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T: (852) 2881 3333
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健康長久好生活

Memo

Attn: All EDD & Honourable Advisors/ EDDs/ PSDDs/ SDDs/ DDs/ MICs/ Agency Leaders/ Financial Planners

From: Jim Jan Zen

Copy: Mr. Alger Fung/
Mr. Louie Ho/
All Department Heads/ ABDD Executives

Dept: Management Team

Date: 1 June 2024

Total page: 9

Subject: **(A240619) 全速超越 6 月半年結爆發賞**
All ACTIVE at Full Speed – June Final Sprint

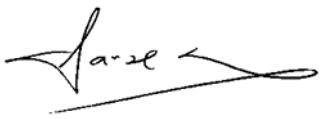
踏入6月，第二季度已進入最後階段衝刺！為鼓勵各營業同事於半年結關頭加緊努力，開板簽單，營業同事只需於競賽期內成為活躍營業代理，即可獲**百萬元禮品禮遇大抽獎機會**，**過千份獎品等您贏取**，更有機會獲得**樂壇重量級天王郭富城《AIA呈獻郭富城ICONIC世界巡迴演唱會2024香港站》演唱會門票乙套（2張)**！

半年結禮遇接二連三！想及早達成目標同時又能獲得豐富獎賞？只要於6月內完成指定的競賽要求即獲現金賞，達成更高級別更可獲**郭富城演唱會門票，最多可獲4張門票！**讓我們捉緊最後機會，全速前進，追求更高的目標！「**全民ACTIVE 全速超越**」踏上成功之道！

追求卓越　成為客戶首選

有關競賽詳情請參閱下文。

Please refer to the details below.



Jim Jan Zen
Chief Agency Officer
Agency Distribution
Hong Kong and Macau
JJZ/AL/CC/TK/JM



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全速超越 6 月半年結爆發賞

競賽資格：

所有營業單位主管及財務策劃顧問（以個人業績計算）

競賽日期：

2024 年 6 月 (第一賞) / 2024 年 5 月 iPoS 截數後至 2024 年 6 月 iPoS 截數日 (第二賞)

競賽規則及獎項

(1) 第一賞：6月ACTIVE百萬大抽獎

營業同事於競賽期內成為活躍營業代理*，即可參加大抽獎；如活躍營業代理*為2023年1月或之後入職 或 獲成功繕發1張IVS「友得揀」，更可多獲一次抽獎機會。

抽獎包括1,000份豐富獎品，總值100萬，包括—

大抽獎獎品	數量
(i) 2張知名電台於8月舉行的震撼神級組合Live音樂會門票	80套
(ii) 2張《AIA呈獻郭富城ICONIC世界巡迴演唱會2024香港站》門票（每張價值$1,280）	40套
(iii) 2張《AIA呈獻郭富城ICONIC世界巡迴演唱會2024香港站》門票（每張價值$980）	80套
(iv) 2張《AIA呈獻郭富城ICONIC世界巡迴演唱會2024香港站》門票（每張價值$580）	200套
(v) 2張電影門票（每張價值$140）	600套

活躍營業代理	抽獎機會
2023 年1月之前入職之活躍營業代理	1次
2023 年 1 月或之後入職之活躍營業代理	2次
2023 年 1 月之前入職之活躍營業代理 及 獲成功繕發 1 張 IVS「友得揀」	2次
2023 年 1 月或之後入職之活躍營業代理 及 獲成功繕發 1 張 IVS「友得揀」	4次

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備註：

1. *活躍營業代理是指當月內獲成功繕發/生效最少 1 張人壽保單，或 1 張獨立個人意外保險保單，或 1 張 CS-團體保險業務保單，或 1 張 CS-退休金企業業務保單，或 3 張 CS-退休金個人業務保單。
2. 2023 年 1 月或之後入職之活躍營業代理以合約生效日計算，惟以下類別之新晉活躍營業代理將不獲額外抽獎機會：
   - 財務策劃顧問實習生合約之新晉營業代理
   - 新晉營業單位主管
   - 如營業代理屬於轉職，重新加入或復效將不會被計算
   - Industry LOU Package（包括但不限於 STAR PLUS, BANK LOU 並以公司的最新規定為準）
3. IVS「友得揀」保單只計算
   (1) 企業業務成員以保單持有人或受保人身份經以下途徑購買之全新個人保單或指定保單（包括：「友心意」醫療保障計劃 2、「友愛護」癌症保障計劃及「意安心升級保障」）：
   - 強積金 / 退休金個人賬戶成員：經現有強積金 / 退休金個人帳戶之財務策劃顧問購買
   - 強積金 / 退休金企業成員：經現有負責該強積金 / 退休金企業帳戶之財務策劃顧問，或其同一營業單位之指定財務策劃顧問購買
   - 團體保險計劃成員：經現有負責該團體保險計劃之財務策劃顧問，或其同一營業單位之指定財務策劃顧問購買

   而且此企業業務成員 (i) 於 2024 年 5 月 31 日、投保及保單繕發時應為現有友邦強積金 / 退休金成員；或 (ii) 於投保及保單繕發時應為現有友邦團體保險成員。

   (2) 在職公務員及政府聘用的非公務員（包括立法會秘書處及房屋委員會之員工）及其家屬*（配偶及子女）以保單持有人或受保人身份經任何財務策劃顧問購買指定 AIA 自願醫保計劃。

   *「家屬」指有關人員的配偶及未滿 21 歲的未婚子女（包括父母已離婚 / 依法分居子女、繼子女、領養子女及非婚生子女）。如果子女是 19 或 20 歲，則必須正在接受全時間教育或全時間職業訓練，或由於身體衰弱或精神欠妥而倚賴有關人員供養。
4. 每位活躍營業代理於此競賽最多可獲 4 次抽獎機會。

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(2) 第二賞：全「城」狂熱 6月全速爆發挑戰賽

於 2024 年 6 月 15 日或之前遞交新保單並於 2024 年 6 月 30 日或以前獲繕發，達到指定新人壽及個人意外保險 FYC 要求即可獲得相應級別之現金及演唱會門票獎賞 (如適用)。

級別^	新人壽及個人意外保險 FYC 要求	獎賞
級別一	HK$10,000	現金獎賞 HK$500
級別二	HK$30,000	現金獎賞 HK$1,688
級別三	HK$60,000	現金獎賞 HK$500 及 2 張《AIA 呈獻郭富城 ICONIC 世界巡迴演唱會 2024 香港站》門票 (每張價值$1,280)
級別四	HK$120,000	現金獎賞 HK$800 及 4 張《AIA 呈獻郭富城 ICONIC 世界巡迴演唱會 2024 香港站》門票 (每張價值$1,280)

備註：

- ^級別一至四之獎賞不可同時兼得，以較高者為準。

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一般規則

1. 有關截數日之安排，以通告 A231227 (只限香港，2024 年 1-6 月)，MO23006 (只限澳門，2024 年 1-6 月) 及 A240147，或依照 AIA 最新之 iPoS 截數日安排為準。
2. 所有新生意必須於競賽期內透過指定電子平台遞交，並於競賽規則內訂明之日期前獲繕發，其保單數目或 FYC 才獲計算。
3. 如營業同事於競賽期之前已遞交保單/保單已獲繕發，但於競賽期內撤回投保申請/取消保單，並再次投保相同產品計劃，其保單將不獲計算。
4. 所有由現有保單轉換/退保後同一受保人之保單將不獲計算。
5. 若兩位或以上之營業單位主管/財務策劃顧問共同完成 1 張保單，將平均計算予各人。競賽期完結時，若保單數目總數為點數，數目將下調為整數計算。
6. 同一受保人於競賽期內投保同一基本計劃及同一保費繳付年期之所有新保單，將以一張保單計算。
7. 營業同事遞交保單申請予 AIA，應預留充足時間確保有關申請已於截數前由 AIA 及/或已授權之單位收妥。
8. 營業同事進行銷售時必須根據客戶的需要及保費負擔能力作評估，從而介紹適合的保險產品，不得因獎賞而對客戶作特定銷售建議。
9. 競賽結果以保單冷靜期後作調整為準。AIA 保留就調整後之競賽結果及就任何違規銷售行為追討已發放獎賞之權利。
10. 所有獲獎者必須於獎賞發放時仍與 AIA 持有效合約。
11. 所有獎賞不可退換或轉換成以現金發放，安排均以 AIA 最終安排為準。
12. 未經公司批准或同意，營業同事不能基於任何目的於社群媒體轉售、贈送門票或就門票舉行抽獎。
13. AIA 保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
14. 如有任何異議，以 AIA 最後決定為準。

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All ACTIVE at Full Speed - June Final Sprint

Eligibility:
All financial planners and agency leaders (by personal production)

Contest Period:
June 2024 (Reward 1) / After May 2024 iPoS Closing – June 2024 iPoS Closing Date (Reward 2)

Contest Rules & Awards

Reward (1): June ACTIVE Million-Dollar Value Lottery Draw

Every active producer* within the contest period will be awarded with **one June ACTIVE Million-Dollar Value Lottery Draw chance**; for producers contracted on or after January 2023, or being delivered one Individual Voluntary Solutions (IVS) policy, **one extra lucky draw chance** will be awarded!

The grand draw includes 1,000 prizes valued at 1 million dollars:

Prize	No. of winners
(i) 2 concert tickets of renowned radio station's high-profile live music concert in August	80
(ii) 2 concert tickets of "Aaron Kwok Iconic World Tour 2024 – Live in Hong Kong" (HK$1,280 each)	40
(iii) 2 concert tickets of "Aaron Kwok Iconic World Tour 2024 – Live in Hong Kong" (HK$980 each)	80
(iv) 2 concert tickets of "Aaron Kwok Iconic World Tour 2024 – Live in Hong Kong" (HK$580 each)	200
(v) 2 Movie vouchers(HK$140)	600

Active Producers	No. of lucky draw chances
Active Producer contracted before January 2023	1
Active Producer contracted on or after January 2023	2
Active Producer contracted before January 2023 & being delivered one Individual Voluntary Solutions (IVS) policy	2
Active Producer contracted on or after January 2023 & being delivered one Individual Voluntary Solutions (IVS) policy	4

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Remarks:

1. *Active Financial Planner refers to financial planners who have at least 1 Approved Life case, or 1 Approved iPA case, or 1 Approved CS-EB case, or 1 Approved CS-Pension Corporate case, or 3 Approved MPF PA cases.
2. Active producer contracted on or after January 2023 is by contract effective date, whilst below new producer will not entitle extra lucky draw chance:
   - Under Internship contract
   - New Agency Leaders
   - Transferred, re-joined, or reinstated
   - Under Industry LOU Package (include but not limited to, STAR PLUS, BANK LOU and subject to the latest definition by the company)
3. Individual Voluntary Solutions (IVS) policy is qualified only if:
   (1) Corporate Solutions members purchase a new personal insurance policy or designated policy (including StepUp Medical Protection Plan 2, Shield Up Cancer Protection Plan and Secure First Plus) as policyholder or insured through the following channels:
   - MPF/pension personal account members: Purchase through the existing financial planner of the MPF/pension personal account.
   - MPF/pension corporate members: Purchase through the existing financial planner currently responsible for the MPF/Pension corporate account, or assigned financial planners of the same agency unit.
   - Group insurance plan members: Purchase through the existing financial planner currently responsible for the group insurance account, or assigned financial planners of the same agency unit.

   and such Corporate Solutions member should be (i) an existing AIA MPF/Pension member on 31 May 2024 and at the time of application and policy issuance; or (ii) an existing AIA Group Insurance member at the time of application and policy issuance.

   (2) Serving civil servants and non-civil servants employed by the Government (including staff members of Legislative Council Secretariat and Housing Authority) and their families* (spouse and children) purchase a specified AIA Voluntary Health Insurance Scheme as policyholder or insured through any financial planner.
   *"Family" means the officer's spouse and children (including children of divorced/legally separated officers, step-children, adopted children and illegitimate children) who are unmarried and under the age of 21. In the case of children aged 19 or 20, they must also be in full time education or in full time vocational training, or dependent on the officer as a result of physical or mental infirmity.
5. Maximum 4 lucky draw chances will be entitled for each active producer.

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Reward (2): Aaron Kwok Iconic World Tour 2024 – June Final Sprint Challenge

All Agency Leaders & Financial Planners who have submitted new case(s) on or before 15 June 2024 and being deliver designated New Life & PA FYC on or before 30 June 2024 will be awarded a corresponding level of cash and concert tickets (if applicable).

Level^	New Life & PA FYC Requirement	Reward
Level 1	HK$10,000	Cash reward HK$500
Level 2	HK$30,000	Cash reward HK$1,688
Level 3	HK$60,000	Cash reward HK$500 & 2 concert tickets of "Aaron Kwok Iconic World Tour 2024 – Live in Hong Kong" (HK$1,280 each)
Level 4	HK$120,000	Cash reward HK$800 & 4 concert tickets of "Aaron Kwok Iconic World Tour 2024 – Live in Hong Kong" (HK$1,280 each)

Remarks:

- ^Awards of Level 1-4 are mutually exclusive, according to whichever is higher.

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General Rules & Regulations:

1. For closing dates details, please refer to memo A231227 (January – June 2024, for Hong Kong only), MO22006 (July - December 2024, for Macau only) & A240147, or subject to AIA's iPoS closing updates.
2. Only New business submitted via designated digital platforms within the contest period, and finally be delivered by specified date set out in the respective contest requirement will be counted.
3. Producers who have submitted policies / policies issued before the contest period but withdraw the captioned policy applications / cancel the captioned issued policies during the contest period and then reapply for the same products for the same insured, the corresponding FYC will not be counted.
4. Cases changed / lapsed from existing policies of the same insured will not be counted.
5. Joint policies will be shared evenly among the co-producers. Cases will be counted according to total no. of cases rounding down into an integer after contest completion.
6. Policies under the same insured for the same basic plans and with same premium pay period, which are issued within the contest period will be counted as one case.
7. For case applications submitted to AIA, producers are reminded to allow sufficient time to ensure the applications are received by AIA and/or its authorized vendor before the cut-off time.
8. Sales representative should make product recommendations based on customer needs and affordability and should not make any incentive-driven recommendations to customers.
9. The result of the challenge shall be adjusted according to the execution of cooling-off rights by policyowners of the policies. AIA will reserve the right to retract the award based on the result and any substantiated violations of required sales conduct.
10. Qualifiers must be inforce with AIA at the time the awards are paid out/redeemed.
11. All rewards cannot be converted to cash rebate and the arrangement is subject to AIA's final decision.
12. Reward resale, giveaway or lucky draws via social media for any purpose are prohibited without approval or consent of AIA.
13. AIA reserves the right to amend any of the rules of this contest or offer alternative gifts subject to availability at any time without prior notice.
14. In the event of dispute, AIA's decision is final and conclusive.

「AIA」、「友邦」或「友邦香港」是指友邦保險（國際）有限公司（於百慕達註冊成立之有限公司）。
"AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).

Online content to be updated/在線內容將會被更新/在线内容将会被更新:

System / 系統	Section /章節/章节	Date ready / 就緒日期 /就绪日期
eAgency Corner	Bulletin > eMemo	1 June 2024

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