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Memo

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

From: Mr. Leo Cheung

Dept: Life & Wealth Management Proposition Department

Copy: Mr. Alger Fung
All Department Heads
Macau CEO / ABDD Executives

Total page: 15 pages

Date: 1 April 2025

Subject: A250429 - 2025 年第 2 季「投連友您」競賽
2025Q2 "LET'S LINKED TOGETHER" Contest

為支持大家全力拓展投連險業務，公司繼續推出第 2 季「投連友您」競賽。**成功達標有機會獲得摩天輪水晶擺件，各位投連精英更有機會獲邀出席特色投連晚宴，與基金公司代表共晉晚餐。**

此外，公司亦推出 2025「投連友您。傑出精英」競賽，競賽中的各個獎項會於年中及年終各結算一次。得獎的區域 及 財務策劃顧問將獲邀出席年度「投連友您。傑出精英」頒獎典禮獲得嘉許，一同見證非凡成就!

要成為卓越顧問，絕不能錯過投資相連壽險業務！

	投連險相關競賽
競賽 1	**2025**「投連友您。傑出精英」競賽 暨 年度頒獎典禮 (新推出)
競賽 2	「投連幸運摩天輪」達標賽 (新推出)
競賽 3	「投連友您」投資交流晚宴排名賽 (新推出)
競賽 4	投連 **3 – 4** 月**Active** 有賞 (競賽期至4月31日)

(溫馨提示：財務策劃顧問需持有卷五牌照方可進行投資相連壽險保單之銷售活動；已考獲卷五之財務策劃顧問，必須先取得相關內部牌照才可銷售相關投資相連壽險計劃。於介紹任何投資相連壽險產品之前，財務策劃顧問必須跟客戶進行財務需要分析（FNA）及風險承擔能力問卷（RPQ），以確認客戶的投資需要、保費負擔能力及風險承擔能力。而在整個銷售過程中，財務策劃顧問不可向客戶提供任何投資建議，亦不可直接或間接向客戶提供任何禮物誘使客戶購買投資相連壽險保單。投資相連壽險保單只適合有人壽保障需要及投資需要的客戶購買。)

如有查詢，請電郵至 aiahkwealthmgnt@aia.com 聯絡人壽與財富產品主張部。

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競賽 1: 2025「投連友您。傑出精英」競賽 暨 年度頒獎典禮

競賽日期	2025年1月1日至12月31日 (共12個月) 以半年業績計算: 2025年1月1日至6月30日 ｜ 以全年業績計算: 2025年1月1日至12月31日
競賽資格	所有財務策劃顧問及營業單位主管
產品	於競賽日期內**遞交及繕發**之新投資相連壽險計劃保單 (包括所有於競賽日期內正接受新生意的投資相連壽險產品， 但所有「額外定期投資」之相關ANP* 將不獲計算。)
競賽要求	**(A) 區域獎** (以區域業績計算)

1) 「投連友您。傑出精英」區域業績大獎

以**區域**所有投資相連壽險保單的累積繕發 ANP*計算

區域組別(1)	所有投連險保單累積繕發 ANP*至少達	得獎排名	
		以半年業績計算 (2025 年 1 月 1 日至 6 月 30 日)	以全年業績計算 (2025 年 1 月 1 日至 12 月 31 日)
香港頂尖傑出區域 及香港超級傑出區域 (PGDOY & SGDOY)	$500,000 美元	首 5 位	首 5 位
香港傑出區域 (GDOY)	$250,000 美元	首 5 位	首 5 位
香港最佳區域 (DOY)	$150,000 美元	首 5 位	首 5 位
澳門區域 (MACAU)	$400,000 美元	首 3 位	首 3 位

2) 「投連友您。傑出精英」區域保單累積數目大獎

以**區域**所有投資相連壽險保單的累積繕發保單數目**計算

區域組別(1)	所有投連險保單累積數目^至少達	得獎排名	
		以半年業績計算 (2025 年 1 月 1 日至 6 月 30 日)	以全年業績計算 (2025 年 1 月 1 日至 12 月 31 日)
香港頂尖傑出區域 及香港超級傑出區域 (PGDOY & SGDOY)	50	首 5 位	首 5 位
香港傑出區域 (GDOY)	30	首 5 位	首 5 位
香港最佳區域 (DOY)	30	首 5 位	首 5 位
澳門區域 (MACAU)	30	首 3 位	首 3 位

3) 「投連友您。傑出精英」區域投連友您大獎

以**區域**累積銷售投連險財務策劃顧問數目***計算

區域組別(1)	所有銷售投連險財務策劃顧問累積數目^至少達	得獎排名	
		以半年業績計算 (2025 年 1 月 1 日至 6 月 30 日)	以全年業績計算 (2025 年 1 月 1 日至 12 月 31 日)
香港頂尖傑出區域 及香港超級傑出區域 (PGDOY & SGDOY)	40	首 5 位	首 5 位
香港傑出區域 (GDOY)	20	首 5 位	首 5 位
香港最佳區域 (DOY)	10	首 5 位	首 5 位
澳門區域 (MACAU)	30	首 3 位	首 3 位

(1) 以上區域組別以截至 2025 年 1 月 1 日為準。

*ANP(年化新保費) : 指年化首年保費 100%及整付保費 10%之總和計算。

** 若一個或以上區域之投資相連壽險保單的累積繕發保單數目相同，將以區域之所有投資相連壽險保單的累積繕發 ANP 決定名次。

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***若一個或以上區域之投資相連壽險保單的累積銷售投連險財務策劃顧問數目相同，將以區域之所有投資相連壽險保單的累積繕發 ANP 決定名次。

(B) 財務策劃顧問獎 (以個人業績^計算)

1) 「投連友您。傑出精英」財務策劃顧問業績大獎

以半年業績計算 (2025 年 1 月 1 日至 6 月 30 日)	以全年業績計算 (2025 年 1 月 1 日至 12 月 31 日)
以**個人**所有投資相連壽險保單累積繕發 ANP* 計算，**排名首 10 位的香港財務策劃顧問**，以及**排名首 5 位的澳門財務策劃顧問**	以**個人**所有投資相連壽險保單累積繕發 ANP* 計算，**排名首 10 位的香港財務策劃顧問**，以及**排名首 5 位的澳門財務策劃顧問**
所有投資相連壽險保單累積繕發 ANP*至少達$100,000 美元 及 累積數目^至少達 2 張	

2) 「投連友您。傑出精英」財務策劃顧問保單累積數目大獎**

以半年業績計算 (2025 年 1 月 1 日至 6 月 30 日)	以全年業績計算 (2025 年 1 月 1 日至 12 月 31 日)
以**個人**所有投資相連壽險保單累積繕發保單數目計算，**排名首 10 位的香港財務策劃顧問**，以及**排名首 5 位的澳門財務策劃顧問**	以**個人**所有投資相連壽險保單累積繕發保單數目計算，**排名首 10 位的香港財務策劃顧問**，以及**排名首 5 位的澳門財務策劃顧問**
所有投資相連壽險保單累積繕發 ANP*至少達$20,000 美元 及 累積數目^至少達 3 張	

^請注意：若兩位或以上之營業單位主管/財務策劃顧問共同完成 1 張指定保單, 保單數目將平均計算予各人。計算競賽結果時，若保單數目總數為點數, 數目將下調為整數計算。

*ANP(年化新保費) : 指年化首年保費 100%及整付保費 10%之總和計算。

**若一位或以上財務策劃顧問之投資相連壽險保單的累積繕發保單數目相同，將以財務策劃顧問之所有投資相連壽險保單的累積繕發 ANP 決定名次。

(C) 新晉財務策劃顧問獎 (以個人業績^計算)

(適用於所有由 2024 年 1 月 1 日至 2025 年 6 月 30 日期間成功通過投資相連長期保險牌照考試，並登記投資相連長期保險牌照 之財務策劃顧問)

1) 「投連友您。傑出精英」新晉財務策劃顧問業績大獎

以半年業績計算 (2025 年 1 月 1 日至 6 月 30 日)	以全年業績計算 (2025 年 1 月 1 日至 12 月 31 日)
以**個人**所有投資相連壽險保單累積繕發 ANP* 計算，**排名首 5 位的新晉香港財務策劃顧問**，以及**排名首 3 位的新晉澳門財務策劃顧問**	以**個人**所有投資相連壽險保單累積繕發 ANP* 計算，**排名首 5 位的新晉香港財務策劃顧問**，以及**排名首 3 位的新晉澳門財務策劃顧問**
所有投資相連壽險保單累積繕發 ANP*至少達$10,000 美元 及 累積數目^至少達 2 張	

2) 「投連友您。傑出精英」新晉財務策劃顧問保單累積數目**大獎

以半年業績計算 (2025 年 1 月 1 日至 6 月 30 日)	以全年業績計算 (2025 年 1 月 1 日至 12 月 31 日)
以**個人**所有投資相連壽險保單累積數目計算**，**排名首 5 位的新晉香港財務策劃顧問**，以及**排名首 3 位的新晉澳門財務策劃顧問**	以**個人**所有投資相連壽險保單累積數目計算**計算，**排名首 5 位的新晉香港財務策劃顧問**，以及**排名首 3 位的新晉澳門財務策劃顧問**
所有投資相連壽險保單累積繕發 ANP*至少達$10,000 美元 及 累積數目^至少達 2 張	

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	^請注意：若兩位或以上之營業單位主管/財務策劃顧問共同完成 1 張指定保單, 保單數目將平均計算予各人。計算競賽結果時，若保單數目總數為點數, 數目將下調為整數計算。 *ANP(年化新保費) : 指年化首年保費 100%及整付保費 10%之總和計算。 **若一位或以上財務策劃顧問之投資相連壽險保單的累積繕發保單數目相同，將以財務策劃顧問之所有投資相連壽險保單的累積繕發 ANP 決定名次。
獎賞	得獎區域/財務策劃顧問將可獲得 專屬紀念獎盃/錦旗，並獲邀出席頒獎典禮獲得嘉許

於競賽期內，所有由同一財務策劃顧問就同一受保人繕發的相同基本計劃之新保單，將被視為 1 個合資格保單。

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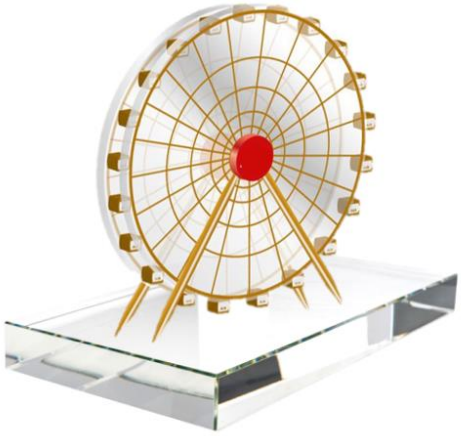
競賽 2:「投連幸運摩天輪」達標賽

競賽日期	2025年4月1日至6月30日 (共3個月)
競賽資格	所有財務策劃顧問及營業單位主管
產品	於競賽日期內**遞交及繕發**之新投資相連壽險計劃保單 (包括所有於競賽日期內正接受新生意的投資相連壽險產品， 但所有「額外定期投資」之相關ANP* 將不獲計算。)
競賽要求 (以個人業績計算)	每 1 張達 ANP$10,000 美元 或以上之投資連繫壽險保單 請注意：共同完成之新保單數目及其ANP將不獲計算於此獎賞
獎賞	可獲「投連幸運摩天輪」水晶擺件一件 每位達標之財務策劃顧問/營業單位主管最多可獲「投連幸運摩天輪」水晶擺件三件 **「投連幸運摩天輪」水晶擺件** (設計圖片僅供參考，可能會有所修改) 

**ANP(年化新保費) : 指年化首年保費 100%及整付保費 10%之總和計算。*

於競賽期內，所有由同一財務策劃顧問就同一受保人繕發的相同基本計劃之新保單，將被視為 1 個合資格保單。

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競賽 3:「投連友您」投資交流晚宴排名賽

競賽日期	2025年4月1日至6月30日 (共3個月)
競賽資格	所有財務策劃顧問及營業單位主管
產品	於競賽日期內**遞交及繕發**之新投資相連壽險計劃保單 (包括所有於競賽日期內正接受新生意的投資相連壽險產品， 但所有「額外定期投資」之相關ANP*將不獲計算。)
最低要求 (以個人業績計算)	於競賽期內累積至少 1 張投資連繫壽險計劃保單； 及 所有投資相連壽險保單累積ANP*至少達ANP$5,000美元:
獎賞	以**個人**所有投資相連壽險保單的累積繕發 ANP*計算， 排名最高#的 40 位財務策劃顧問， **可獲邀出席特色投連晚宴，與基金公司代表共晉晚宴**  (圖片僅供參考) #如出現相同名次，將根據財務策劃顧問達到該排名的累積 ANP*之日期決定排名，以日期較先者名次列前。若仍相同，則以財務策劃顧問達到該排名的最後繕發之合資格保單的遞交日期決定排名，以日期較先者名次列前。

**ANP(年化新保費) : 指年化首年保費 100%及整付保費 10%之總和計算。*
於競賽期內，所有由同一財務策劃顧問就同一受保人繕發的相同基本計劃之新保單，將被視為 1 個合資格保單。

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競賽 4: 投連3 - 4 月Active 有賞

競賽日期	2025年3月1日至4月30日 (共2個月)
競賽資格	所有財務策劃顧問及營業單位主管
產品	於競賽日期內**遞交及繕發**之新投資相連壽險計劃保單 (包括所有於競賽日期內正接受新生意的投資相連壽險產品， 但所有「額外定期投資」之相關ANP*將不獲計算。)
競賽要求 (以個人業績計算)	於 **3 月及 4 月內各遞交 1 張 ANP*達$1,500 美元的投資連繫壽險保單**， 並於競賽日期內繕發； 請注意：共同完成之新保單數目及其ANP將不獲計算於此獎賞
獎賞	可獲價值港幣 500 元海港城禮品卡一張 【禮品卡適用於海港城內大部份接受銀聯的商戶】 (名額: 200 個#)  (禮品卡須遵守海港城禮品卡中規定的條款及細則。) #名額將根據財務策劃顧問於四月份繕發的第一張繕發之合資格保單的繕發先後次序來分配，如出現相同名次，將根據財務策劃顧問於三月份繕發的第一張繕發之合資格保單的繕發日期決定排名，以日期較先者名次列前。若仍相同，則以財務策劃顧問於競賽期內所有合資格保單的累積ANP*決定排名，以累積 ANP*較高者名次列前。 數量有限，先到先得，送完即止！

**ANP(年化新保費) : 指年化首年保費 100%及整付保費 10%之總和計算。*
於競賽期內，所有由同一財務策劃顧問就同一受保人繕發的相同基本計劃之新保單，將被視為 1 個合資格保單。

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適用於上述所有競賽之一般規則:

1. 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，不得因任何獎賞而對客戶作特定銷售建議。
2. 有關截數日之安排，以 AIA 最新的通告或最新的 iPoS 截數日安排為準。
3. 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/ 附加契約的 ANP 及數目將不獲計算。
4. 於競賽期內，所有由同一營業單位主管/財務策劃顧問就同一受保人繕發的相同基本計劃之新保單將被視為 1 個合資格保單以計算投資相連壽險保單累積數目。
5. 營業同事不論透過紙本或電子方式遞交保單申請予 AIA，均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。
6. 所有保單必須在競賽期內遞交及繕發並於發放獎賞時仍然生效，保單才獲計算在內。
7. 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。
8. 所有得獎者必須於獎賞發放時仍與 AIA 持有效合約。
9. AIA 保留隨時修改競賽規則或獎賞之權利 (例如獎品有機會以現金發放)，恕不另行通知。
10. 獎品不能兑換現金、其他貨品或折扣。
11. 對於有關提供獎品之供應商所提供的獎品及服務質素，AIA 恕不承擔任何責任。
12. 如有任何異議，以 AIA 最後決定為準。

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LET'S LINKED TOGETHER for the outstanding performance in Unit-Linked Business!

To support everyone in expanding the Unit-Linked Business, we are pleased to continue to launch the second quarter " LET'S LINKED TOGETHER" contests. Those who meet the targets will have the chance to win a Crystal Ferris Wheel ornament, and the top producers will also have the opportunity to attend a special dinner, dining with representatives and experts from fund houses.

Additionally, we are launching the 2025 "Unit-Linked Outstanding Elite" contest, with various awards to be settled mid-year and year-end. Winning districts/ representatives and financial planners will be invited to the annual "Unit-Linked Outstanding Elite" award ceremony to receive recognition and witness extraordinary achievements together!

For more contest details, please refer to the next page.

	ULB Contests
Contest 1	2025 "Unit-Linked Outstanding Elite" contest with Annual Award Ceremony (Newly launched)
Contest 2	"LET'S LINKED TOGETHER with Crystal Ferris Wheel" Contest (Newly launched)
Contest 3	"LET'S LINKED TOGETHER" Investment Networking Banquet (Newly launched)
Contest 4	Active "Linked" Reward in March and April (Contest period until 30 April)

Actively take part in developing of Unit-Linked Business will definitely help you to achieve Premier Advisor!

(Reminder: Financial Planner shall obtain paper 5 license for any Unit-Linked Policies selling activities. Financial Planner who has obtained Paper 5 license must first obtain relevant internal licenses before selling relevant Unit-Linked Policies. Before any Unit-Linked Policies selling activities, Financial Planner needs to conduct Financial Needs Analysis (FNA) and Risk Profile Questionnaire (RPQ) with customers to assess customer needs and premium affordability. During the solicitation process, Financial Planner shall not provide any investment advise to customers, and shall not directly or indirectly offer any gifts to induce customers to purchase Unit-Linked Policies. Unit-Linked Policies are only suitable for customers who have life insurance and investment needs.)

For enquiries, please email to aiahkwealthmgnt@aia.com.

Best Regards,

Leo Cheung
Head of Life & Wealth Management Proposition

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Contest 1: 2025 "Unit-Linked Outstanding Elite" contest with Annual Award Ceremony

Contest Period	1 January 2025 to 31 December 2025 (Total 12 months) By half year production: 1 January to 30 June 2025 | By full year production: 1 January to 31 December 2025
Eligibility	For all financial planners and agency leaders
Product	New Unit-Linked policies submitted and delivered within contest period (including all Unit-Linked products which are available for new business within contest period, but all relevant ANP* from additional "Regular Investments" will be excluded.)

Ranking and Minimum Requirements

(A) District Award (by district production)

1) Unit-Linked Outstanding Elite - Top ANP District Award

Ranked by accumulated ANP* of all Unit-Linked policies based on **district production**.

District Category(1)	Minimum accumulated ANP* of Unit-Linked policies	Award Ranking	
		By half year production: 1 January to 30 June 2025	By full year production: 1 January to 31 December 2025
Hong Kong Premier Grand Districts of the Year (PGDOY) & Hong Kong Super Grand Districts of the Year (SGDOY)	US$500,000	Top 5	Top 5
Hong Kong Grand Districts of the Year (GDOY)	US$250,000	Top 5	Top 5
Hong Kong Districts of the Year (DOY)	US$150,000	Top 5	Top 5
Macau Districts (MACAU)	US$400,000	Top 3	Top 3

2) Unit-Linked Outstanding Elite - Top Case Count District Award**

Ranked by accumulated number of policies** of all Unit-Linked policies based on **district production**.

District Category(1)	Minimum accumulated number of policies	Award Ranking	
		By half year production: 1 January to 30 June 2025	By full year production: 1 January to 31 December 2025
Hong Kong Premier Grand Districts of the Year (PGDOY) & Hong Kong Super Grand Districts of the Year (SGDOY)	50	Top 5	Top 5
Hong Kong Grand Districts of the Year (GDOY)	30	Top 5	Top 5
Hong Kong Districts of the Year (DOY)	30	Top 5	Top 5
Macau Districts (MACAU)	30	Top 3	Top 3

3) Unit-Linked Outstanding Elite - Top ULB Producer District Award

Ranked by accumulated number of ULB producers*** based on **district production**.

District Category(1)	Minimum accumulated number of ULB producers	Award Ranking	
		By half year production: 1 January to 30 June 2025	By full year production: 1 January to 31 December 2025
Hong Kong Premier Grand Districts of the Year (PGDOY) & Hong Kong Super Grand Districts of the Year (SGDOY)	40	Top 5	Top 5
Hong Kong Grand Districts of the Year (GDOY)	20	Top 5	Top 5
Hong Kong Districts of the Year (DOY)	10	Top 5	Top 5
Macau Districts (MACAU)	30	Top 3	Top 3

(1) All of the above Districts' title are referenced as of 1 January 2025.

*ANP (Annualised New Premium): count as the sum of 1st year annualised premium (100%) and single premium (10%).

**If the accumulated number of policies of all Unit-Linked policies issued of one or more districts is the same, the ranking will be determined by the accumulated ANP of all Unit-Linked policies based on district production.

***If the accumulated number of ULB producers of all Unit-Linked policies issued of one or more districts is the same, the ranking will be determined by the accumulated ANP of all Unit-Linked policies based on district production.

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(B) Financial Planners Award (by individual production^)

1) Unit-Linked Outstanding Elite - Top Financial Planner in ANP*

By half year production: 1 January to 30 June 2025	By full year production: 1 January to 31 December 2025
Top 10 Hong Kong Financial Planners and **Top 5 Macau Financial Planners** ranked by accumulated ANP* of all Unit-Linked policies based on **individual production**.	**Top 10 Hong Kong Financial Planners** and **Top 5 Macau Financial Planners** ranked by accumulated ANP* of all Unit-Linked policies based on **individual production**.
Accumulated at least ANP* US$100,000 of Unit-Linked policies and 2 Unit-Linked policies	

2) Unit-Linked Outstanding Elite - Top Financial Planner in Case Count**

By half year production: 1 January to 30 June 2025	By full year production: 1 January to 31 December 2025
Top 10 Hong Kong Financial Planners and **Top 5 Macau Financial Planners** ranked by accumulated number of policies** of all Unit-Linked policies based on **individual production**.	**Top 10 Hong Kong Financial Planners** and **Top 5 Macau Financial Planners** ranked by accumulated number of policies** of all Unit-Linked policies based on **individual production**.
Accumulated at least ANP* US$20,000 of Unit-Linked policies and 3 Unit-Linked policies	

^ Please note: Joint cases will be shared evenly among the co-producers. Cases will be counted according to total no. of cases produced rounding down into an integer in result calculation.

*ANP(Annualised New Premium): count as the sum of 1st year annualised premium (100%) and single premium (10%).

**If the accumulated number of policies of all Unit-Linked policies issued of one or more financial planners is the same, the ranking will be determined by the accumulated ANP of all Unit-Linked policies of the financial planner.

(C) New Financial Planners Award (by Individual production^)

(Applicable to Financial Planners who successfully pass investment-linked long term Insurance license examination; and complete investment-linked long term insurance licensing registration from 1 January 2024 to 30 June 2025)

1) Unit-Linked Outstanding Elite - Top New Financial Planner in ANP

By half year production: 1 January to 30 June 2025	By full year production: 1 January to 31 December 2025
Top 5 New Hong Kong Financial Planners and **Top 3 New Macau Financial Planners** ranked by accumulated ANP* of all Unit-Linked policies based on **individual production**.	**Top 5 New Hong Kong Financial Planners** and **Top 3 New Macau Financial Planners** ranked by accumulated ANP* of all Unit-Linked policies based on **individual production**.
Accumulated at least ANP* US$10,000 of Unit-Linked policies and 2 Unit-Linked policies	

2) Unit-Linked Outstanding Elite - Top New Financial Planner in Case Count

By half year production: 1 January to 30 June 2025	By full year production: 1 January to 31 December 2025
Top 5 New Hong Kong Financial Planners and **Top 3 New Macau Financial Planners** ranked by accumulated number of policies** of all Unit-Linked policies based on **individual production**.	**Top 5 New Hong Kong Financial Planners** and **Top 3 New Macau Financial Planners** ranked by accumulated number of policies* of all Unit-Linked policies based on **individual production**.
Accumulated at least ANP* US$10,000 of Unit-Linked policies and 2 Unit-Linked policies	

^ Please note: Joint cases will be shared evenly among the co-producers. Cases will be counted according to total no. of cases produced rounding down into an integer in result calculation.

*ANP(Annualised New Premium): count as the sum of 1st year annualised premium (100%) and single premium (10%).

**If the accumulated number of policies of all Unit-Linked policies issued of one or more financial planners is the same, the ranking will be determined by the accumulated ANP of all Unit-Linked policies of the financial planner.

Award	**Qualified Districts/Financial Planners will receive** **exclusive commemorative trophy/pennant and be invited to attend the award presentation ceremony to receive recognition**

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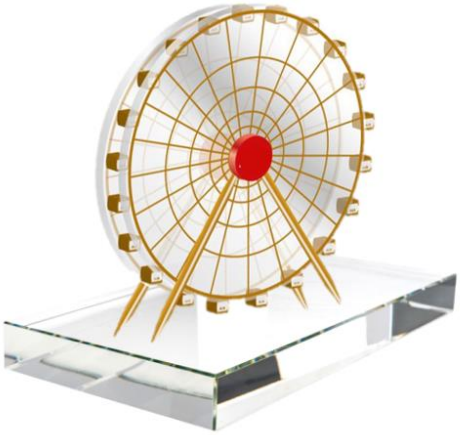
Contest 2: "LET'S LINKED TOGETHER with Crystal Ferris Wheel" Contest

Contest Period	1 April 2025 to 30 June 2025 (3 months)
Eligibility	For all financial planners and agency leaders
Product	New Unit-Linked policies submitted and delivered within contest period, (including all Unit-Linked products which are available for new business within contest period, but all relevant ANP* from additional "Regular Investments" will be excluded.)
Contest Requirement (by individual production)	Each Unit-Linked policy with $10,000 USD ANP* or above Please note: ANP and the case count of joint cases will not be counted for this reward
Award	**Get one set of Crystal Ferris Wheel** Each awarded financial planner will be entitled to maximum of 3 sets of Crystal Ferris Wheel **Crystal Ferris Wheel** (Design images are for reference only and may be further modified) 

**ANP(Annualised New Premium): count as the sum of 1st year annualised premium (100%) and single premium (10%). All new policies under same insured with same basic plan within the contest period by the same producer will be treated as one eligible case only.*

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Contest 3: "LET'S LINKED TOGETHER" Investment Networking Banquet

Contest Period	1 April 2025 to 30 June 2025 (3 months)
Eligibility	For all Financial Planners and Agency Leaders
Product	New Unit-Linked policies submitted and delivered within contest period (including all Unit-Linked products which are available for new business within contest period, but all relevant ANP* from additional "Regular Investments" will no longer be counted in this contest.)
Minimum Requirement (by individual production)	During the contest period, achieve at least 1 Unit-Linked policy and all Unit-Linked policies accumulated for at least 5,000 USD ANP* amount.
Award	Based on the total accumulated ANP* of all Unit-Linked policies, the top 40 Financial Planners# will be invited to attend the "LET's LINKED TOGETHER" Investment Networking Banquet.  #in the event of the same ranking, the ranking will be determined by the date on which the financial planner achieved the accumulated ANP* for that ranking, with the earlier date ranked higher. If there is still the same, the ranking will be determined by the submission date of the last delivered eligible policy submitted by the financial planner for that ranking, with the earlier date ranked higher.

**ANP(Annualised New Premium): count as the sum of 1st year annualised premium (100%) and single premium (10%). All new policies under same insured with same basic plan within the contest period by the same producer will be treated as one eligible case only.*

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Contest 4: Active "Linked" Reward in March and April

Contest Period	1 March 2025 to 30 April 2025 (2 months)
Eligibility	For all Financial Planners and Agency Leaders
Product	New Unit-Linked policies submitted and delivered within contest period (including all Unit-Linked products which are available for new business within contest period, but all relevant ANP* from additional "Regular Investments" will no longer be counted in this contest)
Contest Requirement (by individual production)	Submit **one Unit-linked policy with ANP* $1,500USD or above in March and April respectively**, and have the policies issued within the contest period Please note: ANP and the case count of joint cases will not be counted for this reward
Award	HK$500 Harbour City Gift Card 【Redeemable for payment of goods and services at most merchants accepting UnionPay in Harbour City】 (Quota: 200 pcs#)  (The gift card is subject to the terms and conditions stipulated in Harbour City gift card.) Offer valid while stocks last! First come, first served! Don't miss it!! #The allocation of quotas will be based on the order of the issue date of the first eligible policy delivered by the financial planner in April. In the event of the same ranking, the ranking will be determined by the issue date of the first eligible policy delivered by the financial planner in March, with earlier dates ranked higher. If there is still the same, the ranking will be determined by the total ANP* of all eligible policies delivered by the financial planner during the contest period, with higher accumulated ANP* ranked higher.

**ANP(Annualised New Premium): count as the sum of 1st year annualised premium (100%) and single premium (10%). All new policies under same insured with same basic plan within the contest period by the same producer will be treated as one eligible case only.*

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General Rules and Regulations (Apply to all contests aforementioned):

1. **Producers should make product recommendations based on customer needs and affordability, and should not make any incentive-driven recommendations to customers.**
2. The arrangement of closing dates will be subject to the latest memos or iPoS closing dates announced by AIA.
3. 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 will not be counted.
4. All new policies under same insured with same basic plan within the contest period by the same producer will be treated as one eligible case only when calculating the cumulative number of Unit-Linked policies.
5. For applications submitted to AIA via hardcopy or electronic application, 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.
6. All policies will only be counted if they are submitted and delivered within the contest period and are still in force during prize awarding.
7. The result of the contest shall be adjusted according to the cooling-off period of the policy. AIA reserves the right to retract the prize awarded.
8. Qualifiers must be inforce in AIA at the time the awards are paid out / redeemed.
9. AIA reserves the right to amend any of the rules of this contest or offer alternative gifts subject to availability (for example, gifts may be distributed in cash-in-lieu) at any time without prior notice.
10. The prize cannot be exchanged for cash, other products or discount.
11. AIA accepts no liability for the quality of prize and services provided by the respective merchants.
12. In case of any dispute, the decision of AIA is final.

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