thousand-Elite Team.

Life insurance operations constitute a sustainable enterprise. By consistently earning the Outstanding Agent Award or the Excellent Manager Award, practitioners push the boundaries of sustained excellence, ultimately ascending to the ranks of IDA Life Member, IDA Hall of Fame, and the IDA Century Legend Team—the highest pinnacles of the International Dragon Award.

世界級標準與認證——國際龍獎IDA

優秀金融保險從業人員的定義

在世界金融保險業加速轉型升級的背景下，國際龍獎IDA以世界級標準，透過嚴謹的標準認證與獎項頒發，彰顯IDA會員擁有卓越的專業力、活動力及生產力，成為世界金融保險領域中的精英典範。

國際龍獎IDA傑出業務獎

鼓勵傑出世界金融保險精英在「行銷」與「服務」上的付出，特別設立此項殊榮，以表彰其在金融保險行銷專業上的傑出表現。

IDA Outstanding Agent Award

This award is designed to honor the dedication of outstanding financial insurance elites worldwide to marketing and service, recognizing their exceptional performance in the financial insurance marketing profession.

國際龍獎IDA傑出業務獎項，以36件與FYC做為註冊指標。

The eligibility criteria for the IDA Outstanding Agent Award include 36 cases and FYC.

指標 1

36件

Indicator 1: 36 Cases

每年成交36件長期壽險新契約，代表保險從業人員在銷售的過程中逐步建立正確的銷售思維、技巧與模式，進而累積起足夠的活動量、成交件數以及客戶數量，帶動後續的加保及轉介紹等價值，同時更彰顯了保險從業人員照顧社會人群的情懷與使命的踐行。

Securing 36 new long-term life insurance policies annually indicates that the insurance professional is steadily developing the correct sales mindset, skills, and methodologies. This achievement helps build substantial activity, policy counts, and a solid client base, which in turn supports future additional coverage and referrals. It also demonstrates the insurance practitioner's compassion for the community and commitment to fulfilling their mission.

指標 2

FYC

Indicator 2: First Year Commission

FYC達標IDA代表這位優秀的保險從業人員具有相對高的產能與收入，奠定個人在保險行業的專業性、持續性與發展性，也有助於所屬保險公司長期的經營與發展。

Achieving the FYC target signifies that the outstanding insurance practitioner has attained a relatively high level of productivity and income, establishing their professionalism, sustainability and growth in the insurance industry, while contributing to the long-term operations and development of their insurance company.

World-Class Standards and Certifications— International Dragon Award

Definition of Outstanding Financial Insurance Practitioners

Against the backdrop of accelerated transformation and upgrading of the global financial insurance industry, the International Dragon Award (IDA) upholds world-class standards. Through a rigorous certification and award procedures, it recognizes members who demonstrate exceptional professionalism, activity, and productivity, establishing them as elite paragons in the financial insurance industry.

標準定義說明

36件：每年成交長期壽險新契約的件數。

FYC：受理保險從業人員個人「初年度佣金」（含初年度新契約各項獎勵與獎金，由各公司認定）達標所屬國家地區各標準及獎項者。所屬國家地區各獎項標準會隨著當地經濟發展情勢與人均所得來評估並訂定。

Eligibility Criteria:

36 Cases: The number of new long-term life insurance policies secured annually.

FYC: The First Year Commission (including all incentives and bonuses associated with first-year new policies, as recognized by each company) achieved by an insurance practitioner that meets the eligibility criteria for their respective country or region. The award criteria for each country or region are evaluated and set based on the local economic development conditions and per capita income.

高活動量 高客戶量 高銷售力

High Activity, High Client Volume,
High Sales Capability

註冊者必須完成

36件

Registrants
must secure
36 cases

高產能 高價值 高收入

High Productivity, High Value,
High Earnings

國際龍獎IDA
註冊標準僅受理

FYC

IDA accepts only FYC
as the registration
criterion

國際龍獎IDA不只是榮耀，更是世界金融保險專業人士在專業素養、道德操守與社會責任上的高度自我要求。

IDA is more than an honor. It embodies the highest standards of professional competence, moral integrity, and social responsibility upheld by financial insurance professionals worldwide.

國際龍獎IDA是 對保險事業的承諾

**IDA embodies a
steadfast dedication
to the insurance
profession**

每年成交36件代表著——Securing 36 cases each year signifies:

- ① 超過百次拒絕後的堅持與突破
 - ② 每年對36位客戶的專業承諾
 - ③ 每年肩負36個家庭的保障責任
 - ④ 每年建立36個轉介紹中心
 - ⑤ 每年累積36件續期收入
1. Perseverance—overcoming hundreds of rejections
 2. Commitment—serving 36 clients each year
 3. Responsibility—providing coverage for 36 households each year
 4. Networking—building 36 referral connections each year
 5. Sustainability—maintaining consistent income from 36 policy renewals each year

國際龍獎IDA優秀主管獎

肯定世界金融保險優秀主管在「人才培育」與「經營績效」上的貢獻，特別設立此項殊榮，以表揚其在團隊經營與管理績效上的卓越成就。

國際龍獎IDA優秀主管獎的標準設立，是以一個主管的血緣團隊/行政隸屬中培養出的IDA傑出業務獎人數來做註冊，代表每一個業務團隊的水平與厚實，代表著主管的招募養成績優的能力，且傳遞著一位真正優秀主管的責任與價值是成就夥伴，體現著利他、長期主義的經營價值觀。

IDA Excellent Manager Award

This award is designed to honor the contribution of excellent financial insurance managers worldwide to talent development and business performance, recognizing their exceptional achievements in team leadership and management performance.

The eligibility criteria for the IDA Excellent Manager Award are based on the number of IDA Outstanding Agent Award qualifiers developed within a manager's directly recruited or administratively affiliated team. This reflects the exceptional caliber and solid foundation of each sales team, demonstrating the manager's ability to recruit and develop top performers. Furthermore, it underscores that the ultimate responsibility and value of a truly excellent manager lie in empowering their team members to succeed, embracing a business mindset that values altruism and long-termism.





國際龍獎IDA優秀主管獎的5個代表意義

The IDA Excellent Manager Award symbolizes:



- 1 具備卓越增員能力
Exceptional talent acquisition
- 2 展現培育與輔導能力
Outstanding mentoring and coaching capabilities
- 3 驅動組織穩健成長
Capacity to drive steady team growth
- 4 管理津貼穩定表現
Reliable and sustained overrides
- 5 高績效、優秀領導者的象徵
Elite and exemplary leadership

成為IDA，成就IDA

國際龍獎IDA（傑出業務獎與優秀主管獎）訂定不同的標準，分為4個層級獎項——銅龍獎、銀龍獎、金龍獎及白金獎。成為IDA，其中IDA銅龍獎被視為保險從業人員邁向專業卓越的入門標準，象徵正式成為IDA會員的重要里程碑；進而隨著專業能力與經營能力的持續提升，國際龍獎IDA會員可逐步往更高階獎項邁進，系統化地實踐自我挑戰、責任承擔與永續成長的歷程，最終成就IDA。

Earn the Glory of IDA, Contribute to Its Legacy

The IDA (Outstanding Agent Award and Excellent Manager Award) establishes distinct criteria across four progressive award tiers: Bronze Dragon Award, Silver Dragon Award, Golden Dragon Award, and Platinum Award. The IDA Bronze Dragon Award serves as the entry-level benchmark for insurance practitioners striving for professional excellence, marking the key milestone of officially becoming an IDA member. As their professional expertise and managerial capabilities continue to grow, IDA members can progressively ascend to higher award tiers, systematically embarking on a journey of self-challenge, greater responsibility, and sustainable growth—ultimately culminating in the highest echelons of the IDA and contributing to a shared legacy of excellence.

長期卓越， 體現專業價值

國際龍獎IDA終身會員

凡連續12年榮獲國際龍獎IDA會員，或累計榮獲國際龍獎IDA會員達15屆者，於達成當年度註冊資格，並依據一般會員程序提出註冊獎項，即為「國際龍獎IDA終身會員」。



為引領國際龍獎IDA會員持續邁向長期且卓越的事業目標，國際龍獎IDA設立IDA終身會員榮譽，作為對長期績效卓越表現者的表揚。連續12年或累計15次的IDA會員，代表的是高度專業與能力的展現，此項榮譽不僅象徵著個人高度專業、績效與經營的肯定，更體現保險事業長期經營、永續發展的核心價值與精神。

截至2026年，全世界已累計共727位國際龍獎IDA終身會員，達致目標，點亮輝煌，成就榮譽夢想。



國際龍獎IDA終身會員—註冊權益

- ① IDA終身會員依一般會員辦法提出註冊，並提交「業績認證資料」，經審核通過後即可享有當年度會員權益。
- ② 成為IDA終身會員後，若該年度沒有提出註冊並完成審核流程，即無法享有當年度會員權益，僅保有「IDA終身會員」資格。
- ③ 國際龍獎IDA獎牌(獎座)鑲嵌「終身會員」榮譽徽章，以及在國際龍獎IDA證書燙有「終身會員」標識，以彰顯榮耀。
- ④ 《IDA名人錄》及官方網站/APP都設有「國際龍獎IDA終身會員專區」，享有終身會員尊榮。

※會員所獲國際龍獎IDA之紀錄僅以年屆計算，不限「獎項類別」，如優秀主管獎/傑出業務獎：銅龍獎、銀龍獎、金龍獎、白金獎。

Enduring Excellence, Demonstrating Professional Value

IDA Life Member

Individuals who have qualified for the International Dragon Award (IDA) for 12 consecutive years, or for a cumulative total of 15 years, will be recognized as IDA Life Member upon meeting the annual eligibility criteria and completing the standard award registration process.

To inspire IDA members to continuously pursue enduring professional excellence, the International Dragon Award has established the honor of IDA Life Membership, in recognition of those who have demonstrated consistent, top-tier performance. Maintaining IDA membership for 12 consecutive years, or for a cumulative total of 15 terms, is a testament to extraordinary professionalism and capability. This honor not only affirms an individual's excellence in professionalism, performance, and operational expertise, but also embodies the very essence and spirit of the insurance profession—enduring commitment and sustained growth.

As of 2026, a cumulative total of 727 individuals worldwide have achieved the esteemed title of IDA Life Member—a distinction that represents the pinnacle of professional achievement and the fulfilment of their aspirations for honor and recognition.



IDA Life Member—Registration Privileges

- ① IDA Life Members who submit the Registration Form and Performance Certification Documents in accordance with standard membership procedures, and whose submissions are verified and approved, shall be entitled to the membership privileges for the current year.
- ② Should an IDA Life Member fail to submit a registration and complete the review process in a given year, they shall not be entitled to the membership privileges for that year, but will retain their IDA Life Member status.
- ③ The IDA medal (trophy) is inset with the “Life Member” insignia of honor, and the IDA certificate is embossed with the “Life Member” designation to highlight the recipient's distinguished status.
- ④ A dedicated “IDA Life Member Section” is established in the IDA Who's Who, as well as on the official website and APP, where Life Members can enjoy exclusive privileges and recognition.

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

時間淬鍊的榮耀， 世界金融保險業的典範與楷模

國際龍獎IDA 名人堂會員

凡連續24年榮獲國際龍獎IDA會員，或累計榮獲國際龍獎IDA會員達30屆者，於達成當年度註冊資格，並依據一般會員程序提出註冊獎項，即榮登「國際龍獎IDA名人堂」。這不僅是一項極具份量的國際榮譽，更象徵其在壽險事業中長期穩健、持續卓越的非凡成就。

為進一步彰顯國際龍獎IDA終身會員的卓越成就與行業貢獻，並鼓勵其持續以更高標準自我挑戰，國際龍獎IDA執行委員會特別設立國際龍獎IDA名人堂，表彰在長期績優與持續成長中達致巔峰的保險典範。

2023年，誕生首屆13位國際龍獎IDA名人堂會員，至今累計IDA名人堂會員21位。

國際龍獎IDA名人堂的價值，除了是一份崇高的榮譽外，更代表在長期、穩定且堅持不懈的專業實踐中，引領行業邁向更高標準的使命與責任。IDA名人堂會員不僅以持續的高績效自我要求，更能彰顯對社會貢獻的實質價值，是世界金融保險業界公認的楷模典範。

To further honor the extraordinary achievements and contributions of IDA Life Members, and to inspire them to continually challenge themselves toward higher standards, the IDA Executive Committee has established the IDA Hall of Fame, designed to recognize paragons of the insurance profession who have reached the pinnacle of long-term excellence and sustained growth.

In 2023, the inaugural cohort of 13 IDA Hall of Fame members was inducted, marking a historic milestone. To date, the prestigious roster comprises 21 esteemed inductees.

The significance of the IDA Hall of Fame extends well beyond prestige. It represents a mission and a responsibility to elevate the industry through consistent, steadfast, and unwavering dedication to professional excellence. IDA Hall of Fame members stand as globally acknowledged paragons of the financial insurance industry, not only for holding themselves to sustained high performance, but also for their commitment to delivering substantive value to society.

國際龍獎IDA名人堂會員—註冊權益

- ① IDA名人堂會員依一般會員辦法提出註冊，並提交「業績認證資料」，經審核通過後即可享有當年度會員權益。
- ② 成為IDA名人堂會員後，若該年度沒有提出註冊並完成審核流程，即無法享有當年度會員權益，僅保有「IDA名人堂」資格。
- ③ 國際龍獎IDA獎牌(獎座)鑲嵌「名人堂」榮譽徽章，以及在國際龍獎IDA證書燙有「名人堂」標識，以彰顯榮耀。
- ④ 《IDA名人錄》及官方網站/APP都設有「國際龍獎IDA名人堂會員專區」，享有人名堂會員尊榮。

※會員所獲國際龍獎IDA之紀錄僅以年屆計算，不限「獎項類別」，如優秀主管獎/傑出業務獎：銅龍獎、銀龍獎、金龍獎、白金獎。



Honor Forged by Time— A Benchmark and Role Model for the Global Financial Insurance Industry

IDA Hall of Fame

Individuals who have qualified for the International Dragon Award (IDA) for 24 consecutive years, or for a cumulative total of 30 years, shall be inducted into the IDA Hall of Fame upon meeting the annual eligibility criteria and completing the standard award registration process. This honor not only represents a prestigious international distinction but also symbolizes their extraordinary achievement of sustained stability and lasting excellence in the life insurance profession.



按屆數排序，若屆數相同依入行年資排序 Sort by year. If tied, by seniority (years in industry)

IDA Hall of Fame Member—Registration Privileges

- ① IDA Hall of Fame Members who submit the Registration Form and Performance Certification Documents in accordance with standard membership procedures, and whose submissions are verified and approved, shall be entitled to the membership privileges for the current year.
- ② Should an IDA Hall of Fame Member fail to submit a registration and complete the review process in a given year, they shall not be entitled to the membership privileges for that year, but will retain their IDA Hall of Fame Member status.
- ③ The IDA medal (trophy) is inset with the “Hall of Fame” insignia of honor, and the IDA certificate is embossed with the “Hall of Fame” designation to highlight the recipient’s distinguished status.
- ④ A dedicated “IDA Hall of Fame Member Section” is established in the IDA Who’s Who, as well as on the official website and APP, where Hall of Fame Members can enjoy exclusive privileges and recognition.

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

超群絕倫，世界級卓越 團隊的象徵

國際龍獎IDA百人團隊

在2011年首爾國際龍獎IDA年會上，第一支IDA百人團隊走上榮耀的舞台，作為劃時代引領的開端。此後，經過10多年來的醞釀與持續推動，行業內諸多團隊也開啟追逐IDA百人團隊榮譽之路。

國際龍獎IDA百人團隊是世界金融保險業內團隊崇高的榮譽稱號，即一個具有血緣關係/行政隸屬的團隊裡有100位以上的IDA會員。

從實務面來剖析，所謂IDA百人團隊是從小團隊到大團隊、家族系列等不斷整合壯大的過程；團隊能藉由追逐IDA百人團隊的目標，帶動一個團隊的資源整合，運作各項資源產生的力量與經營智慧。

對於保險公司而言，擁有一支IDA百人團隊，代表的除了是保險公司已擁有卓越的業務績效及一群優秀的保險精英外，更能在保險公司內部與行業內發揮榜樣與標杆的力量。



國際龍獎IDA百人團隊卓越的背後，存在著諸多意義：

代表了——

團隊長擁有高度視野與格局，帶動團隊資源整合、系統運作，總結出經驗智慧。

象徵了——

團隊的高度凝聚力，業務人員的高積極度，更體現出團隊的高績效、高執行力與高收入。

彰顯了——

團隊具備不畏挑戰、不自我設限，持續向積極挑戰的能力。



Unparalleled Excellence, a Symbol of World-Class Outstanding Teams

IDA Hundred-Elite Team

At the 2011 IDA Annual Conference in Seoul, the first-ever IDA Hundred-Elite Team graced the stage of honor, heralding a groundbreaking era. Over the ensuing decade of sustained momentum and advocacy, numerous teams across the industry have embarked on their own journeys toward the esteemed IDA Hundred-Elite Team honor.

The IDA Hundred-Elite Team epitomizes excellence in the global financial insurance industry, designating a directly recruited or administratively affiliated team with over 100 IDA members.

From a practical standpoint, an IDA Hundred-Elite Team represents the continuous integration and growth from small teams to large teams, including family team structures. The pursuit of this goal drives a team to integrate resources, thereby generating synergy and strategic wisdom.

For insurance companies, having an IDA Hundred-Elite 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-Elite Team extends beyond mere symbolism:

Represents: Team leaders who exhibit profound vision and strategic foresight, driving resource integration and systemic operations 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2026年，全球共誕生34支IDA百人團隊

1. 宏利金融保險南九龍區 (14屆)
2. 宏利金融保險SV宏星 (12屆)
3. 中國人壽(海外)中國紅 (11屆)
4. 磊山保經磊眾團隊 (10屆)
5. 富邦人壽LIFE STAR 團隊 (9屆)
6. 友邦財務顧問AAG團隊 (8屆)
7. 中國平安聚龍團隊 (7屆)
8. 富邦人壽百花團隊 (7屆)
9. 大東方理財顧問ACC團隊 (7屆)
10. 宏利金融保險宏星共贏 (7屆)
11. 保誠保險卓越行政總區 (6屆)
12. 中信保誠天湖家族 (6屆)



As of 2026, the world has witnessed the rise of 34 IDA Hundred-Elite Teams.

- | | |
|------------------------------|----------------------|
| 13.中宏人壽 WE GROUP宏創集團 (5屆) | 25.中國平安大龍祥團隊 (1屆) |
| 14.磊山保經迎新家族 (5屆) | 26.友邦保險豐盛家族 (1屆) |
| 15.中國平安御龍家族 (3屆) | 27.中國人壽(海外)聚龍家族 (1屆) |
| 16.安聯人壽龍鷹家族 (3屆) | 28.國泰人壽高一區部 (1屆) |
| 17.宏利金融保險宏星同人SV PEOPLES (3屆) | 29.國泰人壽桃園區部 (1屆) |
| 18.太平人壽海澱團隊 (3屆) | 30.國泰人壽高雄區部 (1屆) |
| 19.國泰人壽中一區部 (3屆) | 31.國泰人壽台南區部 (1屆) |
| 20.人保壽險金牛團隊 (3屆) | 32.友邦財務顧問INZY (1屆) |
| 21.新華保險陽光家族 (2屆) | 33.國泰人壽桃竹區部 (1屆) |
| 22.太平人壽東城團隊 (2屆) | 34.國泰人壽嘉南區部 (1屆) |
| 23.富邦人壽EXCEED超越團隊 (2屆) | |
| 24.國泰人壽彰雲區部 (2屆) | |





國際龍獎IDA千人團隊

IDA Thousand-Elite Team

國際龍獎IDA千人團隊，代表一支團隊孕育出1,000位IDA會員，彰顯出榮譽帶動團隊進而激發出生產力。

2021年在各行各業皆遭受到新冠疫情衝擊之際，宏利人壽保險南九龍團隊逆勢突圍，達成前無古人的全新紀錄，完成國際龍獎IDA千人團隊佳績，以3,000多人的團隊規模，達到了33%的績優人力占比，在南九龍團隊中孕育出1,003位IDA會員，躍升為國際龍獎IDA千人團隊，是卓越團隊的實踐過程，以及邁向更高境界的基礎與力量。

The IDA Thousand-Elite Team represents a team that has cultivated 1,000 IDA members, demonstrating how honor drives teams to unleash productivity.

In 2021, as the COVID-19 pandemic disrupted industries across the board, the Manulife Insurance Kowloon South Team in Hong Kong defied the odds to set an unprecedented historic record by achieving the prestigious IDA Thousand-Elite Team milestone. With a team exceeding 3,000 members, they attained an Elite Members Ratio of 33% and cultivated 1,003 IDA members within the team. This remarkable feat propelled them to the esteemed status of the IDA Thousand-Elite Team, showcasing proven excellence and providing a robust foundation for ascending to even greater heights.

2021年，來自宏利人壽保險的南九龍團隊，成為世界第一支IDA千人團隊。

2024年，更成為世界金融保險業第一支國際龍獎IDA世紀傳奇百人團隊，至今已連續挑戰14屆。





國際龍獎IDA世紀傳奇 百人團隊 (12屆IDA百人團隊)

IDA Century Legend Team
(12-Year IDA Hundred-Elite Team Honor Recipient)

世紀傳奇，是朝往百年經營之路前進的象徵，更是超凡與卓越的代名詞。當一個團隊可以連續12年完成國際龍獎IDA百人團隊，可謂頂尖壽險團隊的典範與標杆，更是一個組織長久卓越經營所創造出的非凡成就。

連續12年，每一年都能達成IDA百人團隊，代表這個團隊在他們的工作規劃與執行等方面，蘊含著國際龍獎IDA「典範·完美·尊貴」的精神與基因。為此卓越表現，國際龍獎IDA執行委員會將賦予其「國際龍獎IDA世紀傳奇百人團隊」榮譽稱號。

A Century Legend embodies the enduring journey toward a century-long legacy—the very epitome of transcendence and excellence. A team that has earned the IDA Hundred-Elite Team honor for 12 consecutive years stands as a paragon and benchmark among top-tier life insurance teams, a testament to the extraordinary achievements forged through sustained organizational excellence.

Achieving the IDA Hundred-Elite Team honor for 12 consecutive years signifies that the team embodies the core ethos and values of the IDA—Paragon, Perfection, and Nobility—in their strategic planning, execution, and beyond. In recognition of this outstanding performance, the IDA Executive Committee confers upon them the honorary title of “IDA Century Legend Team”.

In 2021, the Manulife Kowloon South became the world's first IDA Thousand-Elite Team.

By 2024, they further solidified their legacy as the first team in the global financial insurance industry to achieve the IDA Century Legend Team—a monumental feat they have sustained for 14 consecutive years.



IDA榮譽體系推動 業務產能與組織發展

IDA對保險公司經營的意義

國際龍獎IDA榮譽體系能帶動業務產能與組織發展，對保險公司經營有重要指標與象徵：

1.具世界級指標的優秀保險業務人員

優秀保險從業人員透過國際獎項來定義並驗證，國際龍獎IDA會員因而得以形塑個人品牌，展現卓越的實戰力與競爭力。

2.具世界級指標的高產能業務人員

國際龍獎IDA激發保險從業人員達成高產能的目標，並透過榮譽追求而長期維持績優，有助於團隊新人招募及穩定成長。

3.具世界級指標的高收入業務人員

國際龍獎IDA會員除了證明績效的持續向上成長外，也代表實質收入的提升，將奠定其在保險行業的持續性與發展性。

4.具世界級指標的高活動量業務人員

每年成交36件長期壽險新契約，不僅能透過高活動量及高件數的實戰，厚實銷售技能，積累客源帶動更多加保、轉介紹價值；同時也協助客戶及其家庭完善保障，為國家、社會等挹注安定力量。



The IDA Honor System Promotes Business Productivity and Organizational Development

The Significance of IDA for Insurance Company Operations

The IDA Honor System drives business productivity and organizational development, serving as a key indicator and symbol for the insurance company operations:

1. World-Class Outstanding Insurance Agents

Outstanding insurance practitioners are defined and validated through international awards. IDA members can thus shape their personal brands, showcasing exceptional real-world capabilities and competitiveness.

2. World-Class High-Productivity Insurance Agents

The IDA inspires insurance practitioners to achieve high productivity goals, motivating them to maintain long-term superior performance through the pursuit of honor. This, in turn, facilitates the recruitment of new team members and fosters sustainable team growth.

3. World-Class High-Income Insurance Agents

Beyond demonstrating sustained growth in performance, IDA membership also signifies a tangible increase in income, laying a foundation for sustainability and development in the insurance industry.

4. World-Class High-Activity Agents

Securing 36 new long-term life insurance policies annually not only strengthens sales skills through high activity and high case volume, but also accumulates a client base that generates additional coverage and referrals. Simultaneously, it helps clients and their families build comprehensive protection, contributing to the stability of the nation and society.



5.具世界級指標的優秀業務主管

「主管獎」彰顯著主管對招募培育與績效輔導的能力，帶領所轄成為國際龍獎IDA會員，對業務團隊的正向發展與運行，具備指標性意義。

6.高榮譽感與高使命感的追求指標

榮譽是業務推動重要因素，更是業務激勵的最佳動能，國際龍獎IDA透過各獎項級別、終身會員、名人堂等目標，帶動保險從業人員「持續追求優秀」，更透過彰顯保險價值堅定從業使命與信仰，從目標設定到達成的堅持，因世界級榮譽而奮戰不懈。

7.高格局指標

藉由國際獎項的追求與獲獎，得以提升視野、擴大格局，面向行業、面對世界，與全世界的卓越標杆看齊，實踐更高更輝煌的生涯發展。

8.高學習力指標

在追求國際龍獎IDA的過程中，透過各種IDA成功基因元素的學習管道與資源、不斷自我精進，往專業經營之路邁進。

9.世界級業務組織象徵

國際龍獎IDA百人團隊，代表在一個具有血緣關係/行政隸屬的團隊中有100人以上獲得IDA獎項，是世界級卓越業務團隊的象徵。

10.業務經營永續發展的基石

透過國際獎項榮譽體系、結合IDA成功基因庫資源，建構保險公司業務經營永續發展的基石。





5. World-Class Outstanding Managers

The “Manager Category Award” highlights a manager’s capabilities in recruitment, training, and performance coaching, leading their team members to become IDA members. It serves as a benchmark for the positive development and operation of sales teams.

6. Indicators of High Honor and Mission Pursuit

Honor is a vital driver of business growth and the ultimate catalyst for motivation. Through its award tiers, IDA Life Member, Hall of Fame, and other goals, the IDA inspires insurance practitioners to “continuously pursue excellence”. Furthermore, by highlighting the value of insurance, it reinforces their professional mission and belief. Their perseverance—from setting ambitious goals to achieving them—is powered by an unrelenting pursuit of world-class honor.

7. Indicators of Grand Vision

Pursuing and earning international honors broadens their horizons and expands their perspective, empowering insurance practitioners to engage with the industry and the world beyond. By measuring themselves against global benchmarks of excellence, they can reach new heights in their career and achieve a more brilliant professional journey.

8. Indicators of High Learning Capability

In the pursuit of the IDA, insurance practitioners continuously strive for self-improvement through various learning channels and resources rooted in the IDA Success DNA elements, advancing steadily along the path toward professional management.

9. Symbol of a World-Class Sales Organization

The IDA Hundred-Elite Team represents a team with over 100 members who have earned the IDA award within a directly recruited or administratively affiliated team. This is a symbol of a world-class outstanding sales team.

10. Cornerstone for Sustainable Business Development

By integrating the international award honor system with the resources of the IDA Success DNA Bank, a cornerstone for the sustainable business development of insurance companies is established.



IDA 世界之最 World Record

27載光陰的積累，國際龍獎IDA匯聚專業、堅持、創新等精神，締造了無數個【IDA世界之最】。

27年巔峰紀錄的見證，紀錄不只是數字背後的榮耀，更是對專業、對夢想的執著與實踐。

謹以【IDA世界之最】，致敬每一位努力不懈的同行者，以【IDA世界之最】為標杆，持續精進、再創巔峰，共譜輝煌新章。

With 27 years of heritage, IDA embodies the spirit of professionalism, perseverance, and innovation—culminating in countless “IDA World Records”.

A testament to 27 years of pinnacle achievements, these records are more than just numbers—they reflect a relentless commitment to professionalism and the pursuit of dreams.

With the “IDA World Record”, we pay tribute to every dedicated professional on this journey. Embracing “IDA World Record” as our benchmark, we forge ahead together, scaling new heights and creating an exceptional legacy.

IDA世界之最—IDA World Record



首支IDA百人團隊 | LIFE STAR團隊 First IDA Hundred-Elite Team

團隊長 | 梁國榕 Liang Kuo Jung
公司 | 富邦人壽保險股份有限公司
獲獎年份/獎項 | 2011年國際龍獎IDA百人團隊
頒證年份 | 2025年

Company | Fubon Life Insurance Company Limited
Year/Honor Title | 2011 IDA Hundred-Elite Team
Year Conferred | 2025



最多IDA會員人數IDA百人團隊 | 南九龍區 Largest IDA Hundred-Elite Team

團隊長 | 沈維燦 Shum Wai Chan
龍子明 Lung Chee Ming George
公司 | 宏利人壽保險(國際)有限公司
獲獎年份/獎項 | 2021年國際龍獎IDA千人團隊
(1003位)
頒證年份 | 2025年

Company | Manulife (International) Limited
Year/Honor Title | 2021 IDA Thousand-Elite Team
(1003 Members)
Year Conferred | 2025



連續屆數最多IDA百人團隊 | 南九龍區 Longest Streak as an IDA Hundred-Elite Team

團隊長 | 沈維燦 Shum Wai Chan
龍子明 Lung Chee Ming George
公司 | 宏利人壽保險(國際)有限公司
獲獎年份/獎項 | 2026年國際龍獎IDA世紀傳奇
百人團隊14屆(2013~2026)
頒證年份 | 2025-2026年

Company | Manulife (International) Limited
Year/Honor Title | 2026 IDA Century Legend Team with
14 Consecutive Years (2013-2026)
Year Conferred | 2025-2026





IDA世界之最—IDA World Record

首位國際龍獎IDA雙白金會員 First IDA Dual Platinum Member

梁國榕
Liang Kuo Jung



公司 | 富邦人壽保險股份有限公司
獲獎年齡 | 37
獲獎年份/獎項 | 2007雙白金
頒證年份 | 2025年

Company | Fubon Life Insurance Company Limited
Age When Honored | 37
Year/Honor Title | 2007 Dual Platinum
Year Conferred | 2025

累計最多屆國際龍獎IDA雙白金會員 Most Cumulative Years as an IDA Dual Platinum Member

辛志華
Xin Zhi Hua



公司 | 中国平安人寿保险股份有限公司
獲獎屆數 | 9屆
獲獎年份/獎項 | 2015~2016、
2020~2026雙白金
頒證年份 | 2025-2026年

Company | Ping An Life Insurance Company of China, Ltd.
Years Honored | 9
Year/Honor Title | 2015-2016, 2020-2026 Dual Platinum
Year Conferred | 2025-2026

最年長國際龍獎IDA名人堂會員 Oldest IDA Hall of Fame Member

金奇靜
Kessie Kin Kee Cheh



公司 | 英康保險有限公司
獲獎年齡 | 75
獲獎年份/獎項 | 2026傑出業務銅龍獎
頒證年份 | 2025-2026年

Company | Income Insurance Limited
Age When Honored | 75
Year/Honor Title | 2026 Bronze Dragon Award for Outstanding Agent
Year Conferred | 2025-2026

最年輕國際龍獎IDA名人堂會員 Youngest IDA Dual Platinum Member

宋敏菱
Soong Min Ling Wendy



公司 | 英康保險有限公司
獲獎年齡 | 51
獲獎年份/獎項 | 2023傑出業務銅龍獎
頒證年份 | 2025年

Company | Income Insurance Limited
Age When Honored | 51
Year/Honor Title | 2023 Bronze Dragon Award for Outstanding Agent
Year Conferred | 2025

最年長國際龍獎IDA終身會員 Oldest IDA Life Member

Solomon Hicks



公司 | Solomon Hicks Financial services Inc.
獲獎年齡 | 82
獲獎年份/獎項 | 2026傑出業務白金獎
頒證年份 | 2025-2026年

Company | Solomon Hicks Financial services Inc.
Age When Honored | 82
Year/Honor Title | 2026 Platinum Award for Outstanding Agent
Year Conferred | 2025-2026

最年輕國際龍獎IDA終身會員 Youngest IDA Life Member

陈 珮 瑜
Chan Pui Yu



公司 | 中國人壽保險(海外)股份有限公司
獲獎年齡 | 33
獲獎年份/獎項 | 2025傑出業務銅龍獎
頒證年份 | 2025年

Company | China Life Insurance (Overseas) Company Limited - Hong Kong Branch
Age When Honored | 33
Year/Honor Title | 2025 Bronze Dragon Award for Outstanding Agent
Year Conferred | 2025

最年長國際龍獎IDA會員 Oldest IDA Member

Solomon Hicks



公司 | Solomon Hicks Financial services Inc.
獲獎年齡 | 82
獲獎年份/獎項 | 2026傑出業務白金獎
頒證年份 | 2025-2026年

Company | Solomon Hicks Financial services Inc.
Age When Honored | 82
Year/Honor Title | 2026 Platinum Award for Outstanding Agent
Year Conferred | 2025-2026

最年輕國際龍獎IDA會員 Youngest IDA Member

龍 允 浩
Lung Wilho



公司 | 宏利人壽保險(國際)有限公司
獲獎年齡 | 18
獲獎年份/獎項 | 2017傑出業務銅龍獎
頒證年份 | 2025年

Company | Manulife (International) Limited
Age When Honored | 18
Year/Honor Title | 2017 Bronze Dragon Award for Outstanding Agent
Year Conferred | 2025

最年長國際龍獎IDA優秀主管白金獎會員 Oldest Honoree of the IDA Platinum Award for Excellent Manager

李 佳 蓉
Lee Chia Jone



公司 | 磊山保險經紀人股份有限公司
獲獎年齡 | 71
獲獎年份/獎項 | 2026優秀主管白金獎
頒證年份 | 2026年

Company | Lei Shan Insurance Broker Company Limited.
Age When Honored | 71
Year/Honor Title | 2026 Platinum Award for Excellent Manager
Year Conferred | 2026

最年輕國際龍獎IDA優秀主管白金獎會員 Youngest Honoree of the IDA Platinum Award for Excellent Manager

鍾 偉 成
Chung Wei Cheng



公司 | 富邦人壽保險股份有限公司
獲獎年齡 | 33
獲獎年份/獎項 | 2026優秀主管白金獎
頒證年份 | 2026年

Company | Fubon Life Insurance Company Limited
Age When Honored | 33
Year/Honor Title | 2026 Platinum Award for Excellent Manager
Year Conferred | 2026

最年輕國際龍獎IDA優秀主管獎會員 Youngest Honoree of IDA Excellent Manager Award

林 俊 伸
Lim Chun Shen Shawn



公司 | 友邦保險財務顧問公司
獲獎年齡 | 26
獲獎年份/獎項 | 2025優秀主管銅龍獎
頒證年份 | 2025年

Company | AIA Financial Advisers Private Limited
Age When Honored | 26
Year/Honor Title | 2025 Bronze Dragon Award for Excellent Manager
Year Conferred | 2025

IDA會員註冊， 彰顯中立、客觀、公正、嚴謹

國際龍獎IDA執行委員會秉持中立、客觀、公正、嚴謹的審核標準，所有註冊者都需取得長期壽險新契約業績保單所屬保險公司開出的證明為必要認證，再由IDA執行委員會依此審核，完善註冊作業。

2027國際龍獎IDA會員註冊辦法

■傑出業務獎

※國際龍獎IDA傑出業務獎設立標準，以36件與FYC做為註冊指標。

會員類別	註冊條件	
	個人長期壽險新契約件數	FYC（個人初年度佣金收入）
傑出業務銅龍獎	36	達到各國家地區《國際龍獎IDA》銅龍獎FYC標準
傑出業務銀龍獎	36	達到各國家地區《國際龍獎IDA》銀龍獎FYC標準
傑出業務金龍獎	36	達到各國家地區《國際龍獎IDA》金龍獎FYC標準
傑出業務白金獎	36	達到各國家地區《國際龍獎IDA》白金獎FYC標準

- ①註冊者每年必須完成36件（含）以上長期壽險新契約及個人初年度佣金FYC（含初年度新契約各項獎勵與獎金，並以所屬保險機構認證為憑）。
- ②各國家地區FYC註冊標準由國際龍獎IDA執行委員會訂定並公告。
- ③各國家地區獎項FYC標準依當地經濟發展情勢與人均所得由國際龍獎IDA執行委員會評估並訂定。
- ④年度之個人壽險新契約件數及FYC計算期間：上年度1月1日至12月31日止。
- ⑤繳交註冊費：銅龍獎／銀龍獎／金龍獎 美金400元，白金獎 美金800元。

■優秀主管獎

※國際龍獎IDA優秀主管獎的設立標準，以該主管的血緣團隊／行政隸屬中獲獎的IDA會員數註冊。

會員類別	註冊條件
優秀主管銅龍獎	組織中有3位屬員榮獲當年度《國際龍獎IDA》會員
優秀主管銀龍獎	組織中有6位屬員榮獲當年度《國際龍獎IDA》會員
優秀主管金龍獎	組織中有9位屬員榮獲當年度《國際龍獎IDA》會員
優秀主管白金獎	組織中有12位屬員榮獲當年度《國際龍獎IDA》會員

- ①組織中榮獲當年度國際龍獎IDA會員的屬員，只能納入一位優秀主管獎的註冊資格。
- ②主管的個人傑出業務獎項，不列入本人註冊優秀主管獎資格。
- ③優秀主管獎的屬員名單認定，依所屬金融保險機構認證為憑。
- ④繳交註冊費：銅龍獎／銀龍獎／金龍獎 美金400元，白金獎 美金800元。

註冊認證流程：

◎保險公司所屬業務人員

- 一、註冊者必須詳實登載相關資料及數據。
- 二、所有註冊者提出的數據證明文件，需保單所屬保險公司蓋章/簽署後，方可作為認證依據。

◎其他金融保險機構所屬業務人員

- 一、註冊者必須詳實登載相關資料及數據。
- 二、註冊者需提供由所代理保險公司出具的數據證明文件，並蓋章/簽署。所有保險公司提供的數據經匯總後，須符合IDA註冊標準。
- 三、經由所屬金融保險機構簽署/蓋章證明後，提出註冊。

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

The IDA Executive Committee upholds neutral, objective, impartial, and rigorous review standards. As a mandatory requirement, all registrants must obtain certification issued by the insurance company pertaining to their performance in new long-term life insurance policies. The IDA Executive Committee then conducts its review based on this documentation to complete registration process.

2027 IDA Membership Registration Guide

■ Outstanding Agent Award

※The eligibility criteria for the IDA Outstanding Agent Award include 36 cases and FYC.

Subcategory	Eligibility Criteria	
	No. of New Individual Long-term Life Insurance Policies	FYC (First Year Commission)
Bronze Dragon Award for Outstanding Agent	36	Meeting the country / region-specific FYC standard for IDA Bronze Dragon Award
Silver Dragon Award for Outstanding Agent	36	Meeting the country / region-specific FYC standard for IDA Silver Dragon Award
Golden Dragon Award for Outstanding Agent	36	Meeting the country / region-specific FYC standard for IDA Golden Dragon Award
Platinum Award for Outstanding Agent	36	Meeting the country / region-specific FYC standard for IDA Platinum Award

- ① Registrants must secure at least 36 new long-term life insurance policies and meet the applicable standards for First Year Commission (including all incentives and bonuses associated with first-year new policies, as duly certified by the registrant's affiliated insurance institution)
- ② The country/region-specific FYC registration standards shall be determined and released by the IDA Executive Committee.
- ③ The country/region-specific Award FYC standards shall be reviewed and determined by the IDA Executive Committee, taking into account the local economic development conditions and per capita income levels.
- ④ The assessment period for annual new life insurance policy cases and FYC is from January 1 to December 31 of the prior calendar year.
- ⑤ Registration fee: USD 400 for Bronze Dragon/Silver Dragon/Golden Dragon Award; USD 800 for Platinum Award.

■ Excellent Manager Award

※The eligibility criteria for the IDA Manager Category Award are based on the number of IDA members within a manager's directly recruited/administratively affiliated team.

Subcategory	Eligibility Criteria
Bronze Dragon Award for Excellent Manager	Leading a team with 3 members who have attained IDA membership for the current year
Silver Dragon Award for Excellent Manager	Leading a team with 6 members who have attained IDA membership for the current year
Golden Dragon Award for Excellent Manager	Leading a team with 9 members who have attained IDA membership for the current year
Platinum Award for Excellent Manager	Leading a team with 12 members who have attained IDA membership for the current year

- ① For the purpose of registration for the Excellent Manager Award, each team member who has attained IDA membership for the current year may be counted only once toward the eligibility of only one manager.
- ② The Outstanding Agent Award received by managers will not be counted toward their eligibility for the Excellent Manager Award.
- ③ The list of team members involved in the Excellent Manager Award registration will be verified based on the certification documentation issued by the registrant's financial insurance institution.
- ④ Registration fee: USD 400 for Bronze Dragon/Silver Dragon/Golden Dragon Award; USD 800 for Platinum Award.

Registration and Certification Process

◎ Insurance Company Affiliated Insurance Agents

1. Registrants must accurately provide relevant information and data.
2. All certification documentation submitted by registrants must be endorsed with a stamp or signature by the policy issuing insurance company to be accepted as valid proof.

◎ Other Financial Insurance Institution Affiliated Insurance Agents

1. Registrants must accurately provide relevant information and data.
2. Registrants must furnish certification documentation issued and endorsed with a stamp or signature by the insurance company they represent. The consolidated data provided by the insurance companies must meet the IDA eligibility criteria.
3. The registration documents must be signed or stamped by the affiliated financial insurance institutions before submission.

專屬權益，賦能IDA會員精進

成功通過資格審核成為當年度國際龍獎IDA會員後，即可享受為期一年的會員權益，其起訖時間為註冊核准年度的7月1日起，至次年度的6月30日止。會員權益的內容體現在「榮譽認證」與「學習賦能」上，包括：

榮譽認證

- ◎國際龍獎IDA榮譽獎牌（獎座）
- ◎國際龍獎IDA榮譽證書
- ◎國際龍獎IDA名人錄
- ◎國際龍獎IDA會員榮譽徽章
- ◎IDA專屬榮譽照及榮譽頭像
- ◎授權使用IDA專屬標識與品牌
- ◎當年度報名IDA年會得參與頒獎典禮
- ◎國際龍獎IDA會員電子生日賀卡
- ◎IDA高研院APP IDA智能名片
- ◎IDA高研院APP專屬會員權益

Honors and Recognition

- ◎IDA Medal (Trophy) of Honor
- ◎IDA Certificate of Honor
- ◎Induction into IDA Who's Who
- ◎Badge of Honor for IDA Members
- ◎Exclusive IDA Honor Photo and Honor Portrait
- ◎Authorized Use of Exclusive IDA Logos and Brands
- ◎Eligibility to Participate in the IDA Annual Conference Award Ceremony Upon Registration
- ◎Birthday E-Card for IDA Members
- ◎IDA College IDA Smart Business Card
- ◎IDA College Exclusive Membership Privileges

學習賦能

- ◎IDA官方APP行業前瞻信息
- ◎IDA高研院 | 院制課APP世界金融保險從業者在線終身教育第一平台
- ◎當年度國際龍獎IDA精選講師電子課件
- ◎當年度國際龍獎IDA會員電子季刊

Learning Empowerment

- ◎Access to industry foresight information on the official IDA APP
- ◎IDA College | Program APP—the world's leading online lifelong education platform for financial insurance practitioners
- ◎Access to E-Courseware of Featured Lectures by IDA Keynote Speakers for the Current Year
- ◎Access to Electronic IDA Member Quarterly for the Current Year

※ 國際龍獎 IDA 執行委員會保有修改調整會員權益內容的權利。



Exclusive Privileges: Empowering IDA Members to Seek Continuous Improvement

Upon successful qualification as an IDA member for the current year, members are entitled to a full year of exclusive membership privileges. The validity period runs from July 1 of the approval year to June 30 of the following year. Membership privileges center on “Honors and Recognition” and “Learning Empowerment”, which include:



國際龍獎IDA終身會員專屬權益

- ◎國際龍獎IDA終身會員榮譽勳章
- ◎國際龍獎IDA終身會員榮譽徽章
- ◎國際龍獎IDA終身會員專屬西服
- ◎國際龍獎IDA證書燙有「終身會員」標識
- ◎國際龍獎IDA終身會員專屬榮譽照
- ◎《IDA名人錄》、官網及IDA高研院APP上設有「國際龍獎IDA終身會員專區」

Exclusive Privileges for IDA Life Members

- ◎Medal of Honor for IDA Life Members
- ◎Badge of Honor for IDA Life Members
- ◎Exclusive Suit for IDA Life Members
- ◎The IDA certificate is embossed with the “Life Member” insignia
- ◎Exclusive Honor Photo for IDA Life Members
- ◎Being Featured in the “IDA Life Member Section” in IDA Who’s Who, on the Official IDA Website, and on IDA College

國際龍獎IDA名人堂會員專屬權益

- ◎國際龍獎IDA名人堂會員榮譽獎座
- ◎國際龍獎IDA名人堂會員榮譽徽章
- ◎國際龍獎IDA名人堂會員專屬西服
- ◎國際龍獎IDA證書燙有「名人堂」標識
- ◎國際龍獎IDA名人堂會員專屬榮譽照
- ◎《IDA名人錄》、官網及IDA高研院APP上設有「國際龍獎IDA名人堂會員專區」

Exclusive Privileges for IDA Hall of Fame Members

- ◎Trophy of Honor for IDA Hall of Fame Members
- ◎Badge of Honor for IDA Hall of Fame Members
- ◎Exclusive Suit for IDA Hall of Fame Members
- ◎The IDA certificate is embossed with the “Hall of Fame” insignia
- ◎Exclusive Honor Photo for IDA Hall of Fame Members
- ◎Being Featured in the “IDA Hall of Fame Member Section” in IDA Who’s Who, on the Official IDA Website, and on IDA College

※The IDA Executive Committee reserves the right to modify and adjust membership privileges.



IDA終身榮譽大使團

Delegation of
International Dragon Award
Honorary Lifetime Ambassadors

追求榮譽・共創偉業

Pioneering a Great Cause in the Pursuit of Honor

國際龍獎IDA終身榮譽大使團

為持續彰顯國際龍獎IDA「典範·完美·尊貴」之崇高理念，國際龍獎IDA執行委員會特別於世界金融保險業界，徵選並邀請100位優秀的、有代表性的，且具有國際龍獎IDA會員身分的保險精英，擔任「國際龍獎IDA終身榮譽大使」。

榮任國際龍獎IDA終身榮譽大使者，其各個都是在所屬國家地區、所屬保險公司中的佼佼者，不僅績效名列前茅，他們對保險從業的敬業態度、對保險意義功能的理解，抑或是追求榮譽成為行業標杆，無私為行業付出與奉獻等，都值得被尊崇與效法。

未來他們將持續彰顯國際龍獎IDA的崇高理念「典範·完美·尊貴」，發揚人壽保險保障，無私分享專業知識、技能與市場經營經驗等，以推動人壽保險的意義與價值，共同為世界金融保險業的榮譽與發展做出貢獻。

 國長 Head of Delegation 新光人壽 陳玉婷 Chen Yu Ting Shin Kong Life Insurance IDA年資IDA's seniority 19年(Year)	 富邦人壽 梁國榕 Liang Kuo Jung Fubon Life Insurance IDA年資IDA's seniority 27年(Year)	 大東方人壽 陳禮祥 Tan Lay Seong Great Eastern Life Assurance IDA年資IDA's seniority 27年(Year)
 太平人壽 韋正喜 Wei Zheng Xi Taiping Life Insurance IDA年資IDA's seniority 16年(Year)	 凱基人壽 楊臻萍 Yang Tsan Ping KGI Life Insurance IDA年資IDA's seniority 15年(Year)	 國泰人壽 陳子涵 Chen Zih Han Cathay Life Insurance IDA年資IDA's seniority 15年(Year)
 中美聯泰大都會人壽 周剛 Zhou Gang Sino-US United MetLife Insurance IDA年資IDA's seniority 13年(Year)	 台灣人壽 楊秀梅 Yang Hsiu Mei Taiwan Life Insurance IDA年資IDA's seniority 12年(Year)	 中國人壽 齊義霞 Qi Yi Xia China Life Insurance IDA年資IDA's seniority 12年(Year)
 友邦保險 曾國祥 Chan Kok Xia AIA Singapore Private Limited IDA年資IDA's seniority 8年(Year)	 友邦保險 蔡麗雲 Tjhai Lie Yun AIA Singapore Private Limited IDA年資IDA's seniority 8年(Year)	 國泰人壽 廖鴻儒 Liao Hung-Ju Cathay Life Insurance IDA年資IDA's seniority 7年(Year)

Delegation of International Dragon Award Honorary Lifetime Ambassador

To continue embodying the noble philosophy 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 philosophy 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.



宏利人壽 龍子明
Lung Chee Ming George
Manulife (International) Limited
IDA年資IDA's seniority
26年(Year)



豐隆保險 李雨鄺
Lee Sue Wee
Hong Leong Assurance Berhad
IDA年資IDA's seniority
26年(Year)



智慧保險 陳美惠
Chen Mei-Hui
Wisdom Management
IDA年資IDA's seniority
24年(Year)



友邦保險 劉翹而博士
Dr. Lao Hoi I
AIA International Limited
IDA年資IDA's seniority
21年(Year)



新光人壽 曾春燕
Tseng Chung Yen
Shin Kong Life Insurance
IDA年資IDA's seniority
20年(Year)



保誠保險 蕭卓嘉
Siu Cheuk Ka, Kathy
Prudential Hong Kong Limited
IDA年資IDA's seniority
17年(Year)



新華保險 張培幸
Zhang Pei Xing
New China Life Insurance
IDA年資IDA's seniority
14年(Year)



大東方人壽 張曙峭
Teo Mui Keow Shenile
Great Eastern Life Assurance
IDA年資IDA's seniority
14年(Year)



宏利人壽 彭遠智
Peng Yuan Zhi
Manulife (International) Limited
IDA年資IDA's seniority
14年(Year)



中信保誠人壽 朱遠平
Zhu Yuan Ping
CITIC-Prudential Life Insurance
IDA年資IDA's seniority
14年(Year)



國泰人壽 方壯莉
Fang Chang Li
Cathay Life Insurance
IDA年資IDA's seniority
13年(Year)



中國平安 史軍
Shi Jun
Ping An Life Insurance
IDA年資IDA's seniority
13年(Year)



凱基人壽 呂敏淑
Lu Min Shu
KGI Life Insurance
IDA年資IDA's seniority
12年(Year)



中宏保險 丁芬
Ding Fen
Manulife-Sinochem Life Insurance
IDA年資IDA's seniority
11年(Year)



瑞眾人壽 李炯
Li Jiong
Rui Life Insurance
IDA年資IDA's seniority
11年(Year)



百年人壽 李琴麗
Li Qin Li
Aeon Life Insurance
IDA年資IDA's seniority
9年(Year)



富衛人壽 趙思越
Chiu Sze Yuet Jessie
FWD Life Insurance
IDA年資IDA's seniority
9年(Year)



友邦保險 江瑩
Jiang Ying
AIA Financial Advisers
IDA年資IDA's seniority
8年(Year)



友邦保險 黃俐菁
Piyamon Wongthianchai
AIA Company Limited
IDA年資IDA's seniority
7年(Year)



大東方人壽 陳佳佳
Tan Tzia Tzia
Great Eastern Life Assurance
IDA年資IDA's seniority
7年(Year)



保誠保險 甘祖豪
Kam Jo-Hao
Prudential Assurance Malaysia Berhad
IDA年資IDA's seniority
6年(Year)



友邦保險 劉坤維少校
Major Jason Lau Wai Seng
AIA Berhad
IDA年資IDA's seniority
6年(Year)



富邦人壽 廖京鵬
Liao Ching Peng
Fubon Life Insurance
IDA年資IDA's seniority
6年(Year)

依IDA終身榮譽大使IDA年資排序
Sorted by seniority of IDA Lifetime
Honorary Ambassadors



世界華人保險 終身成就獎

「世界華人保險終身成就獎」是世界華人保險業最崇高的榮譽獎項，在國際龍獎IDA年會上隆重頒發，期望為世界金融保險行業樹立學習楷模與崇高典範。獲獎者其一是投入在行業的高層行政與管理，在治理公司及帶領行業前行有巨大貢獻者；其二是紮根於行業的業務前線，體現在客戶銷售、規劃與服務，抑或是團隊組織發展等面向有卓越表現者。

「世界華人保險終身成就獎」旨在肯定獲獎者在行業的重大建樹與貢獻。每年於世界各地接受行業領袖推薦，並徵詢多方意見與國際龍獎IDA執行委員會審慎評選；推選標準如下，有適合者授頒1到2位為限。

The “Worldwide Chinese Life Insurance Lifetime Achievement Award” is established to honor individuals for their significant achievements and contributions to the industry. Each year, candidates are nominated by industry leaders around the world. Following extensive consultation across the industry and rigorous selection process by the IDA Executive Committee, the award is conferred. The selection criteria are as follows, with a limit of 1 to 2 recipients honored annually, if suitable candidates are identified.

世界華人保險終身成就獎標準

- ① 於行業不同領域服務達40年以上者。
- ② 不分國籍和語言，於行業中德高望重者，樹立學習的榜樣。
- ③ 長期對行業有卓著貢獻，其中包括了：在行業的領導地位、專業領域的創新、並在行業中獲得同業的尊崇等指標。
- ④ 為行業人才培育貢獻最大心力，更為行業奉獻了一生，始終如一的精神風範，是「典範・完美・尊貴」的最佳詮釋。

Criteria for the Worldwide Chinese Life Insurance Lifetime Achievement Award

- ① Individuals with over 40 years of dedicated 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 philosophy of “Paragon, Perfection, Nobility” .

Worldwide Chinese Life Insurance Lifetime Achievement Award

The “Worldwide Chinese Life Insurance Lifetime Achievement Award” is the most prestigious honor in the global Chinese Insurance Industry. Presented at the IDA Annual Conference, it aims to establish a role model and exemplary benchmark for the financial insurance industry worldwide. Recipients are recognized in two distinct categories. The first category honors those who have made significant contributions through senior industry leadership, corporate governance and industry advancement. The second category honors those who rooted on the front lines of business, demonstrating exceptional performance in areas such as client sales, planning and service, or team and organizational development.

歷屆世界華人保險終身成就獎得主

Past Recipients of Worldwide Chinese Life Insurance Lifetime Achievement Award



2004年
友邦保險行政區域總監 黃偉慶先生



2006年
「保險教父」梅第·法克沙戴先生



2009年
新光人壽及新光金控副董事長 吳家錄先生



2012年
新光人壽駐會董事 潘柏鏐先生



2012年
遠雄人壽行銷副總經理 呂文香女士



2013年
宏利人壽保險行政區域總監 沈維燦先生



2014年
人壽保險商業同業公會理事長 林文英先生



2015年
富邦人壽董事長 鄭本源先生



2017年
友邦保險榮譽主席 林文德先生



2023年
友邦集團前首席執行官 黃經輝先生



2024年
新加坡大東方控股集團前總裁 許福成先生



2024年
馬來西亞保誠保險資深業務總監 甘志明先生



2013年
希克斯全球企業負責人 所羅門·希克斯先生



2014年
中國平安人壽首席顧問 黃宜庚先生



2016年
美國IARFC協會 國際認證財務顧問師協會美國
總會總裁 艾德文·莫洛先生



2016年
國泰人壽副董事長 黃調貴先生



2023年
友邦保險區域執行總監及榮譽顧問 容永祺先生



2023年
友邦保險澳門豐盛區高級資深區域總監 朱憲華先生



2025年
保險行銷集團 保險資訊研究發展中心院長 世界華人保險500強
團隊 執行委員會暨CIA500領導人峰會主席 陳嘉虎先生

世界華人保險

終身
成就獎



CIA 500

Chinese Insurance Agency 500

世界華人保險500強團隊

CIA500

世界華人保險500強團隊

CIA500

Chinese Insurance Agency 500

在國際龍獎IDA榮譽體系架構中，挑戰組織發展的極限路徑，CIA500獎項是國際龍獎IDA優秀主管獎所追求的中期目標，透過強化組織人力、績優人力占比、13個月保單件數繼續率等團隊關鍵指標，紮根紮深，強化團隊體質並追求CIA500榮譽，進而朝往國際龍獎IDA百人團隊的榮譽挑戰。

CIA500榮譽的誕生，目的是協助團隊在經營上更有價值，
彰顯保險團隊中的靈魂——
團隊領軍人的重要性，賦予對團隊有卓越貢獻，
屬於團隊領軍人及團隊的專屬榮耀。

Within the framework of the IDA Honor System, the CIA500 award represents a key milestone on the journey to expand the limits of organizational development. Positioned as an intermediate goal en route to the IDA Excellent Manager Award, the CIA500 honor encourages agency leaders to elevate team performance across key metrics such as Unit Headcount, Elite Members Ratio, and 13-Month Policy Persistency, setting the stage for future progression to the prestigious IDA Hundred-Elite Team distinction.

The CIA500 was established to bring greater value to team leadership, underscore the pivotal role of team leaders in the insurance industry, acknowledge their significant contributions and extend exclusive recognition to the leaders and their teams.

CIA500世界華人保險500強團隊

CIA500 Chinese Insurance Agency 500

組織管理經營是一門專業技術，一個團隊能夠長期維持高績效，且還能逐步成長、擴大組織，富有願景與使命，擁有優良、正向的團隊文化，領軍人物絕對是團隊中的重要靈魂與精神支撐。

為了進一步推動保險業務員通路持續健康發展，讓世界金融保險從業人員持續成長與進步，保險行銷集團繼設立國際龍獎IDA後，2016年為世界金融保險卓越團隊設立彰顯榮耀的標準——CIA500（世界華人保險500強團隊，Chinese Insurance Agency 500）。

「只有團隊的領軍人優秀，才會有優秀的保險從業人員；團隊領軍人更應該為人壽保險行業，作為一個中流砥柱。」CIA500榮譽的誕生，為了就是讓團隊經營更有價值，彰顯保險團隊中的靈魂——團隊領軍人的重要性，賦予對團隊有卓越貢獻，屬於團隊領軍人及團隊的專屬榮耀。

Organizational leadership represents a specialized skill set. In sustaining high performance, fostering continuous growth and expansion, and nurturing a visionary, purpose-driven culture, the leader embodies the vital essence and pillar of the team.

To further promote the robust development of insurance agency channels and foster the continuous growth of financial insurance practitioners worldwide, IMM International established the CIA500 (Chinese Insurance Agency 500) in 2016. Building upon the legacy of the International Dragon Award (IDA), this initiative sets forth a benchmark of excellence for exemplary financial insurance teams on a global scale.

“Outstanding insurance practitioners are led by exceptional team leaders—the true bedrock of the life insurance industry”. The CIA500 was established to bring greater value to team leadership, underscore the pivotal role of team leaders in the insurance industry, acknowledge their significant contributions and extend exclusive recognition to the leaders and their teams.

世界華人保險500強團隊（CIA500）執行委員會

CIA500 Executive Committee



侯希文
Hou Hsiu Wen
副主席
Vice Chair

黃美菁
Bong Mei Chin
副主席
Vice Chair

梁燕英
Liang Han Ying
副主席
Vice Chair

殷淑明
Yin Shu Ming
副主席
Vice Chair

梁天龍
Liang Tien Lung
創會主席
Founding Chair

陳嘉虎
Tan Kar Hor
主席
Chair

黃俊文
Huang Chun Wen
副主席
Vice Chair

梁家和
Liang Chia Ho
副主席
Vice Chair

張文文
Zhang Tian Tian
副主席
Vice Chair

CIA500使命—— 共榮、共進、共好

Mission of CIA500 —— We Glorify, Develop, and Excel Together

CIA500是團隊與團隊領軍人的崇高榮耀，更是凝聚世界金融保險團隊經營智慧的百科全書。CIA500以「共榮、共進、共好」為使命，引領世界金融保險團隊領軍人共同交流、分享、學習、成長，不斷拓寬格局與視野，創造團隊管理新思維，為行業更美好的未來而努力。

CIA500 stands as the pinnacle of honor for the teams and their leaders, encapsulating the collective wisdom of financial insurance team leadership worldwide. Guided by the mission of “We Glorify, Develop, and Excel Together”, CIA500 unites financial insurance team leaders worldwide in mutual exchange, collaboration, learning, and growth. Its objective is to continuously broaden their perspectives and horizons, cultivate new paradigms in team leadership, and strive collectively for a brighter future within the industry.

CIA500理念—— 做大、做強、做精

Philosophy of CIA500—— Expand, Elevate, and Cultivate Niche Excellence

CIA500的審核標準是以引導世界金融保險業以「做大、做強、做精」的發展為理念，從這一個理念出發，CIA500執行委員會分別以「組織人力」、「績優人力占比」、「13個月保單件數繼續率」3大指標為核心進行審核要求。

The CIA500 evaluation criteria are rooted in the philosophy of leading the global financial insurance industry to “Expand, Elevate, and Cultivate Niche Excellence”. With this in mind, the CIA500 Executive Committee conducts its evaluation based on three core indicators: Unit Headcount, Elite Members Ratio, and 13-Month Policy Persistency.

CIA500的3項榮譽指標

3 Key Indicators of CIA500

CIA500樹立優秀團隊領軍人的標準，用卓越團隊領軍人的影響力來為世界金融保險行業培育出更多優秀的保險從業人員，協助金融保險業更加專業理性、健康、繁榮發展。

The CIA500 sets the standard for outstanding team leaders, leverages their influence to cultivate more exceptional insurance practitioners worldwide, and drives the financial insurance industry toward a more professional, sound, and prosperous future.



標準類別 Criteria	CIA500桂冠級 (直轄組織) Laurel Crown (Directly Managed Headcount)	CIA500皇冠級 (所轄組織) Imperial Crown (Affiliated Headcount)
組織人力 Unit Headcount	≥50人 (Agents)	≥300人 (Agents)
績優人力占比 Elite Members Ratio	≥10%	≥7%
13個月保單件數繼續率 13-Month Policy Persistency	≥92%	≥90%

※CIA500執行委員會保留對各項標準每年調整的權利，以適時反映實際狀況。

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



指標 1

做大：組織人力

組織人力提升是團隊發展的根本，也是團隊領軍人的重責大任。一個向上持續發展的團隊，團隊領軍人需具備選才、育才、留才等能力，透過引進人力並成功定著等紮實經營，才能夠帶領團隊持續壯大。

Indicator 1 Expand: Unit Headcount

Headcount growth forms the foundation of team development and is a core responsibility of team leaders. For sustainable team growth, team leaders must be capable of identifying, nurturing and retaining talents. Only by attracting and successfully retaining new members can a team achieve long-term expansion.

直轄組織人力和所轄組織人力定義

1. 直轄組織人力是指團隊領軍人按保險機構的規章、業務制度、營銷團隊管理辦法等規定直接管轄的單位人力。
2. 所轄組織人力是指團隊領軍人按保險機構的規章、業務制度、營銷團隊管理辦法等規定所管轄的單位人力。
3. 直轄組織人力和所轄組織人力的數據需由申請獎項註冊的團隊所屬保險機構開具證明。

Definitions of Directly Managed Headcount and Affiliated Headcount

1. Directly Managed Headcount refers to the sales units directly managed by a team leader according to the insurance organization's regulations, business systems, and agency management methods.
2. Affiliated Headcount refers to the sales units affiliated with a team leader according to the insurance organization's regulations, business systems, and agency management methods.
3. The data on directly managed headcount and affiliated headcount must be validated by documentation issued by the insurance organization to which the registering team belongs.



指標 2

做強：績優人力占比

提升團隊夥伴產能是團隊領軍人的天職，當團隊中有愈來愈多的業務員追求國際榮譽獎項，往高目標挑戰與邁進，必能帶動團隊整體績效與產能的提升。

Indicator 2 Elevate: Elite Members Ratio

Enhancing the productivity of team members is an inherent responsibility of team leaders. As more agents in a team strive for international honors and set their sights on higher goals, the team's overall performance and productivity are certain to reach new heights.

績優人力占比定義

1. 業績數據統計時間：上年度1月1日至12月31日。
2. 績優人力：指獲得IDA個人傑出業務銅龍／銀龍／金龍／白金獎會員資格，或獲得MDRT／COT／TOT資格的人力（包含團隊領軍人本人）。
3. 績優人力占比計算：上述績優人力總和除以組織人力必須大於或等於註冊標準；同時具備IDA或MDRT資格者只按照一人一項次計入。

※績優人力若為MDRT，需提供績優人員當年度MDRT審核文件複印件證明。

註：中國大陸僅以國際龍獎IDA做為唯一資格審核條件。

Definition of Elite Members Ratio

1. Performance Data Collection Period: January 1 to December 31, Prior Year.
2. Elite Members: Encompasses individuals qualifying for IDA Bronze Dragon/Silver Dragon/Golden Dragon/Platinum Awards for Agent Category, or those qualifying for MDRT/COT/TOT membership (including team leaders themselves).
3. Calculation of Elite Members Ratio: The total count of elite members divided by the unit headcount must meet or surpass the criteria eligibility; individuals qualifying for both IDA and MDRT are counted only once.

※For MDRT qualifiers, a copy of the current year's MDRT certification is required.

Note: In Mainland China, IDA is the only criteria for evaluating CIA500 eligibility.

CIA500的審核理念

1. CIA500標準每年將按行業發展狀況進行相應調整，以充分反映及提升世界金融保險精英團隊的水平。
2. 由於各地區及各保險機構經營環境及市場成熟度有別，團隊規模及人力的發展存在較大差異，CIA500執行委員依據此現況將會員分為「CIA500桂冠級」及「CIA500皇冠級」，以更加切合不同發展階段的團隊進行註冊。
3. 「CIA500桂冠級」是以團隊領軍人的直轄組織規模（人力）為依據，而「CIA500皇冠級」是以團隊領軍人的所轄組織規模（人力）為依據提出獎項的註冊。
4. 團隊領軍人既可單獨以直轄組織註冊「CIA500桂冠級」，以所轄組織註冊「CIA500皇冠級」，亦可同時以直轄組織及所轄組織註冊「CIA500桂冠級」和「CIA500皇冠級」。

指標 3

做精：13個月保單件數繼續率

團隊13個月保單件數繼續率的高低，代表著團隊整體銷售模式與服務的品質，優質規劃的每一份保單，將為團隊夥伴奠定永續經營的基礎，反映出一個團隊發展的穩定度，更決定了團隊發展的未來。

Indicator 3 Cultivate Niche Excellence: 13-Month Policy Persistency

A team's 13-month policy persistency reflects its overall sales approach and service quality. Each well-structured policy serves as a cornerstone for sustainable operations, indicating the level of stability in team growth in hinting at its future development prospects.

13個月保單件數繼續率

申獎團隊以公司既有的13個月保單件數繼續率的計算方法為原則，截止至上年度12月31日的13個月保單件數繼續率，13個月保單件數繼續率的資料需由註冊團隊所屬公司開具證明。

13-Month Policy Persistency

The registrant's 13-Month Policy Persistency shall be calculated in accordance with their respective insurance institution's existing method, as of December 31 of the prior year. Supporting documentation must be officially certified by the registrant's respective insurance institution.



CIA500 Qualification Framework

1. The CIA500 criteria will be updated annually in response to industry developments, ensuring that they fully reflect and elevate the standards for elite financial insurance teams worldwide.
2. As business environments and market maturity vary across regions and insurance institutions, teams differ significantly in scale and headcount growth. To better align with the developmental stages of different teams, the CIA500 Executive Committee categorizes the awards into "CIA500 Laurel Crown" and "CIA500 Imperial Crown".
3. "CIA500 Laurel Crown" is granted based on the size (headcount) of the directly managed unit of the registering team leader, while "CIA500 Imperial Crown" is based on the size (headcount) of the affiliated unit of the registering team leader.
4. Team leaders may register for either or both, with "CIA500 Laurel Crown" based on their directly managed headcount, and "CIA500 Imperial Crown" based on their affiliated headcount.

CIA500獎項對保險公司 與團隊經營的意義

1. 世界水平榮耀

CIA500定義出優秀團隊的標準，透過與世界優質業務隊伍共享國際獎項榮耀，引領團隊持續聚焦高目標、提升經營績效並締造新紀錄，推進世界金融保險業的成長與發展。

2. 優質團隊品牌

團隊領軍人透過對CIA500三項指標的追求，提升團隊組織人力與經營的績效與品質，打造出團隊高素質、高績效與高收入的品牌形象。

3. 強大業務效應

CIA500榮譽所帶來的品牌效應，將帶動保險公司與團隊組織的人力增長與績效提升，更能為行業與保險公司樹立起標杆，發揮引領與榜樣的力量。



The Significance of the CIA500 Award to Insurance Company and Team Management

1. Setting the Bar for Elite Teams

The CIA500 defines the benchmark of excellence for elite teams. By sharing the prestigious international honor with top-performing agency teams worldwide, it inspires them to continuously focus on ambitious goals, enhance their business performance, and set new records, thereby advancing the growth and development of the global financial insurance industry.

2. Building a Premium Team Brand

By striving to meet the three CIA500 indicators, team leaders enhance the performance and quality of talent development and operations, crafting a brand image defined by superior caliber, high performance, and high earnings.

3. Driving Business Impact

The prestige of the CIA500 honor boosts talent acquisition and performance elevation across insurance companies and agency teams. Furthermore, it establishes the ultimate benchmark for the industry, serving as a powerful beacon of leadership and a paragon of excellence.



CIA500會員註冊流程

CIA500 Membership Registration Process

* 每年4月1日～6月30日開放註冊（超出此期限提出的註冊將不予受理）

* Registration Period: Annually from April 1 to June 30

(Registrations received beyond this period will not be accepted)

1.填寫註冊者數據

註冊人以其直轄或所轄團隊的前一年度（1月1日至12月31日）的各項指標為依據，於次年度提出註冊。

2.提交績優人力證明文件

IDA或MDRT當年度達標且註冊人員（績優人力若為MDRT，需提供績優人員當年度MDRT審核文件複印件證明）。

3.提交公司證明文件

需公司主管簽署，並加蓋有效公司章。

4.完成調研問卷提交電子相片

個人全身／半身電子照片Email至 immcia500@163.com或CIA500執行委員會相關人員，請註明：「公司、地區、姓名、註冊獎項」

5.遞交註冊書

註冊書原件及相關資料，請提交至CIA500執行委員會各地區服務中心

6.支付註冊費用

支付方式：現金、銀行轉帳、QRcode付款；請註明：「公司、地區、姓名、註冊獎項」。

1.Complete Registrant Details

Registrants must submit their registration in the following year, based on the performance indicators of their directly managed or affiliated teams from the prior calendar year (January 1 to December 31).

2.Submit Elite Member Certification

Individuals who have qualified and registered for IDA or MDRT for the current year. (For MDRT qualifiers, a copy of the current year's MDRT certification is required)

3. Submit Company Certification

Certification must be signed by a company supervisor and bear the official company seal.

4. Complete the Survey and Submit Digital Photos

Please email full-body or half-body digital photos to immcia500@163.com or the designated CIA500 Executive committee personnel, specifying the email subject as "Company, Region, Name, and Registered Award Category".

5.Submit Registration Form

The original registration form and related materials should be submitted to the respective regional service centers of the CIA500 Executive Committee.

6.Pay Registration Fee

Payment can be made in cash, via bank transfer, or using a QR payment code. Please specify "Company, Region, Name, and Registered Award Category" in the payment reference.

註：中國大陸僅以國際龍獎IDA作為唯一資格審核條件。

※Please note: For registrants from Mainland China, the IDA is recognized as the sole eligibility criterion.

CIA500會員專屬權益

CIA500 Exclusive Membership Privileges

經審核通過成為CIA500會員，可享有為期一年的會員權益，起始時間為註冊核准年度的9月1日起至次年度的8月31日為止，會員權益包括：

Upon successful qualification, CIA500 members are entitled to one year of exclusive membership privileges, effective from September 1 of the approval year to August 31 of the following year. Membership privileges include:



1. 當年度CIA500會員榮譽獎牌
2. 當年度CIA500會員榮譽證書
3. 榮登當年度CIA500名人錄
4. CIA500榮譽徽章
5. CIA500專屬榮譽恭賀照、恭賀信函
6. CIA500專屬生日賀卡
7. 授权使用CIA500專屬標識與稱謂
8. 於媒體發布與推廣CIA500品牌
9. 優先獲得CIA500調研成果報告
10. CIA500網站及微信公眾平臺資訊發布
11. IDA高研院APP CIA500榮譽殿堂資訊發布



1. CIA500 Honorary Medal for the Current Year
2. CIA500 Membership Certificate for the Current Year
3. Induction into CIA500 Who's Who for the Current Year
4. CIA500 Honorary Lapel Pin
5. CIA500 Exclusive Congratulatory Photo and Letter
6. CIA500 Exclusive Birthday Card
7. Authorized Use of CIA500 Exclusive Logo and Title
8. Media Coverage and Promotion of CIA500 Brand
9. Priority Access to CIA500 Research Reports
10. Feature Announcement on CIA500 Website and WeChat Platform
11. Feature Announcement on IDA College CIA 500 Hall of Fame

※CIA500執行委員會保有修改調整會員權益內容的權利。

※The CIA500 Executive Committee reserves the right to modify and adjust membership privileges.

逾40年的積累，
國際龍獎IDA
成功基因庫



The background features a light gray grid of dots connected by thin lines, creating a network-like pattern. A solid red rectangular banner is positioned in the upper middle section, containing white text. Below the banner, the grid pattern continues with larger, more prominent dots and lines.

IDA Success DNA Bank: A 40-Plus-Year Legacy of Industry Wisdom

國際龍獎IDA成功基因庫 建置保險經營生態系， 賦能國際龍獎IDA

榮譽與教育驅動世界金融保險從業人員卓越與成長

為引領世界金融保險從業人員提升專業素養、形象與社會地位，保險行銷集團建置保險經營生態系，協助世界金融保險從業人員進步與成長，賦能保險從業人員。

「國際龍獎IDA成功基因庫」，將2大成長核心「榮譽」與「教育」相結合，不僅協助保險從業人員邁向優秀，更可進階成為世界級國際龍獎IDA會員。

保險行銷集團於行業中提供豐富、多元的學習資源系統，協助保險從業人員透過長期學習，提升專業知識與績效產能、建立正確的從業價值觀，持續彰顯保險的價值與意義，鼓勵並陪伴保險從業人員聚焦、達標並持續完成國際龍獎IDA。

Comprehensive Learning Channels to Broaden Professional Horizons 開拓視野格局全方位學習管道

**榮譽
Honor**

Professional Publications

常態性知識學習體系

Continuous Knowledge Learning System

SINCE 1983

**專業
出版**

Philanthropic Initiatives

以愛回饋社會 保險大愛實踐

Sharing Love, Serving Society : The Greater Good of Insurance

SINCE 1996

**愛心
公益**

挑戰業務銷售體系的極限
Challenge the limits of the sales
performance system

名人堂 IDA Hall of Fame / 終身會員 IDA Life Member

**國際龍獎IDA
榮譽體系**

挑戰堅持

Challenge the limits

國際龍獎IDA傑出業務銅龍獎
IDA Bronze Dragon Award for Outstanding Agent
國際龍獎IDA傑出業務銀龍獎
IDA Silver Dragon Award for Outstanding Agent
國際龍獎IDA傑出業務金龍獎
IDA Golden Dragon Award for Outstanding Agent
國際龍獎IDA傑出業務白金獎
IDA Platinum Award for Outstanding Agent
國際龍獎IDA百人榮譽
IDA Hundred Honors



國際龍獎IDA

Technology Empowerment

**科技
賦能**



IDA 高研院
IDA College

IDA Success DNA Bank

Building an Insurance Business Ecosystem to Empower IDA

Honor and Education: The Dual Engines Driving Excellence and Growth for Financial Insurance Practitioners Worldwide

To lead global financial insurance practitioners in elevating their professionalism, image, and social standing, IMM International has built an insurance business ecosystem that supports their advancement and growth, empowering them to thrive.

By integrating the dual engines of “Honor” and “Education”, the IDA Success DNA Bank propels insurance practitioners in their pursuit of excellence and progression toward the world-class IDA membership.

IMM International provides a robust and diverse ecosystem of learning resources designed to help insurance practitioners enhance their professional knowledge and productivity through sustained learning, while cultivating sound professional values and continuously demonstrating the profound

significance of insurance. It encourages and accompanies practitioners as they set their sights on the IDA, meet its eligibility criteria, and sustain this achievement year after year.

SINCE 1996

國際
會議

International Conferences



教育
Education

IDA honor
system

的極限

of perseverance

挑戰組織發展體系的極限
Challenge the limits of the organizational
development system

終身會員 / 名人堂 / 國際龍獎IDA
IDA Life Member / IDA Hall of Fame / 世紀傳奇百人團隊
IDA Century Legend Team



SINCE 1998

國際龍獎—DA千人團隊
IDA Thousand-Elite Team
國際龍獎—DA百人團隊
IDA Hundred-Elite Team
CIASOO 桂冠獎—皇冠獎
國際龍獎—DA優秀主管白金獎
IDA Platinum Award for Excellent Manager
國際龍獎—DA優秀主管金龍獎
IDA Golden Dragon Award for Excellent Manager
國際龍獎—DA優秀主管銀龍獎
IDA Silver Dragon Award for Excellent Manager
國際龍獎—DA優秀主管銅龍獎
IDA Bronze Dragon Award for Excellent Manager

認證
培訓

Certification and Training

國際化專業認證培訓資源

Global Professional Certification and Training Resources

SINCE 2002



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智庫

Visionary Think Tank

保險趨勢洞察 掌握從業方向

Insurance Trend Insights: Chart Your Professional Path



高研院 SINCE 2021 院制課 SINCE 2021

專業出版 Professional Publications



保險行銷集團以客觀、中立的視角，為世界金融保險行業提供專業的金融保險叢書及展業工具，至今已超過5,000萬餘冊，是世界華人保險業界發行量最廣、影響力最深遠的專業出版刊物。

獲邀出書的作者皆來自17個國家與地區、逾250家金融保險機構的國際龍獎IDA會員，內容聚焦在銷售實務、組織管理、財富傳承與專業認知等，旨在為世界金融保險從業人員的永續發展注入養分。

From an objective and neutral perspective, IMM International provides professional financial insurance publications and business tools for the global financial insurance industry. With over 50 million copies distributed to date, they stand as the most widely circulated and profoundly influential professional publications in the Chinese insurance industry worldwide.

All invited authors are IDA members representing over 250 financial insurance institutions across 17 countries and regions. Their published works cover topics such as sales practices, organizational management, wealth succession, and professional acumen, offering valuable insights that support the sustainable development of financial insurance practitioners worldwide.



1989年，全球第一本以華人壽險從業人員為讀者對象的專業雜誌創刊，它以提升世界金融保險從業人員的專業素養、形象和社會地位為使命，發行中文繁體版、中文國際版、中文簡體版3種版本，透過文字的力量，為世界金融保險業的理性發展與繁榮注入前行動力。2021年，因應市場變化，中文簡體版升級為每月一個核心主題深入研究的雜誌書，深度剖析壽險行銷與管理問題，分享行業頂尖人士的成功經驗，廣受市場歡迎。

雜誌創刊至今37年來，共採訪9,000多位海內外產、官、學專家及卓越成功人物，呈現60,000多個版面，數萬篇採訪報導文章，將保險業愛的使命、正確的價值觀與成功經驗等傳遞到世界各地，讀者遍及17個國家地區，長期訂戶數累計超過210,000人。

In 1989, IMM international pioneered the world's first professional magazine dedicated to Chinese life insurance practitioners. Its primary mission was to elevate the professionalism, image, and social standing of financial insurance practitioners worldwide. To cater to diverse markets, the magazine was published in three editions: Traditional Chinese, International Chinese, and Simplified Chinese. With the power of words, it continues to fuel the rational development and prosperity of the global financial insurance industry. In 2021, in response to evolving market dynamics, the Simplified Chinese edition was upgraded into a monthly magazine-book featuring in-depth explorations of a single core theme each issue. Delving into key topics in life insurance marketing and management, and sharing the success stories of top industry leaders, it has gained widespread market acclaim.

Over the past 37 years, the magazines have featured interviews with over 9,000 experts and outstanding achievers from industry, government, and academia, both domestically and internationally. Spanning more than 60,000 pages and tens of thousands of articles, it has conveyed the mission of love, sound values, and success stories within the insurance industry to readers worldwide. The magazine reaches readers in 17 countries and regions, with a cumulative loyal subscriber base exceeding 210,000.



國際會議 International Conferences



世界華人保險大會 Worldwide Chinese Life Insurance Congress

1996年第一屆世界華人保險大會於台北拉開帷幕，大會每2年舉辦一次，至今已陸續於全球近20座城市成功舉辦。30年來，世界華人保險大會一直致力於為世界金融保險業打造一個不受語言、地域、公司、民族、文化限制的學習殿堂，建構國際性、專業性及高水平的交流平台，累計至今參與人數近100,000人。

The first Worldwide Chinese Life Insurance Congress was inaugurated in Taipei in 1996 and has since been held biennially, successfully convened in nearly 20 cities around the world. For 30 years, the Congress has been dedicated to creating a learning platform for the global financial insurance industry—one that transcends boundaries of language, region, company, ethnicity, and culture. It has established an international, professional, and high-caliber exchange platform, attracting nearly 100,000 participants to date.



國際龍獎IDA年會 IDA Annual Conference

國際龍獎IDA年會自2000年起，每年於世界各地舉開，至今超過20個城市，吸引近170,000人共襄盛舉。多年來舉辦大會、上百場的經驗交流分享，邀請近千位講師，剖析銷售與組織發展等面向的實務經驗，力求給予與會精英最大的啟示與鼓舞，提供知識盛宴。大會更舉開IFOF國際金融前瞻論壇，盛邀全球各大保險公司的高層領導在金融核心等領域，進行交流與學習，以洞悉世界金融趨勢的最新脈絡。經過多年的經營與積累，國際龍獎IDA年會在世界金融保險業界建立了廣泛且深遠的影響。

國際龍獎IDA年會中的榮耀禮讚、龍之夜頒獎典禮，是國際龍獎IDA會員最尊貴、榮耀、感動的時刻，國際龍獎IDA會員站上榮耀的舞台，過去一年年辛勤付出、汗與淚交織出輝煌的成就，都在國際龍獎IDA頒獎典禮大放異彩。

Since 2000, the IDA Annual Conference has been held in over 20 cities worldwide, attracting nearly 170,000 participants. Over the years, it has hosted hundreds of experience-sharing sessions and invited nearly a thousand speakers who shared practical insights on sales and organizational development—delivering an intellectual feast that has inspired and empowered industry elites. The Conference also features the International Financial Outlook Forum (IFOF), which brings together senior executives from leading insurance companies worldwide to exchange strategic insights and foster high-level dialogue across core financial sectors, providing them with forward-looking perspectives to navigate the latest global financial trends. With years of continuous development and deep industry engagement, the IDA Annual Conference has established a broad and lasting influence across the global financial insurance industry.

The IDA Honor Salute and the Dragon Night Award Ceremony stand as the most prestigious, glorious, and profoundly moving moments for IDA members. Stepping onto this stage of honor represents the culmination of years of dedication and perseverance—a journey paved with hard work, sweat and tears that finally bursts into brilliant achievement at the IDA Award Ceremony.





CIA500 領導人峰會

Chinese Insurance Agency 500
世界華人保險500強團隊領導人峰會

CIA500世界華人保險500強團隊領導人峰會自2016年在杭州啟動，透過會員之間經驗分享、交流與合作，協助團隊領軍人不斷拓寬經營格局與視野，創建世界金融保險行銷團隊經營的新思維，引領行業朝著更高、更快、更健康的方向發展。

經由CIA500執行委員會搭建的「CIA500世界學府」平台，邀請當屆CIA500會員借助個人團隊經營的卓越經驗，引領世界金融保險業共同成長，助力有願景及永續發展之CIA500領導人峰會參會領軍人，共同實現CIA500「共榮、共進、共好」的使命，實踐「做大、做強、做精」的理念。

Launched in Hangzhou in 2016, the CIA500 Summit fosters experience sharing, exchange, and collaboration among its members. It empowers team leaders to continuously broaden their business perspectives and shape an innovative mindset for global financial insurance marketing team management, and steer the industry toward higher, faster, and healthier development.

Established by the CIA500 Executive Committee, the CIA500 World Academy platform invites current CIA500 members to leverage their exceptional team management experience to drive the collective growth of the global financial insurance industry. By empowering visionary team leaders committed to sustainable development, it aims to jointly fulfill the mission of CIA500— “We Glorify, Develop, and Excel Together” — and embody the philosophy of “Expanding, Elevating, and Cultivating Niche Excellence” across the financial insurance industry.



IARFC 大中華區年會

在多變的時局下，保險事業的經營必然走向專業化之路。每年舉辦的IARFC大中華區年會，兩岸四地的財務顧問規劃師在同一平台上，聚集一堂，透過交流分享，共同探討如何將財務規劃觀念落實，並執行於工作之中。

In the face of fast-evolving market landscapes, the insurance business must inevitably commit to a path of professionalization. The IARFC Greater China Annual Conference brings together financial planning advisors from across Greater China onto a unified platform. Through insightful exchange, they explore ways to implement financial planning concepts in their work.



為提升世界金融保險行業的專業形象，保險行銷集團積極於全球各地舉辦國際型保險會議，打造符合當地市場需求的高質量學習，引領金融保險從業人員持續成長與精進。

To elevate the stature of the global financial insurance industry, IMM International actively convenes international insurance conferences across the globe, offering high-quality, market-specific learning platforms that support financial insurance practitioners toward continuous growth and advancement.

世界華人保險大會系列活動

世界華人保險大會系列活動至今已有30年歷史，歷經城市超過60個，舉辦場次近300場，參與人數近300,000人。透過邀請海內外業界頂尖精英分享，探討保險事業永續發展之路，為當地保險市場的經營，注入一股正面積極的力量！

Marking a 30-year milestone, the Worldwide Chinese Life Insurance Congress Series Events has spanned more than 60 cities, staging nearly 300 sessions and attracting almost 300,000 participants. By gathering top-tier industry elites across the globe to share insights on the sustainable development of insurance business, the Congress injects powerful and positive momentum into local insurance markets.



全國華語壽險研討會

National Chinese Life Insurance Congress

全國華語壽險研討會自1997年創辦發展至今，已有逾50,000名壽險精英參會學習成長，並透過獎項的設立，建構榮譽的平台，肯定與表揚壽險業精英的傑出表現，儼然成為該市場壽險業的年度盛會。

Since its inception in 1997, the National Chinese Life Insurance Conference has drawn over 50,000 life insurance elites to learn, grow and achieve professional excellence. By establishing a dedicated award system, the Conference has built a prestigious platform of honor to recognize and celebrate the outstanding achievements of industry professionals. Today, it proudly stands as the premier annual event in the local life insurance market.



保險行銷創世紀盛典 IDA DAY

Insurance Marketing Century Creation Ceremony

為促進金融保險業正向發展，並持續傳遞保險行業專業資訊、知識、技能，因而舉辦國際級高規格的保險行銷盛會，彙集世界級講師和前瞻性議題，安排創新多元的課程，提供金融保險從業人員正確的價值觀與發展方向。

With the aim of fostering the sound development of the financial insurance industry and continuously sharing professional information, knowledge, and skills, this high-caliber international insurance marketing summit was established. It convenes world-class speakers and offers forward-thinking topics alongside innovative and diverse programs, guiding financial insurance professionals toward right values and clear direction for professional growth.



認證培訓 Certification and Training



世界華人保險教育訓練機構（Worldwide Chinese Insurance Training Institute，簡稱WCIT華保教育）是保險行銷集團於2012年在香港註冊成立的保險培訓機構，為「提升世界金融保險從業人員的專業素養、形象與社會地位，以及成為國際級榮譽殿堂的尊貴人士」為機構使命。

The Worldwide Chinese Insurance Training Institute (WCIT) is an insurance education and training institution established by IMM International and registered in Hong Kong in 2012. Its mission is “to elevate the professionalism, image, and social standing of practitioners in the global financial insurance industry, while empowering them to attain international recognition and honor”.



國際認證財務顧問師（RFC），為美國三大財務規劃專業認證之一，其宗旨在於協助人們做好更貼切的金錢運用、儲蓄、消費、保險、投資和理財規劃，以達到均衡、富裕、美滿、沒有遺憾的人生。IARFC於2002年授權保險行銷集團在大中華地區推動該認證課程，至今已超過25,000名精英取得其專業證照，獲得會員資格。

The Registered Financial Consultant (RFC) is one of the top three financial planning certifications in the United States. It aims to assist individuals in making prudent use of money through saving, spending, insurance, investment, and financial planning—empowering them to live a balanced, affluent, fulfilling, and regret-free life.

In 2002, the International Association of Registered Financial Consultants (IARFC) authorized IMM International to promote this certification program across Greater China. To date, over 25,000 elite professionals have obtained this certification and membership.



認證退休規劃師（ChRP）為首項大中華區退休規劃專業認證，協助世界金融保險從業人員為客戶提供優質退休規劃，提升退休養老生活品質，成就圓滿人生。ChRP自2012年推動以來，至今已有超過18,000名精英取得該專業證照，獲得會員資格。

The Chartered Retirement Planner (ChRP) is the first professional retirement planning certification in Greater China. It equips financial insurance practitioners worldwide to provide clients with quality retirement planning services, helping them enhance their post-retirement well-being and achieve a fulfilling and rewarding life. Since its launch in 2012, over 18,000 elite professionals have attained this certification and membership.





認證家族財富傳承規劃師（CFWP），提供全方位家族財富傳承搭建及規劃，用實務案例分析及使用操作範本，協助金融保險從業人員成為其客戶所信賴的家族財富顧問。

The Chartered Family Wealth Planner (CFWP) certification equips financial insurance practitioners with comprehensive family wealth succession planning skills through practical case studies and operational templates, empowering them to become trusted family wealth advisors to their clients.



壽險營業單位會議經營管理師（IAMA）提供一套完整的壽險行銷單位會議經營系統，提升營業主管會議經營的能力，讓會議經營成為營業單位主管的核心競爭力。

The Insurance Agency Meeting Administrator (IAMA) offers a complete meeting management system tailored for life insurance agencies. By empowering agency leaders to conduct more productive meetings, the program turns meeting management into a key competitive advantage for agency growth.



前瞻智庫 Visionary Think Tank



保險資訊研究發展中心（Insurance Information Research & Development Center，簡稱IRDC），是保險行銷集團於2002年成立的一個專為世界金融保險業服務的調研機構。其成立的宗旨在於透過科學與理性的調研資料，協助世界金融保險從業人員在經營的過程中突破展業瓶頸、提高運營績效。

自2018年，IRDC與北京大學滙豐商學院風險管理與保險資訊研究發展中心共同合作，調研發布「中國保險仲介市場生態白皮書」，對世界金融保險從業人員的生態調查及團隊建設與個人品牌等項目發起調研深入研究，期望給保險從業人員一個經營管理的科學依據，以幫助保險從業人員做出正確的規劃與決策。

Established in 2002 by IMM International, the Insurance Information Research & Development Center (IRDC) is a premier research institute dedicated exclusively to the global financial insurance sector. Its goal is to enable access to scientific and rational research data, helping financial insurance practitioners worldwide overcome business development challenges and boost operational efficiency.

Since 2018, the IRDC has collaborated with the Risk Management and Insurance Research Center (RMIRC) at Peking University HSBC Business School to conduct research and publish the White Paper on the Ecosystem of China's Insurance Intermediaries Market. Through in-depth studies on the professional ecosystem, team building practices, and personal branding of global financial insurance practitioners, this initiative aims to provide a scientific basis for practitioners' management and operations, enabling them to make well-informed plans and strategic decisions.



科技賦能 Technology Empowerment



IDA高研院 | 院制課
IDA College Program

保險業AI教育訓練平臺

Insurance Industry AI Education and Training Platform

【IDA高研院|院制課】於2021年開始籌備，2024年在馬來西亞吉隆坡全球發佈。作為以AI技術驅動的線上教育全球領先平臺。目前平臺學員已覆蓋11個國家與地區，97家金融保險機構的從業者。現擁有中文簡體、中文繁體、英文三個版本，將陸續推出馬來文、印尼文、越南文、泰文等多語言版本，已累計超過26家全球金融保險機構的績優代表成為IDA院制課的授課老師，為全球金融保險行業提供長期、系統、深度的人才培養與教育培訓解決方案。

The IDA College Program started in 2021 and launched globally in Kuala Lumpur, Malaysia, in 2024. As a world-leading, AI-driven online education platform, it currently serves practitioners across 97 financial and insurance institutions in 11 countries and regions. The platform is available in Simplified Chinese, Traditional Chinese, and English, with plans to add Malay, Indonesian, Vietnamese, Thai, and more. To date, 26 top representatives from global insurance institutions have joined IDA College Program as instructors, providing the global financial and insurance industry with long-term, systematic, and in-depth talent development and educational training solutions.

AI小銷 保險行業專家大模型 AI Selly: The Insurance Industry's Expert Large Model

【AI小銷】是保銷集團依託40餘年全球保險行業積累的獨家數據資產，獨立研發並垂直於保險領域的專家大模型。通過自主研發的AI演算法與技術架構，AI小銷可賦能高效學習，實現即時回饋與AI實戰演練，為保險展業提供多元思路和解決方案，助力保險公司與壽險顧問實現績效產能提升！

AI Selly is the Insurance Industry's Expert Large Model, developed by IMM International. It is built on over 40 years of exclusive data assets accumulated from the global insurance industry. Powered by advanced AI algorithms and technical architecture, AI Selly empowers agents with highly efficient learning capabilities, enabling instant feedback and immersive AI-driven practical simulations. It provides diverse perspectives and strategic solutions for insurance business development, helping insurance companies and insurance advisors significantly boost performance and productivity!

國家互聯網資訊辦公室深度合成服務演算法備案 Algorithm Filing for Deep Synthesis Services by the CAC

IDA高研院保險實戰訓練劇本生成演算法
Insurance Scenario-Based Practical Training Script Generation Algorithm
網信算備440106623700801250023號

IDA高研院保險業務多層漸進式意識別生成演算法
Multi-layered Progressive Intent Recognition Algorithm for Insurance Business
網信算備440106623700801250031號

IDA高研院保險業務解決方案生成演算法
Insurance Business Solution Generation Algorithm
網信算備440106623700801260043號

IDA高研院課程訓練助教演算法
AI Teaching Assistant Algorithm for Course Training
網信算備440106623700801250015號



掃碼體驗
IDA院制課
Scan to Experience
IDA College Program

保銷科技-專業資質 IMM Tech - Professional Qualifications



廣播電視節目製作經營許可證
Radio & TV Program Production License



增值電信業務經營許可證
Value-Added Telecom Business License



出版刊物經營許可證
Publication Business License

保銷科技-安全資質 IMM Tech - Security Certifications



ISO27001
資訊安全管理體系認證
Information Security Management System



ISO9001
質量管理體系認證
Quality Management System



ISO20000
信息技術服務管理體系認證
IT Service Management System



信息安全等級保護三級認證
MLPS Tier 3 Filing Certificate

課程作品版權登記 Work Copyright Registration (400+)



軟體著作權登記證書 Software Copyright Registration (15+)



愛心公益 Philanthropic Initiatives



世界華人保險慈善公益推廣會
Worldwide Chinese Life Insurance Philanthropy Promotion Committee

世界華人保險慈善公益推廣會以「播下點滴之源，孕育浩瀚希望」為號召，期望創造一個專屬於世界金融保險業的慈善平臺，於世界各地凝聚最具愛心的保險從業人員，以行動實現保險關愛，彰顯保險從業人員回饋社會的一面，提升整體保險業的形象及地位。

世界華人保險慈善公益推廣會於2008年新加坡世界華人保險大會中，響應浙江省新華愛心教育基金會「撿回珍珠計畫」，至今已有18年。足跡遍及25個省市，開設413個珍珠班，幫助17,953位高中段珍珠生重返校園；與浙江省新華教育基金會合作的「撿回珍珠計畫-大學段獎助學金」，已幫助403位初入大一的珍珠生自信、從容地走向大學生活。世界華人保險慈善公益推廣會自1996年推動公益項目至今，共募集善款人民幣1億3670萬元，折合新台幣6億3400萬元。

自2018年與財團法人愛心第二春文教基金會共同參與「小珍珠助學計畫」，已開設156個小珍珠班，幫助了939名「家庭弱勢、學習落後」的小珍珠學生，共募集新台幣3,758餘萬元善款。

Guided by the motto “A seed of love • a harvest of hope”, the Worldwide Chinese Life Insurance Philanthropy Promotion Committee is committed to establishing an exclusive philanthropic platform for the global financial insurance sector. It brings together the most compassionate insurance practitioners worldwide, demonstrating the care and social responsibility of insurance practitioners, and elevating the overall image and social standing of the insurance industry.

It has been 18 years since the Committee first responded to the call of “Hope for Pearls”, an initiative launched by Xin Hua Education Foundation at the 2008 Worldwide Chinese Life Insurance Congress in Singapore. Over the years, the initiative has expanded across 25 provinces and cities, establishing 413 Pearl Classes. It has helped 17,953 high school students gain access to education.

The “Hope for Pearls – University Pearl Student Scholarship Program”, in collaboration with Xin Hua Education Foundation, has helped 403 first-year Pearl Students in transitioning into university with confidence and composure. Since 1996, the Worldwide Chinese Life Insurance Philanthropy Promotion Committee has raised RMB 136.7 million in charitable donations, equivalent to NT\$ 634 million.

Since 2018, the Worldwide Chinese Life Insurance Philanthropy Promotion Committee has jointly launched the “Little Pearl Student-Aid Program” with the Renewal Foundation Taiwan. The initiative has established 156 Little Pearl Classes, supported 939 students from underprivileged families facing academic challenges, and raised over NT\$37.58 million in charitable donations.



國際龍獎IDA

引領世界金融保險從業人員，追求世界級的標準與榮譽，為世界金融保險業定義績優，給予從業人員明確的發展與成長方向。

International Dragon Award IDA

Guiding financial insurance professionals worldwide to pursue world-class standards and recognition, defining excellence for the global insurance industry, and providing a clear direction for their professional development and growth.

國際龍獎IDA榮譽體系

為世界金融保險從業人員提供長期經營與發展的成功路徑，更為所屬的金融機構、組織團隊挹注穩健發展的基石。

International Dragon Award IDA Honor System

Offering financial insurance practitioners worldwide a proven path to long-term success and sustainable development, while serving as a solid cornerstone for the steady growth of their affiliated financial institutions and agency teams.



國際龍獎IDA成功基因庫

保險行銷集團建置保險經營生態系，協助世界金融保險從業人員進步與成長，賦能保險從業人員。「國際龍獎IDA成功基因庫」將2大成長核心「榮譽」與「教育」相結合，不僅協助保險從業人員邁向優秀，更進階成為世界級國際龍獎IDA會員。

International Dragon Award IDA Success DNA Bank

Developed by IMM International as an insurance business ecosystem, the IDA Success DNA Bank supports the advancement and growth of financial insurance practitioners by empowering them from within. By integrating the two core engines of “Honor” and “Education,” it not only helps insurance practitioners achieve excellence but also enables them to advance toward world-class IDA membership.

**共創典範、完美、尊貴的保險人生，
同行，不止於此刻，我們與您共赴每一階段的重要旅程。**

**Together, we create an insurance career defined by
“Paragon, Perfection, and Nobility.”**

**Our journey continues far beyond this moment—we stand with you
at every significant milestone along the way.**