表12、人身保險業業務員登錄統計表

Statistics of the Registration of Life Insurance Salesperson

年 Year	新登錄人數 Number of Newly Registered Saleperson	再登錄保險業務員比率[1] Rate of Registration Renewal %	第13個月定著率[2] The 13th Month Retention Ratio of %
2016	35,743	18.19	48.53
2017	34,346	10.46	48.60
2018	31,589	10.44	47.42
2019	32,363	10.23	49.73
2020	29,401	9.52	56.37
2021	19,229	6.56	56.29
2022	19,494	7.79	53.56
2023	21,948	8.56	56.73
2024	21,434	8.56	65.32
2025	21,756	8.56	64.00

資料來源：中華民國人壽保險商業同業公會

註：1.再登錄保險業務員比率：當年度再登錄保險業務員人數(含壽險業及保經代)與當年度登錄保險業務員人數之比率。

註：2.第13個月定著率：當年度登錄保險業務員迄第十三個月仍在職，且舉績一件以上人數與當年度登錄保險業務員人數之比率。

註：3.各項比率之數值，係以各公司統計資料加總平均。

Source : The Life Insurance Association of the Republic of China

Note : 1.The re-registration rate of insurance salespersons is the ratio of the number of salespersons (including those in life insurance and insurance brokerage) who renew their registration in a given year to the total number of salespersons registered in that year.

Note : 2.The 13th-month retention rate is the ratio of the number of insurance salespersons registered in a given year who remain active through the 13th month and have secured at least one policy to the total number of insurance salespersons registered in that year.

Note : 3.All ratios for all items are calculated by taking the average of all insurance companies' statistical data.