**AIA Hong Kong**
1/F, AIA Hong Kong Tower,
734 King's Road,
Quarry Bay, Hong Kong
T: (852) 2881 3333
AIA.COM.HK

健康長久好生活

# Memo

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| Attn | : | EDDAs / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong Only) | Dept | : | Premier Agency Development Department |
| Copy | : | Mr. Alger Fung / Mr. Jim Jan Zen / All Department Heads / ABDD Executives | | | |
| Date | : | 15 Jul 2024 | Total Page | : | 3 pages |
| Subject | : | **(A240716) 2024 年第3季全速招募大賞(只適用於香港)**<br>**2024 Q3 Recruitment Acceleration Bonus (For Hong Kong Only)** | | | |

增強招募是提升團隊實力的關鍵，也是確保公司持續增長的重要策略。而培養新招募成為活躍營業代理能為實現更高的業務目標打好基礎。有見及此，公司現推出**《2024 年第 3 季全速招募大賞》**：

- 新人在入職首4個月內:
  - **至少3個月成為活躍營業代理，及達到HK$30,000 FYCB; 或**
  - **至少2個月成為活躍營業代理，及達到HK$60,000 FYCB，即可成為達標新人**

- 每位招募者的第一位**達標新人**，其招募者可獲**「藍十字尊享香港迪士尼樂園公司會籍卡」**，每位招募者只限1張。

- 其後達標每位新人，其招募者可獲**現金獎賞HK$5,000**; 合資格招募人數愈多，獎賞愈多。

有關競賽詳情請參閱下文。如有任何疑問，請聯絡閣下之營業拓展部或電郵至 aiahk.premieragency@aia.com 與卓越營業發展部同事查詢。

We are pleased to announce “2024 Q3 Recruitment Acceleration Bonus”. Please refer to the captioned memo for contest details.

**此致**
**卓越營業發展部**
**Premier Agency Development Department**

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## 2024 年第 3 季全速招募大賞 (只適用於香港)

**競賽日期：**
2024 年 7 月至 9 月 (3 個月)

**競賽資格:**
所有香港營業單位主管、分區經理、助理分區經理及財務策劃顧問

**競賽規則及獎項:**
每名於競賽期內入職 (以合約生效日計算) 的合資格新晉財務策劃顧問如於入職首 4 個月內達到相關競賽要求，其合資格招募者 [i] 有機會獲得獎賞，詳情如下：

| **入職首 4 個月競賽要求**<br>(適用於合資格新晉財務策劃顧問) | **獎賞計算資格** | **獎賞**<br>(適用於合資格招募者) | **獎賞上限** |
|---|---|---|---|
| 至少 **3 個月成為活躍營業代理** [ii]<br>**及達到 HK$30,000 FYCB**<br>或<br>至少 **2 個月成為活躍營業代理** [ii]<br>**及達到 HK$60,000 FYCB** | **首位**<br>達標新晉財務策劃顧問 | **藍十字尊享香港迪士尼樂園公司會籍卡** [iii] | 只限 1 張 |
| | **第二位及其後**<br>達標新晉財務策劃顧問 | **HK$5,000** (以每位達標新晉財務策劃顧問計) | 不設上限 |

**備註：**

i. 合資格招募者必須於新晉財務策劃顧問之「友招募 iRecruit」準招募資料中的「得悉空缺之來源」部份填寫招募者資料，此關係於合約生效後不可更改。

ii. 活躍營業代理是指於當月內獲成功繕發/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。

iii. 「藍十字尊享香港迪士尼樂園公司會籍卡」持卡人可尊享一系列獨家禮遇：
1. 會籍有效期內無限次免費進入香港迪士尼樂園 (進入樂園受可能不時更改的營運日子限制，並需要提前預約。預約情況受配額限制。);
2. 尊享 1 日標準樂園門票及/或小童樂園門票（第 1 級別至第 2 級別）正價 85 折優惠#;
3. 尊享最多 8 次免費泊車，額外私家車及電單車泊車正價 5 折優惠;
4. 尊享樂園及酒店指定餐飲高達 75 折優惠;
5. 尊享指定樂園及酒店商品 8 折優惠;
6. 於指定之樂園入口處接受保安檢查及進入樂園。

# 折扣門票不可轉售。門票只適用於購買當日，並在入園當日每次交易中最多可訂購 5 張門票。每位會員每日只享用此優惠 1 次。

**一般規則：**
1. 新晉財務策劃顧問不包括財務策劃顧問實習生合約之新同事。
2. 新晉財務策劃顧問不包括新晉營業單位主管。
3. 新晉財務策劃顧問如屬於轉職，重新加入或復效將不會被計算。
4. 競賽結果以保單冷靜期後作調整為準。 AIA 保留追討已發放獎賞之權利。
5. 所有獲獎者必須於獎賞發放時仍與 AIA 持有效合約。
6. AIA 保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
7. 如有任何異議，以 AIA 最後決定為準。

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## 2024 Q3 Recruitment Acceleration Bonus (For Hong Kong Only)

**Contest Period:**
July – September 2024 (3 Months)

**Eligibility:**
All Hong Kong Agency Leaders, UMs, AUMs and Financial Planners

**Contest Rules & Awards:**
For every Eligible New Financial Planner contracted within contest period (according to contract effective date) and fulfils relevant contest requirements, his/ her Eligible Recruiter [i] will be awarded with respective rewards. Details are as follows:

| **Qualifying Requirements within the first 4 contract months** (Applicable to Eligible New Financial Planner) | **Reward Attribution** | **Reward** (Applicable to Eligible Recruiter) | **Reward Limit** |
|---|---|---|---|
| Be **Active Financial Planner [ii] for at least 3 months AND FYCB HK$ 30,000**<br>or<br>Be **Active Financial Planner [ii] for at least 2 months AND FYCB HK$ 60,000** | Attributable to the **first** Qualifying New Financial Planner | **Blue Cross Exclusive Hong Kong Disneyland Annual Pass Membership Card [iii]** | One only |
| | Attributable to the **second and onwards** Qualifying New Financial Planner(s) | **HK$5,000** (per Qualifying New Financial Planner) | Not capped |

**Remarks:**
i. Eligible Recruiter must fill the "Recruiter" field in Source of Recruitment Section in iRecruit at the time of contract application to record the relationship. The relationship could not be altered afterwards.

ii. Active Financial Planner refers to Financial Planner 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 CS-Pension Retail cases in a month.

iii. "Blue Cross Exclusive Hong Kong Disneyland Annual Pass Membership Card" cardholders may enjoy exclusive benefits:
   1. Multiple free entry to Hong Kong Disneyland within the membership term (Park admission is subject to the park's operation days which may change from time to time and will require advance reservation. Reservations are subject to a limited quota);
   2. 15% discount on published rate for the purchase of 1-Day General Admission and/or Child Tickets (Tier 1 to Tier 2)# to the Park;
   3. Up to 8 times of free parking and additional parking with 50% discount for private cars and motorcycles at Auto Plaza;
   4. Up to 25% off on specified dining in the Park and Hotels;
   5. 20% off on selected Park and Hotel merchandise;
   6. Preferred entrance for security check and Park entry.

   # Discounted Park tickets are NOT FOR RESALE, only valid on the day of purchase and for purchase up to 5 tickets per transaction per day on each day of visit to the park. Each member may enjoy this offer only once per day.

**General Rules & Regulations:**
1. New Financial Planners who are under Internship contract will be excluded.
2. New Agency Leaders will not be counted as New Financial Planners.
3. New Financial Planners who are transferred, re-joined, or reinstated will not be counted.
4. Policies cancelled within cooling-off period are excluded. AIA reserves the right to claw back the award after cooling-off period.
5. Award Qualifiers must hold valid contracts with AIA at the time the bonus are paid out / redeemed.
6. AIA reserves the right to amend any of the rules of this scheme or offer alternative gifts at any time without prior notice.
7. In the event of dispute, AIA's decision is final and conclusive.

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