友邦香港
香港北角電氣道 183 號
友邦廣場 12 樓

AIA Hong Kong
12/F, AIA Tower
183 Electric Road
North Point
Hong Kong

Memo

Attn:	All EDD & Honourable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong)	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:	4

Subject: **(A241004)「AIA 自願醫保計劃」（公務員及政府聘用的非公務員）– 秋冬友激賞推廣活動（2024 年第 4 季）**
"AIA Voluntary Health Insurance Scheme" (Civil Servants & Non-Civil Servants Employed by the Government) – Autumn-Winter Power Up Promotion Campaign (2024 Q4)

於 2024 年第 4 季，AIA 誠意推出「AIA 自願醫保計劃」（公務員及政府聘用的非公務員）– 秋冬友激賞推廣活動，**推廣期由 2024 年 10 月 1 日起至 12 月 31 日，並延續上一季的優惠內容及高達 7 個月保費回贈**，讓各營業同事可以為上述客戶提供一系列產品去滿足他們的健康保障及儲蓄保險需要。詳情如下：

秋冬友激賞推廣活動 – 指定醫療保障計劃保費回贈推廣

目標客戶	**在職公務員及政府聘用的在職非公務員**（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）**
推廣期	**2024 年 10 月 1 日至 12 月 31 日**
指定 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#@■
優惠內容 維持不變	客戶於推廣期內成功投保**指定 AIA 自願醫保計劃**，可享限時優惠：  ▪ 在職公務員、政府聘用的在職非公務員及其家屬▼**尊享優惠**： 成功投保 **AIA 自願醫保靈活計劃**或 **AIA 自願醫保尊耀計劃享 +1 個月保費回贈（高達 7 個月保費回贈）**■ 優惠受條款及細則約束，詳情請參閱宣傳單張（連結）。

「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).

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註：

▼ 「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。

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。

∞ 額外優惠 1 只適用於如客戶以同一保單持有人身份於推廣期內成功投保指定醫療保障計劃及下列指定儲蓄保障計劃，其指定醫療保障計劃保單將可獲得額外 2 個月保費回贈。指定儲蓄保障計劃指：「充裕未來 • 盈尚」（5 年 / 10 年保費繳付期）/「盈御多元貨幣計劃 3」（5 年 / 10 年保費繳付期）。

Δ 額外優惠 2 只適用於如客戶以同一保單持有人身份於推廣期內成功投保指定醫療保障計劃及「愛伴航」系列，其指定醫療保障計劃保單將可獲得額外 2 個月保費回贈。「愛伴航」系列包括「愛伴航」、「愛伴航 - 首護摯寶」及 AIA 健康系列：「愛伴航」。「愛伴航」系列只可以基本計劃形式投保。

◘ 每張合資格 AIA 自願醫保標準計劃保單的保費回贈**最高上限為 6 個月**（包括基本優惠、額外優惠 1 及額外優惠 2，如適用）。

■ 每張合資格 AIA 自願醫保靈活計劃 / AIA 自願醫保尊耀計劃保單的保費回贈**最高上限為 7 個月**（包括基本優惠，額外優惠 1，額外優惠 2 及在職公務員、政府聘用的在職非公務員及他們的家屬尊享優惠，如適用）。

◖ 本計劃之優惠與標準客戶優惠相同。

公務員專屬查詢途徑

網址： https://www.aia.com.hk/content/dam/hk/zh-hk/pdf/recent-promotion/AIAVoluntaryHealthInsuranceSchemesforCivilServants_tc.pdf

熱線： 2232 8888

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

請各營業同事把握 IVS 銷售良機，創業績高峰！

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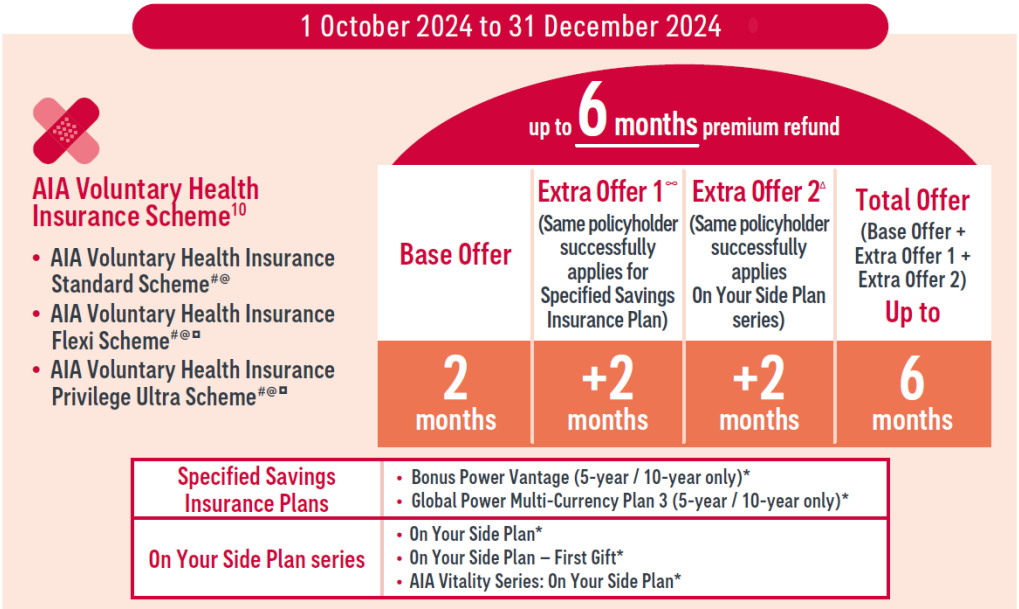
In the fourth quarter of 2024, we are now sincerely launching the "AIA Voluntary Health Insurance Scheme" (Civil Servants & Non-Civil Servants Employed by the Government) – Autumn-Winter Power Up Promotion Campaign. The promotion period starts from 1 October to 31 December 2024, with the previous quarter's offer extended and up to 7 months premium refund, allowing Financial Planners to provide the above customers with a series of products to meet their health protection and savings insurance needs. Details are as follows:

Autumn-Winter Power Up Promotion Campaign
- Premium Refund Offer for Specified Health Protection Plans

Target Customers	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)
Promotion Period	From 1 October to 31 December 2024
Specified AIA Voluntary Health Insurance Scheme	▪ AIA Voluntary Health Insurance Standard Scheme#@¤◖ ▪ AIA Voluntary Health Insurance Flexi Scheme#@■ ▪ AIA Voluntary Health Insurance Privilege Ultra Scheme#@■
Promotion Details Remain Unchanged	▪ Customers who successfully apply for Specified AIA Voluntary Health Insurance Schemes within the Promotion Period can enjoy limited time offer:  ▪ Exclusive offers for Serving Civil Servants, Serving Non-civil Servants Employed by the Government and their families▼: Successfully apply for AIA Voluntary Health Insurance Flexi Scheme or AIA Voluntary Health Insurance Privilege Ultra Scheme will enjoy +1 month of premium refund (up to 7 months premium refund)■ Terms and conditions apply. Please refer to promotion leaflet (LINK) for details.

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Notes:

▼ "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.

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.

∞ The Extra Offer 1 will only be applicable If same policyholder applies Specified Medical Plans and Specified Savings Plans within promotion period, the Specified Medical Plans policy will entitle to extra 2 months premium refund. Specified Savings Plans means: Bonus Power Vantage (5-year/10-year)*/Global Power Multi-Currency Plan 3 (5-year/10-year)*

Δ The Extra Offer 2 will only be applicable If same policyholder applies Specified Medical Plans and On Your Side Plan series within promotion period, the Specified Medical Plans policy will entitle to extra 2 months premium refund. On Your Side Plan series includes On Your Side Plan, On Your Side Plan – First Gift and AIA Vitality Series: On Your Side Plan. On Your Side Plan series can only be purchased as a basic plan.

▫ The maximum premium refund for each eligible AIA Voluntary Health Insurance Standard Scheme policy is **capped at 6 months** (including Base Offer, Extra Offer 1 and Extra Offer 2 if applicable).

▪ The maximum premium refund for each eligible AIA Voluntary Health Insurance Flexi Scheme/AIA Voluntary Health Insurance Privilege Ultra Scheme policy is **capped at 7 months** (including Base Offer, Extra Offer 1, Extra Offer 2 and Exclusive offers for Serving Civil Servants, Serving Non-civil Servants Employed by the Government and their families if applicable).

◖ The promotional offer of this scheme is the same as standard customer offer.

Designated Enquiry Channels for Civil Servants

Website: https://www.aia.com.hk/content/dam/hk/en/pdf/recent-promotion/AIAVoluntaryHealthInsuranceSchemesforCivilServants_en.pdf

Hotline: 2232 8888

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

Let's seize the IVS sales opportunity and achieve peak performance!

Yours faithfully,

May Leung
Associate Director, IVS Distribution Business Development
Corporate Solutions

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