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AIA Hong Kong
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183 Electric Road
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Hong Kong

Memo

Attn:	All EDD & Honourable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners	From:	May Leung
Copy:	Mr. Alger Fung / Mr. Jim Jan Zen / Mr. Louie Ho / Ms. Amelie Shen /All Department Heads / ABDD Executives / CSBD Executives / Contact Centre	Dept:	Corporate Solutions
Date:	1 October 2024	Total pages:	2 + Appendix

Subject: **(A241003) 2024 Q4 秋冬友激賞推廣活動**
– 友邦團體保險 / 強積金 / 退休金成員限時優惠
2024 Q4 Autumn-Winter Power Up Promotion Campaign
– Limited-time offer for AIA Group Insurance/MPF/Pension members

好消息！友邦團體保險 / 強積金⁺ / 退休金成員限時優惠（簡稱 IVS「友得揀」客戶尊屬優惠）自今年 1 月推出以來反應非常熱烈，深受各營業同事、企業客戶及其成員所歡迎，現誠意推出**秋冬友激賞推廣活動之 IVS「友得揀」客戶尊屬優惠**，讓各位營業同事有更多時間透過舉辦公司簡介會或與客戶檢視強積金 / 退休金基金表現，為有興趣之現有企業客戶成員和強積金 / 退休金個人客戶介紹此項受歡迎的 IVS「友得揀」客戶尊屬優惠。

請各營業同事細閱以下之優惠詳情，把握 IVS 推廣良機！

推廣期	2024 年 10 月 1 日至 12 月 31 日	
合資格客戶*	▪ 於 2024 年 9 月 30 日及投保時為現有友邦強積金 / 退休金成員；或 ▪ 投保時為現有友邦團體保險成員	
優惠內容	客戶於推廣期內投保**指定個人產品**，即可享有以下限時**額外優惠**！ ▪ 指定**儲蓄 / 人壽**產品：可享有**額外 2%** 保費回贈，最多可享**高達 26%** 保費回贈！ ▪ 指定**保障**產品：可享有**額外 1 個月**保費回贈，最多可享**高達 7 個月**保費回贈！	
宣傳單張版本及其他資料	 繁體中文版本：連結 英文版本：連結 簡體中文版本：連結	有關 IVS 客戶最新尊屬優惠與標準優惠之比較，請參閱 **附件 1 – 產品優惠比較一覽表**（只供內部參考）
重要提示	財務策劃顧問不應以此推廣活動之優惠作誘因以促使客戶參加友邦強積金 / 作出供款 / 轉移強積金權益至友邦強積金 / 保留強積金賬戶。	

⁺ 只適用於香港
* 若客戶最終未能通過資格審核，他 / 她只可享秋冬友激賞推廣活動的標準優惠。有關標準優惠詳情，請參閱宣傳單張。

如有任何查詢，請使用 iEngage/PES Chatbot 或與 IVS 團隊聯絡。

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Good News! Since the launch of **AIA Group Insurance/MPF+/Pension members Limited-Time Offer** (referred as the "IVS Exclusive Customer Offer") in January 2024, the response has been very enthusiastic with the offer well received by agencies, corporate clients and their members. We are now sincerely launching the **Autumn-Winter Power Up Promotion Campaign - IVS Exclusive Customer Offer**, so that all of you can have more time to introduce this popular IVS Exclusive Customer Offer to your interested existing corporate members and individual MPF/Pension customers through member's briefings or MPF/Pension fund performance reviews.

Please refer to the below offer details and seize the IVS promotion opportunity!

Promotion Period	**1 October – 31 December 2024**		
Eligible Customers*	▪ Existing AIA MPF/Pension members enrolled on **30 September 2024** and at the time of application; or ▪ Existing AIA Group Insurance members at the time of application		
Offer Details	By successfully enrolling in **Specified Individual Plans** during the promotional period, customers can enjoy the below limited-time **extra offer**! ▪ Specified Wealth Management / Life Protection Plans: **Extra 2%** premium refund, with **up to 26%** premium refund in total! ▪ Specified Protection Plans: **Extra 1 month** premium refund, with **up to 7 months** premium refund in total!		
Promotion Leaflet Version and Other Information		Traditional Chinese Version: LINK English Version: LINK Simplified Chinese Version: LINK	For comparison of the latest IVS Exclusive Customer Offer and the public offer, please refer to **Appendix 1 - Product Offer Comparison Table** (For internal use only)
Important Note	Financial planners should not use this promotional campaign offer as the incentive for encouraging client to join AIA MPF Scheme / make contribution/ transfer MPF benefits to AIA MPF Scheme/ retain AIA MPF account.		

+ Applicable to Hong Kong only
* If the eligibility checking cannot be passed, customer will only be entitled to the standard offer in the Autumn-Winter Power Up Promotion Campaign. For details of the standard offer, please refer to the promotion leaflet.

Should you have any question, please enquire by using iChat in iEngage/PES, or contact our IVS Team for enquiry.

Yours faithfully,

May Leung
Associate Director, IVS Distribution Business Development
Corporate Solutions

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附件 1：產品優惠比較一覽表

類別	產品	IVS 優惠 Vs 標準優惠 是否可享更高回贈
AIA 自願醫保計劃	AIA 自願醫保標準計劃#@ AIA 自願醫保靈活計劃#@ AIA 自願醫保尊耀計劃#@	✓ **+1 個月**保費回贈
醫療保障	「癌症全方位保障 3」@ 「癌症全方位明珠保障 3」@ 「全程守護健康保」+@ 特級「健康之寶」醫療保障計劃 2* 特級「健康之寶」住院及手術賠償附加契約 2¯ 「尊耀」醫療計劃@^ 「尊耀明珠」醫療計劃@	✓ **+1 個月**保費回贈
意外保障	「銀意保」* 「自選人身意外保險 3」¯	✓ **+1 個月**保費回贈
人壽保障	「摯誠定期壽險計劃」* 「摯誠定期壽險附加契約」¯ 「尊誠定期壽險計劃」* 「尊誠定期壽險附加契約」¯	✓ **+1 個月**保費回贈
危疾保障	「愛伴航」系列* 「進泰安心保 2」*# 「多重安心保 2」*# 「泰然安心保 2」*# 「進添」計劃 - 癌症保障* 「進添明珠」計劃 - 癌症保障*	✗
	「簡護危疾保」@ 「簡護危疾明珠保」@	✓ **+1 個月**保費回贈
嚴重程度健康保障	「AIA 唯一摯保 - 全面保障」@ 「AIA 唯一摯保明珠 - 全面保障」@	✓ **+1 個月**保費回贈

只適用於香港。有關完整產品資料，請參閱 aia.com.hk。
@ 可以基本計劃形式獨立投保或作附加契約。
* 只可以基本計劃形式投保。
¯ 只可以附加契約形式投保。
+ 只適用於香港。
^ 只適用於澳門。

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附件 1：產品優惠比較一覽表（續）

類別	產品	保費繳付期 / 最低保費要求	IVS 優惠 Vs 標準優惠 是否可享更高回贈
儲蓄保險	「盈御多元貨幣計劃 3」*■~ 「充裕未來 • 盈尚」*	5 / 10 年	✓ 高達 +2% 保費回贈 （年度化保費 100,000 美元或以上除外）
	「盈御多元貨幣計劃 3」*■~ 「充裕未來 • 盈尚」*	一次性繳付保費	✗
	「盈御多元貨幣計劃 3」*■~	3 年	✓ +2% 保費回贈
	「簡愛 • 延續」保障計劃 5*❖~	5 / 10 年	✓ +2% 保費回贈
	「簡愛 • 延續」保障計劃 5*❖~	一次性繳付保費	✗
	「諾享」保障計劃 2*	一次性繳付保費	✗
	AIA 延期年金計劃*#	年度化保費 US$ 5,000 或以上	✗
	「愛無憂長享計劃 5」*	6 / 10 / 15 / 20 年	✓ +2% 保費回贈
人壽保障	「樂怡人生」保障計劃系列*◆	5 / 10 / 25 年	✗
強積金	強積金可扣稅自願性供款+	-	✗

* 只可以基本計劃形式投保。

\# 只適用於香港。有關完整產品資料，請參閱 aia.com.hk。

■ 適用於所有貨幣之保單（即人民幣、英鎊、美元、澳元、加元、港元、澳門幣（只適用於澳門繕發的保單）、歐元及新加坡元）。

~ 若保單以美元以外的貨幣繕發，請參閱宣傳單張內之條款及細則 13 及 14 有關其他貨幣適用之保費金額。

❖ 適用於所有貨幣之保單（即美元、港元及澳門幣（只適用於澳門繕發的保單））。

◆「樂怡人生」保障計劃系列包括「樂怡人生」保障計劃及「樂怡人生」保障計劃（週年紅利）。

\+ 只適用於香港。

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Appendix 1：Product Offer Comparison Table

Category	Products	IVS Offer Vs Standard Offer Is it better?
AIA Voluntary Health Insurance Scheme	AIA Voluntary Health Insurance Standard Scheme#@ AIA Voluntary Health Insurance Flexi Scheme#@ AIA Voluntary Health Insurance Privilege Ultra Scheme#@	✓ +1 Month Premium Refund
Medical Protection	Cancer Guardian 3@ Cancer Guardian Pearl 3@ Health Journey Guardian+@ Super Good Health Medical Plan 2* Super Good Health Hospital and Surgical Rider 2¯ Privilege Ultra Medical Plan@^ Privilege Ultra Pearl Medical Plan@	✓ +1 Month Premium Refund
Accident Protection	Silvery Protect* PAC Select 3¯	✓ +1 Month Premium Refund
Life Protection	Wisdom Term Life Plan* Wisdom Term Life Supplementary Contract¯ Expert Term Life Plan* Expert Term Life Supplementary Contract¯	✓ +1 Month Premium Refund
Critical Illness Protection	On Your Side Plan Series * Prime Care Pro 2*# Multiple Care Pro 2*# Executive Care Pro 2*# Level-Up Protect Cancer Plan* Level-Up Protect Pearl Cancer Plan*	✗
	Simple Care Essence@ Simple Care Essence Pearl@	✓ +1 Month Premium Refund
Severity-based Health Protection	AIA One Absolute – Full Protection@ AIA One Absolute Pearl – Full Protection@	✓ +1 Month Premium Refund

Available in Hong Kong only. For complete product information, please refer to aia.com.hk.
@ Can be purchased as a basic plan or as a rider.
* Can only be purchased as a basic plan.
¯ Can only be purchased as a rider.
+ Available in Hong Kong only.
^ Available in Macau only.

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Appendix 1：Product Offer Comparison Table (Cont.)

Category	Products	Premium payment period/ Min. premium requirements	IVS Offer Vs Standard Offer Is it better?
Saving Insurance	Global Power Multi-Currency Plan 3*■~ Bonus Power Vantage*	5 / 10-year	✓ Up to +2% Premium Refund (Except Annualised Premium US$ 100,000 or above)
	Global Power Multi-Currency Plan 3*■~ Bonus Power Vantage*	One-Time Premium Payment	✗
	Global Power Multi-Currency Plan 3*■~	3-year	✓ +2% Premium Refund
	Simply Love Encore 5*❖~	5 / 10-year	✓ +2% Premium Refund
	Simply Love Encore 5*❖~	One-Time Premium Payment	✗
	Fortune Promise 2*	One-Time Premium Payment	✗
	AIA Deferred Annuity Plan*#	Annualised Premium US$ 5,000or above	✗
	Forever Love Coupon Plan 5*	6 / 10 / 15 / 20-year	✓ +2% Premium Refund
Life Protection	Serene Life Series*◆	5 / 10 / 25-year	✗
MPF	MPF Tax Deductible Voluntary Contribution ("TVC")+	-	✗

* Can only be purchased as a basic plan.

\# Available in Hong Kong only. For complete product information, please refer to aia.com.hk.

■ Applicable to all currencies available for policies, i.e. Renminbi (RMB), British pound sterling (GBP), US dollar (US$), Australian dollar (AUD), Canadian dollar (CAD), HK dollar (HK$), Macau pataca (MOP; only for policies issued in Macau), Euro (EUR) and Singapore dollar (SGD).

~ If the policy is issued in a currency other than US$, please refer to 13 and 14 under Terms & Conditions in the promotion leaflet for the applicable premium amount in other currencies.

❖ Applicable to all policy currencies available, i.e. US dollar (US$), HK dollar (HK$) and Macau pataca (MOP; only for policies issued in Macau).

◆ Serene Life series includes Serene Life and Serene Life (Annual Dividends).

\+ Available in Hong Kong only.

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