



BUILDING THE LEADERS WHO BUILD THE
INSURANCE, INVESTMENT & FINANCIAL SERVICES INDUSTRY

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**Joseph Oakes Receives
GAMA International's James H. Krueger First in Class Award**

Falls Church, VA – Joseph J. Oakes IV, CLU ChFC, has received GAMA International's James H. Krueger First in Class Award. Cited for outstanding leadership, Oakes, who is a managing partner with John Hancock Financial Network, was one of 28 recipients of the 2011 First in Class Award, which was presented at LAMP, GAMA's annual conference, this past March in Washington, D.C.

GAMA International created the First in Class Award in 2000 to recognize first-line leaders in the insurance, investment and financial services industry who have led their agencies or firms to the No. 1 position in their company in the preceding year. Recipients are nominated by their companies, and each company determines the criteria it will use to select its nominee. However, companies are urged to nominate field leaders who excel as leaders in both their career and their community. Now in its 11th year, these awards are a recognized honor around the world for field leaders who reflect their companies' established benchmarks for excellence.

In 2005, GAMA's Board of Directors renamed the First in Class Award for the late James H. Krueger, M.S.F.S., M.S.M., CLU ChFC, to recognize his numerous contributions to the industry. Krueger, GAMA's 55th president, demonstrated an uncommon commitment to the business of life insurance; passionate support for organizations engaged in it; and devotion to his company, clients, agency and colleagues.

Oakes and the other recipients of this year's James H. Krueger First in Class Award appear in the July/August 2011 *GAMA International Journal*. They are also featured in the Celebration of Excellence Digital Gallery on gamaweb.com.

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GAMA International is a worldwide association serving the professional development needs of 5,500 field leaders in the insurance, investment and financial services industry. Its members recognize their critical role in finding, building and inspiring the next generation of top performers who will, in their turn, lead the industry into the future. To help build these leaders, GAMA provides its members with educational, networking and leadership resources and opportunities. GAMA International's website is located at www.gamaweb.com.