AIA Hong Kong

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Attn	:	All EDD & Honourable Advisors/ EDDs/ PSDDs/ SDDs/ DDs/ MICs/ Agency Leaders/ Financial Planners (Hong Kong and Macau)	From	:	Jim Jan Zen
Co/Dept	:	Mr. Alger Fung/ Mr. Louie Ho/ All Department Heads/ ABDD Executives	Dept	:	Management Team
Date	:	14 October 2024	Total page	:	5
Subject	:	(A241031) **同心追夢之旅 – Coldplay: Music Of The Spheres World Tour** **Journey of Togetherness - Coldplay: Music Of The Spheres World Tour**			

友邦香港成為 Coldplay: Music Of The Spheres World Tour 獨家保險合作夥伴，演唱會將於 2025 年 4 月在啟德體育館主場館開幕後首次舉行，是音樂愛好者的一大盛事！

為了慶祝這項特別的合作並激勵大家積極開單，只要在競賽期內**達到 FYC Benefit 或人壽保單數目排名要求**，即可獲 Coldplay: Music Of The Spheres World Tour 的**購票權及門票獎賞**，一同努力，向著目標邁進，參加這場音樂盛宴，親身感受英國超人氣搖滾樂團的魅力！

踏入今年最後一季，您們的努力將會成就這次難忘的經歷！一起爭取這份難得的榮耀及創造業績巔峰！

活躍到底，攜手Beyond No.1！全力開單，延續MDRT殊榮！

有關競賽詳情請參閱下文。
For details, please refer to the contest information below.

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

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同心追夢之旅 – Coldplay: Music Of The Spheres World Tour

競賽資格

所有財務策劃顧問及營業單位主管 (以個人業績計算)

競賽日期

2024年10月至12月 (3個月)

競賽規則及獎項

於競賽期內達到以下計算福利之首年佣金 (FYC Benefit) 或人壽保單數目*排名要求之得獎者，將可獲 **Coldplay: Music Of The Spheres World Tour的演唱會門票購票權及門票獎賞(如適用)**：

(1) 以計算福利之首年佣金 (FYC Benefit) 排名

計算福利之首年佣金 (FYC Benefit) 排名	可購買門票數量	門票獎賞數量
首 30 名	4 張	4 張
第 31 至 600 名	4 張	-

(2) 以人壽保單數目*排名

人壽保單數目*排名	可購買門票數量	門票獎賞數量
首 30 名	4 張	4 張
第 31 至 600 名	4 張	-

備註：

- *人壽保單數目只計算基本計劃，不包括附加契約。
- 若得獎者於競賽(1)達到相同 FYC Benefit，將以**年初至今**的 FYC Benefit 再作排名。
- 若於得獎者競賽(2)達到相同人壽保單數目，將以**競賽期內**的 FYC Benefit 再作排名；若依然達到相同 FYC Benefit，將以**年初至今**的 FYC Benefit 再作排名。
- 此競賽將於 2024 年 12 月結束，相關購票權的預訂將稍後於 2025 年初作出通知。
- 此競賽結果將不接受上訴申請。

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一般規則：

1. 所有人壽保險、意外及醫療附加契約、意外及醫療獨立保單、人身意外保險、CS–團體保險業務、CS-退休金企業業務及CS-退休金個人業務均計算於FYC Benefit之內。
2. 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。
3. 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。
4. 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。
5. 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。
6. 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。
7. 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。
8. 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。
9. 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。
10. 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、贈送獎賞或就獎賞舉行抽獎。
11. 所有獲獎者必須於獎賞發放時仍與AIA持有效合約。
12. AIA保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
13. 如有任何異議，以AIA最後決定為準。

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Journey of Togetherness - Coldplay: Music Of The Spheres World Tour

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

Contest Period
October - December 2024 (3 months)

Contest Rules & Awards
All Agency Leaders & Financial Planners who achieved the following FYC Benefit ranking or number of life cases* ranking requirements during the contest period will be eligible to purchase designated number of tickets of **Coldplay: Music Of The Spheres World Tour** and ticket rewards (if applicable).

(1) Ranking by FYC Benefit

FYC Benefit ranking	Number of tickets eligible for purchase	Number of ticket rewards
Top 30	4 tickets	4 tickets
Rank 31 to 600	4 tickets	-

(2) Ranking by number of life cases*

Number of life cases* ranking	Number of tickets eligible for purchase	Number of ticket rewards
Top 30	4 tickets	4 tickets
Rank 31 to 600	4 tickets	-

Remarks:

- *Counting of life case refers to basic plan only; rider cases are excluded.
- In case of ties with the same amount of FYC Benefit in top ranking contest (1), the ranking will be determined by **accumulative FYC Benefit from 1 January 2024**.
- In case of ties with the same number of life cases in top ranking contest (2), the ranking will be determined by **FYC Benefit within the contest period**; if the ties still exist, it will be determined by the **accumulative FYC Benefit from 1 January 2024**.
- This contest ends in December 2024 and ticket purchase arrangement will be notified in early 2025.
- Appeal is not entertained in this contest.

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General Rules & Regulations:

1. FYC Benefit on all Life, Life A&H Riders, Standalone Life A&H, PA, CS-EB, CS-Pension Corporate and CS-Pension Retail will be counted.
2. 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 case/ FYC will not be counted.
3. Cases changed / lapsed from existing policies of the same insured will not be counted.
4. 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.
5. 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.
6. 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.
7. Sales representative should make product recommendations based on customer needs and affordability, and should not make any incentive-driven recommendations to customers.
8. 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.
9. All privileges and awards are not transferrable and payable, program is subject to AIA's final decision.
10. Reward resale, giveaway or lucky draws via social media for any purpose are prohibited without approval or consent of AIA.
11. Qualifiers must be inforce with AIA at the time the awards are paid out / redeemed.
12. 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.
13. In the event of dispute, AIA's decision is final and conclusive.

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