



JCIHK 2023 Membership Affairs Area **Networker Award Scheme**

The Junior Chamber International Hong Kong (JCIHK) Networker Award Scheme is launched to encourage Member Referral, as well as to facilitate Membership Extension, Conversion and Retention of Individual Members and Local Chapters. Awardees will be recognized in Joint Directors Meetings (JDM) or National Convention (NC) with certificates presented by National President (or distinguished guests) and being witnessed by all Local Chapters. The Award Scheme consists of:

A. Individual Awards

- (1) Outstanding Networker
- (2) Networker Championship
- (3) Rookie Awards

B. Chapter Awards

- (1) Outstanding Chapter in Recruitment
- (2) Outstanding Chapter in Conversion
- (3) Highest Rate of Member Involvement

A. Individual Awards

	Frequency	Awards Presentation		
		JDM1 (24 Jun)	NC (23 Sep)	JDM2 (9 Dec)
(1) Outstanding Networker	Quarterly	✓	✓	✓
(2) Networker Championship	Annually		✓	
(3) Rookie Awards	Semi-annually		✓	✓

A. (1) Individual Awards - Outstanding Networker

There are 7 levels of Networkers to be awarded to individual member according to the number of Prospective Members (PM) referred and the number of members whom have been inducted as Full Members (FM) cumulatively starting from 01 January 2019. Member who has been awarded with certain Networker Levels before, will not be awarded repeatedly with the same Levels ^[9].

No. of PM referred	No. of PM inducted as FM	Conversion Rate*	Retention Rate **	Networker Level
3	0	N/A	N/A	Bronze
6	2	33%	N/A	Silver
9	4	44%	N/A	Gold
12	6	50%	N/A	Pearl
15	8	53%	N/A	Diamond
20	12	60%	66%	Sapphire
30	21	70%	70%	Platinum

Outstanding Networker Awards will be presented quarterly in 4 seasons with the following dates:

Season	Duration ^[10]		Submission Deadline ^[10]	Awards Presentation
Winter	01 January 2019	to	20 Mar 2023	JDM1 (24 Jun)
Spring			31 Mar 2023	
Summer			20 May 2023	NC (23 Sep)
Autumn			31 May 2023	JDM2 (9 Dec)
			20 Aug 2023	
			31 Aug 2023	
			20 Nov 2023	
			30 Nov 2023	



$$\text{*Conversion Rate} = \frac{\text{number of PM inducted as FM}}{\text{number of PM referred}} \times 100\%$$

$$\text{**Retention Rate} = \frac{\text{number of referred FM that currently existing in the Chapter}}{\text{number of PM inducted as FM}} \times 100\%$$

A. (2) Individual Awards - Networker Championship

Members with highest number of PM referred in 2023 (from 01 Jan 2023 to 31 Aug 2023) will be awarded as *Networker Championship*. Awards will be presented in National Convention. In case of a draw in the number of PM referred, the number of those inducted as FM will be counted.

A. (3) Individual Awards - Rookie Award

The *Rookie Award* is to encourage members referral of new members during his/her first year in JCI^[11]. Top 3 members who have referred the greatest number of PM in each period (half-year) will be awarded the Rookie Award. In case of a draw in the number of PM referred, the number of those inducted as FM will be counted.

Season	Duration ^[10]			Submission Deadline ^[10]
1 st Half Year	21 Nov 2022	to	20 May 2023	31 May 2023
2 nd Half Year	21 May 2023	to	20 Nov 2023	30 Nov 2023

B. Chapter Awards

All Chapter Awards will be awarded quarterly, one chapter will be awarded for each group in each season.

Season	Duration ^[10]			Submission Deadline ^[10]	Awards Presentation
Winter	21 Nov 2022	to	20 Mar 2023	31 Mar 2023	JDM1 (24 Jun)
Spring	21 Mar 2023	to	20 May 2023	31 May 2023	
Summer	21 May 2023	to	20 Aug 2023	31 Aug 2023	NC (23 Sep)
Autumn	21 Aug 2023	to	20 Nov 2023	30 Nov 2023	JDM2 (9 Dec)

Local Chapters will be divided into 3 groups according to the number of FM declared in the respectively latest Joint Board Meeting.

Group	No. of FM (each season)
A	25-55
B	56-90
C	91 or above

B. (1) Chapter Awards – Outstanding Chapter in Recruitment

In order to encourage membership extension, the *Outstanding Chapter in Recruitment* award will be presented to the chapter with highest ratio of number of PM in each season to number of FM.

$$\frac{\text{Number of PM in each season}}{\text{Number of FM}^{[5]}}$$

Season	Duration ^[10] for Number of PM			Number of FM ^[5]	Submission Deadline ^[10]
Winter	21 Nov 2022	to	20 Mar 2023	20 Mar 2023	31 Mar 2023
Spring	21 Mar 2023	to	20 May 2023	20 May 2023	31 May 2023
Summer	21 May 2023	to	20 Aug 2023	20 Aug 2023	31 Aug 2023
Autumn	21 Aug 2023	to	20 Nov 2023	20 Nov 2023	30 Nov 2023

B. (2) Chapter Awards – Outstanding Chapter in Conversion

In order to encourage membership conversion, the *Outstanding Chapter in Conversion* award will be presented to the chapter with highest rate of PM inducted as FM, calculating from 21 Nov 2022 to end date of each season.

$$\frac{\text{Number of PM inducted as FM}}{\text{Number of PM}}$$

Season	Duration ^[10]			Submission Deadline ^[10]
Winter	21 Nov 2022	to	20 Mar 2023	31 Mar 2023
Spring			20 May 2023	31 May 2023
Summer			20 Aug 2023	31 Aug 2023
Autumn			20 Nov 2023	30 Nov 2023



B. (3) Chapter Awards – Highest Rate of Member Involvement

To encourage different members in the Local Chapters to recruit new members, the *Highest Rate of Member Involvement* will be given to the Local Chapter which has the highest rate of members who has referred at least 1 PM to join his/her Local Chapter in each season. Number of PM referred shall be neglected for this award ^[12].

$$\frac{\text{Number of members who has referred } \geq 1 \text{ PM}}{\text{Number of FM}^{[5]}}$$

Season	Duration ^[10] for Number of members who has referred PM			Number of FM ^[5]	Submission Deadline ^[10]
		to			
Winter	21 Nov 2022	to	20 Mar 2023	20 Mar 2023	31 Mar 2023
Spring	21 Mar 2023	to	20 May 2023	20 May 2023	31 May 2023
Summer	21 May 2023	to	20 Aug 2023	20 Aug 2023	31 Aug 2023
Autumn	21 Aug 2023	to	20 Nov 2023	20 Nov 2023	30 Nov 2023

General Notes

- [1] For all Networker Awards, no any application form or email were required. Data will be collected from JCIHK Membership System (<https://www.jcihk.org/membership/>) and the emails to JCIHK Membership <memupdate@jcihk.org> for the assessment of Networker Awards. The System and email shall record updated membership information, including membership status of all members; referrer ^[2], join-in date, induction date of Prospective Members (PM). Local Chapter representative shall ensure the accuracy and alignment of information both on the system and in the email.
- [2] Take note with the consistency of the name of the referrer written in all PM forms (over the past 5 years). JCIHK may not able to identify whether different uses of names are the same person, this may lead to failure for individual or chapter to be recognized for the Networker Awards.

for example

Chan Siu Yan (Maggie) referred 9 PM, while various names were used in PM Forms:

PM Form	Name of referrer (as recorded in the PM Form)	Counted into PM referral by “Maggie Chan”
1	Maggie Chan	✓
2	Maggie Chan	✓
3	Chan Siu Yan	
4	Maggie Chan	✓
5	Maggie	
6	Yan	
7	陳小欣	
8	Maggie Chan	✓
9	Maggie	

Maggie referred 9 PM, she shall be awarded Gold Level for Outstanding Networker (if requirement of Conversion rate is complied). In this case, Maggie Chan might be awarded Bronze Level, since only 4 PM referrals were counted.



- [3] PM Referral (or PM join-in date) will only be recognized upon complete submission of PM form, PM fee (HK\$500), HKID copy and all other relevant documents by Local Chapters to JCI Hong Kong. FM induction is recognized upon formal notification by Local Chapters to JCI Hong Kong. Submission and notification are only accepted by email to JCIHK Membership <memupdate@jcihk.org>.
- [4] All information must be finalized before the submission deadlines. JCI Hong Kong will not accept late submission by the Local Chapter. For any late submission, calculation for certain awards will be deferred to the next season (not applicable for *Rookie Awards*, *Outstanding Chapter in Recruitment* and *Highest Rate of Member Involvement*).
- [5] Unless specified, any reference to the percentage of total members will be based on the declaration of the number of members confirmed on the 20th calendar date of each month on the JCIHK Membership System.
- [6] If there is the intentional misrepresentation of data provided by a Local Chapter, JCI Hong Kong Membership Team reserves the right to disqualify the Local Chapter or the individual networkers.
- [7] JCIHK Membership Team reserves the right to change the Networker Scheme and terms and conditions of which at any time. In case of any dispute, JCIHK Membership Team has the final discretion to decide the awards.
- [8] Should there be any inquiries, please contact National Membership Director Anthony Cheng at <anthony.cheng@jcihk.org> / 6375 0834.

Other Explanatory Notes

- [9] For example: if a member has been awarded with Silver in 2021 by referring 5 PM, the member will not be awarded with Bronze or Silver again even though 3 more PM were referred by the member in 2023 (referred 8 members in total within 5 years). The member will be awarded as Gold, unless 4 more PM (total 9 members) were referred. (Given that requirement of Induction and Conversion Rate were fulfilled)

[10] Duration: the related information of dates (e.g.: PM join-in date, induction date) stated in email as received by JCIHK Membership <memupdate@jcihk.org>

Submission Deadline: the date of email as received by JCIHK Membership

for example

“Individual Awards - Outstanding Networker”:

member A referred 3 members B, C and D in different conditions as follow:

	PM join-in date (as stated in email)			Submission Date	Award for Winter Season 2023
	B	C	D		
Case 1	10 Dec 2022	10 Dec 2022	15 Mar 2023	25 Mar 2023	Bronze Level
Case 2	10 Dec 2022	10 Dec 2022	15 Mar 2023	01 Apr 2023	No, due to late submission
Case 3	10 Dec 2022	10 Dec 2022	21 Mar 2023	25 Mar 2023	No, PM D joined in beyond the duration

Remarks: Given that member A has not been awarded with Bronze Level before. Although 3 referrals were not counted for Winter Season in case 2 and 3, 3 referred members shall be cumulatively counted in next season

[11] The “Individual Awards - Rookie Award” is only eligible for member who joined JCI Hong Kong within 1 year (joined as PM after 1 Jan 2023)

[12] For “Chapter Award – Highest Rate of Member Involvement”:

Number of members, including PM, FM and Senior Members (SM); who has referred PM were counted regardless of number of PM referred.

(example to be continued on the next page)

for example

Chapter A declares 50 FM by 20 May 2023, submission of member referral information as follow:

Individual members in the Chapter	Referred PM	PM join-in date	Counted as members who has referred PM
PM – Chris Chan	David Yu	13 Apr 2023	✓
PM – Jane Wong	Susan Cho	13 Apr 2023	✓
FM – Sandy Yip	Betty Yeung	18 Mar 2023	✗ (PM joined in beyond the duration)
FM – Sandy Yip	Steve Tang	13 Apr 2023	✓
FM – Sandy Yip	Roy Yuen	13 Apr 2023	(counted at above)
FM – Peter Chu	Alice Lam	25 May 2023	✗ (PM joined in beyond the duration)
FM – Wayne Tong	Joe Cheung	20 May 2023	✓
SM – Judy Li	Grace Ma	25 May 2023	✗ (PM joined in beyond the duration)
SM – Austin Hui	Alex Ho	13 Apr 2023	✓
SM – Austin Hui	Sara Ng	20 May 2023	✗ (counted at above)
Total			5

$$\text{Rate (for Spring Season)} = \frac{\text{Number of members who has referred } \geq 1 \text{ PM}}{\text{Number of FM}} = \frac{5}{50} = 10\%$$