AIA Hong Kong

1/F, AIA Hong Kong Tower,
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Quarry Bay, Hong Kong
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Memo

Attn.: All EDD & Honorable Advisors / EDDs / PSDDs/ SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong and Macau)

From: AIA Vitality

Copy: Mr. Alger Fung / Ms. Alice Liang / Mr. Jim Jan Zen / Mr. Louie Ho / All Department Heads / Call Centre

Dept.: Health & Wellness Proposition

Date: 5 June 2024

Total pages: 4 pages

Subject: A240630 「AIA Vitality 健康程式」企業客戶 – 現金「任你攞」獎賞計劃
AIA Vitality Corporate Client – 'All YOU CAN GET' Cash Campaign



AIA Vitality致力以獎賞鼓勵客戶投入健康生活，我們希望與企業攜手將此訊息帶給更多僱員，由關顧員工的健康做起，讓員工透過「AIA Vitality 健康程式」三部曲更了解自己的健康狀況。藉著提升員工身心健康，增進員工的歸屬感和參與度，打造一個更緊密、更投入的工作環境，從而提升企業的可持續發展。

財務策劃顧問只需要於銷售團體業務保單時，成功銷售企業客戶新會籍即可獲得獎賞，以激勵財務策劃顧問積極擴展客源，並鼓勵客戶加入「AIA Vitality 健康程式」一同投入健康生活，開拓更多潛在個人保險生意機會！有關獎賞計劃詳情如下：

獎賞計劃日期	2024 年 6 月 1 日至 12 月 31 日（包括首尾兩天）
獎賞計劃資格	所有香港及澳門財務策劃顧問及營業單位主管
合資格業務	透過團體保險保單銷售之「AIA Vitality 健康程式」企業新會籍* (於推廣期內該企業客戶之僱員並不是現有「AIA Vitality 健康程式」企業會員)
獲獎資格 及獎賞	財務策劃顧問只需於推廣期內，透過團體業務保單成功銷售「AIA Vitality 健康程式」企業新會籍*，並達至指定人數要求，即可獲得相應**現金獎賞高達每客戶HK$25,000**！ 是次挑戰賽設有總獎金共HK$200,000，送完即止！ AIA Vitality 將定期發放銷售報告及獎金餘額，供各財務策劃顧問緊貼最新情況！ *「AIA Vitality 健康程式」企業新會籍指該企業客戶之僱員並不是現有「AIA Vitality 健康程式」企業會員，並於推廣期內為僱員增設「AIA Vitality 健康程式」福利

僱員人數要求	現金獎賞 (以每客戶計算)
3 – 20 名僱員	HK$300
21 – 50 名僱員	HK$1,000
51 – 200 名僱員	HK$2,000
201 – 400 名僱員	HK$5,000
401 名僱員或以上	HK$25,000

#如財務策劃顧問有意願在團體保險度身訂造計劃內為僱員增設「AIA Vitality 健康程式」企業福利，可與負責貴區之企業業務營業拓展部同事聯絡，以索取報價。

"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
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例子

	「AIA Vitality 健康程式」新企業客戶數量	現金獎賞 (以每客戶計算)	可獲現金獎賞	可獲總現金獎賞
例子 1				
3 – 20 名僱員	3 個企業客戶	HK$300	HK$900	HK$5,900
201 – 400 名僱員	1 個企業客戶	HK$5,000	HK$5,000	
例子 2				
3 – 20 名僱員	6 個企業客戶	HK$300	HK$1,800	HK$6,800
21 – 50 名僱員	3 個企業客戶	HK$1,000	HK$3,000	
51 – 200 名僱員	1 個企業客戶	HK$2,000	HK$2,000	
例子 3				
3 – 20 名僱員	10 個企業客戶	HK$300	HK$3,000	HK$31,000
21 – 50 名僱員	3 個企業客戶	HK$1,000	HK$3,000	
401 名僱員或以上	1 個企業客戶	HK$25,000	HK$25,000	

「AIA Vitality 健康程式」企業客戶 – 現金「任你攞」獎賞計劃條款及細則：

1. 獎賞計劃日期為 2024 年 6 月 1 日至 12 月 31 日 (包括首尾兩天)。
2. 此獎賞計劃適用於所有 AIA 財務策劃顧問及營業單位主管。
3. 「AIA Vitality 健康程式」企業新會籍指該企業客戶之僱員並不是現有「AIA Vitality 健康程式」會員。
4. 「AIA Vitality 健康程式」企業新會籍必須於上述競賽期內繕發。
5. 合資格業務只限 AIA 團體保險保單之「AIA Vitality 健康程式」企業客戶新會籍。
6. 若兩位財務策劃顧問 / 營業單位主管共同成功繕發同一個企業客戶保單，獎賞將平均計算予各人。
7. 獎賞計劃僅計算團體保險保單之「AIA Vitality 健康程式」新企業會籍。 AIA Vitality 系列保險計劃下之「AIA Vitality 健康程式」新會籍並不計算於競賽內。
8. 所有得獎者必須於獎品發放時仍與 AIA 持有有效的財務策劃顧問合約。
9. 獎品不可轉售、退款及退換，以及兌換現金或換取任何其他產品。
10. 一切有關此獎賞計劃的數據均以 AIA 記錄為準。
11. 除非特別指明，否則本條款及細則內所指日期及時間為香港時區。
12. 符合上述獎賞計劃條件的參加者即可參加活動，並代表參加者同意本條款及細則。
13. AIA 保留隨時修改本條款及細則或獎品之權利 (例如獎品有機會以現金形式發放)，恕不另行通知。
14. AIA 對本條款及細則擁有絕對解釋權。如有任何爭議，AIA 將擁有最終決定權。
15. 本條款及細則應受中華人民共和國香港特別行政區法律規管。

如有任何查詢，請致電「AIA Vitality 健康程式」熱線 2232 8282 （香港）/ 0800 315（澳門）或電郵至 hk.vitality@aia.com。

感謝您對「AIA Vitality 健康程式」的鼎力支持。

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AIA Vitality is committed to reward our customer to live a healthy lifestyle. We hope to work together with our corporate clients, to promote and care more about their employees' physical and mental health, getting know more themselves through AIA Vitality 3 Key Pillars. By improving employees' physical and mental health, increasing their sense of belongings and participation, and creating a closer and more engaged working environment, thereby enhancing the sustainable development of the enterprise.

Just encourage your clients to join AIA Corporate Vitality under the Group Insurance Policy, you will entitle to the cash reward. We hope to encourage our Financial Planners to actively expand the customer base and encourage customers to join the AIA Vitality to have a healthy lifestyle and explore more potential business opportunities. Campaign details as below:

<table>
<tr><td>Campaign Period:</td><td>1 June, 2024 – 31 December, 2024 (Both dates inclusive)</td></tr>
<tr><td>Eligibility</td><td>All Hong Kong & Macau Financial Planners</td></tr>
<tr><td>Qualifying Business</td><td>New AIA Corporate Vitality Membership* from the Group Insurance Policy
(Employees from a corporate client who currently not a corporate member of AIA Vitality during the campaign period)</td></tr>
<tr><td>Qualifying Criteria & Reward</td><td>Cash reward up to HK$25,000 per client will be rewarded according to the eligible number of employees if Financial Planner can successfully close a NEW AIA Corporate Vitality Case from the Group Insurance Policy during the campaign period. The total cash rewards pool for this campaign are up to HK$200,000 while supplies last! We will regularly share the sales update and cash pool remaining balance for all Financial Planner reference.
* New AIA Corporate Vitality membership refers to any corporate client who currently not a corporate member of AIA Vitality and join AIA Corporate Vitality within the campaign period.
<table>
<tr><th>No. of Employees</th><th>Cash Bonus per client</th></tr>
<tr><td>3 – 20 employees</td><td>HK$300</td></tr>
<tr><td>21 – 50 employees</td><td>HK$1,000</td></tr>
<tr><td>51 – 200 employees</td><td>HK$2,000</td></tr>
<tr><td>201 – 400 employees</td><td>HK$5,000</td></tr>
<tr><td>401 employees or above</td><td>HK$25,000</td></tr>
</table>
#If Financial Planner would like to include AIA Corporate Vitality in the Group Insurance policy, please contact your designated sales representatives from Corporate Solutions for quotation.</td></tr>
</table>

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Example

	No. of client join the AIA Corporate Vitality	Cash Bonus per client	Cash Bonus	Total Cash Bonus
Case 1				
3 – 20 employees	3	HK$300	HK$900	HK$5,900
201 – 400 employees	1	HK$5,000	HK$5,000	
Case 2				
3 – 20 employees	6	HK$300	HK$1,800	HK$6,800
21 – 50 employees	3	HK$1,000	HK$3,000	
51 – 200 employees	1	HK$2,000	HK$2,000	
Case 3				
3 – 20 employees	10	HK$300	HK$3,000	HK$31,000
21 – 50 employees	3	HK$1,000	HK$3,000	
401 employees or above	1	HK$25,000	HK$25,000	

AIA Vitality Corporate Client – 'All you can grab' Cash CampaignTerms & Conditions:

1. **The campaign period is from 1 June – 31 December 2024 (both dates inclusive).**
2. All AIA Financial Planners and Agency Leaders are eligible to the challenge.
3. New AIA Corporate Vitality membership refers to any corporate client who currently not a corporate member of AIA Vitality.
4. New AIA Corporate Vitality membership must be produced within the above contest period.
5. Eligible business only limited to new AIA Corporate Vitality membership of AIA Group Insurance Policy.
6. If the qualifying case is jointly closed by 2 producers, each producer will receive half of the entitled cash rewards.
7. Only new Corporate Vitality membership will be counted. New AIA Vitality membership under the AIA Vitality Series Insurance Plan is excluded from the contest.
8. All qualifiers have to hold a valid Financial Planner contract with AIA during the prize collection.
9. Prizes are not for resell, non-refundable or non-exchangeable for cash or other products.
10. All data related to the challenge are subject to AIA records.
11. Unless specify, all the time and date listed in the terms & conditions are referring to Hong Kong time zone.
12. Participants who meet the conditions of the above challenge can enter the challenge and agree to the terms and conditions.
13. AIA reserves the right to amend the Terms and Conditions and the prizes without prior notice (for example, awards may be distributed in cash-in-lieu).
14. AIA has the absolute right to interpret these Terms and Conditions. In the event of any disputes, AIA's decision shall be final and conclusive.
15. These Terms and Conditions shall be governed by the laws of the Hong Kong Special Administrative Region of the People's Republic of China.

For enquiries, please call the AIA Vitality hotline at 2232 8282 (Hong Kong) / 0800 315 (Macau) or email us at hk.vitality@aia.com.

Thank you for supporting AIA Vitality.

Best regards,
AIA Vitality, Health & Wellness Proposition

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