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 only)	From:	May Leung
Copy:	Mr. Alger Fung / Ms. Amy Chan / Mr. Louie Ho / Ms. Amelie Shen / All Department Heads / ABDD Executives / CSBD Executives / IVS Executives / Contact Centre	Dept:	Corporate Solutions
Date:	01 April 2025	Total pages:	4

Subject: **(A250437) 2025 Q2 至 Q4 IVS 尊屬職場活動 —「友活力」工作坊活動贊助**
2025 Q2 to Q4 IVS Exclusive Workplace Activity –
Event Sponsorship for "AIAnergetic Programme"

「友活力」工作坊(「活動」)自推出以來深受歡迎，尤其今年第一季新增的**「人工智能頭髮及頭皮分析」**活動。企業業務（CS）現再度推出新一輪活動讓營業同事為客戶預約，而**贊助形式維持不變**。以協助營業同事舉辦尊屬職場活動，創造與一眾企業業務客戶成員面對面交流的機會，從而開拓更多個人保險客源。

立即聯絡您的客戶，**發掘更多 IVS「友得揀」銷售機遇**！

「友活力」工作坊活動贊助詳情：

<table>
<tr><td>推廣期：</td><td>2025 年 4 月 1 日至 12 月 31 日</td></tr>
<tr><td>合資格客戶：</td><td>現有團體保險企業客戶及 / 或 現有強積金僱主客戶</td></tr>
<tr><td>贊助形式：
維持不變</td><td>於推廣期內，現有團體保險企業客戶及 / 或 現有強積金僱主客戶可根據僱員人數享有相應的活動次數，並由負責該團體保險保單及 / 或 現有強積金僱主計劃之主要財務策劃顧問*進行預約及安排，詳情如下：
<table>
<tr><th>僱員人數</th><th>活動次數</th><th>贊助形式</th></tr>
<tr><td>21 - 50</td><td>1 次
智能眼底分析 或
人工智能頭髮及頭皮分析</td><td>只需達到以下 (i) 或 (ii) 的要求，活動費用即可獲豁免
(i) 於活動當天起計 7 日內完成至少 20 份有效問卷#；或
(ii) 於活動當天起計 2 個月內的 IVS ANP 達 HK$40,000 或以上</td></tr>
<tr><td>51 – 200</td><td>1 次
智能眼底分析 或
人工智能頭髮及頭皮分析 或
於活動列表中任選一項</td><td>活動費用獲豁免</td></tr>
<tr><td>201
或以上</td><td>2 次，包括
智能眼底分析 及 / 或
人工智能頭髮及頭皮分析 及 / 或
於活動列表中之活動</td><td>活動費用獲豁免</td></tr>
</table>
*由於預約系統有所限制，如負責該團體保險保單及 / 或強積金僱主計劃的主要財務策劃顧問為 2 名或以上，則必須由營業員編號較小的同事進行預約。
#有效問卷是指最終上傳至客戶 CRM 的問卷數目。</td></tr>
</table>

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活動列表：	掃描以下二維碼查閱活動種類。活動名額有限，先到先得。
費用：	如**未能達到**上述 (i) 或 (ii) 的要求，CS 將向預約該活動之營業同事**收取 50% 活動費用**（金額介乎 HK$2,500 至 HK$4,000 之間，視乎所選活動而定）。

營業同事可透過 AIA Smart 同時為企業客戶**預約尊屬職場活動**及**即時獲取尊屬活動問卷二維碼（QR Code）**，過程一氣呵成！有關活動登記流程、活動問卷內容及如何查閱曾參與活動成員資料，請參閱通告 A240805 及 A241168。

一般規則及要求：

1) 此活動只適用於現有香港 AIA 團體保險客戶及 / 或香港 AIA 強積金僱主客戶。
2) 此活動只供財務策劃顧問為其負責的香港 AIA 團體保險客戶及 / 或香港 AIA 強積金僱主客戶進行預約。
3) 客戶於活動當天必須仍為香港 AIA 團體保險客戶及 / 或香港 AIA 強積金僱主客戶。
4) 必須符合最少參與人數要求的客戶及其員工才可參加活動。
5) 所有活動均由獨立第三方供應商提供，所提供的任何服務、產品及 / 或協商工作均並非由 AIA 銷售或推廣，AIA 概不負責或承擔任何責任。
6) 活動一經確認，如因改期或取消活動而產生行政費用，企業業務部將向財務策劃顧問收取相關的費用（如有）。
7) 如於活動日前 7 個工作天內無法達到最少參加人數要求，活動將會取消，企業業務部將向財務策劃顧問收取相關的費用（如有）。
8) 活動的確實日期和時間須視乎供應商的情況而定。
9) 所有活動均以實體形式於客戶公司進行，不提供網上活動。
10) AIA 有權隨時修訂或取消此活動或服務供應商而毋須另行通知，並保留絕對酌情權。
11) AIA 對於活動提供的效益和活動的質素、適用性或適合性不承擔責任。
12) 活動過程中應遵守導師的指示，如因參與活動及參加者的身體狀況而導致任何損傷，AIA 概不負責或承擔任何責任。

如有任何查詢，歡迎與負責 貴區之企業業務營業拓展部同事 / IVS 團隊聯絡。

祝 業務蒸蒸日上！

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"AIAnergetic Programme" ("Activity") has been well-received since its launch, especially the AI Hair & Scalp Analysis which was launched in the first quarter of this year. In view of this, Corporate Solutions (CS) is pleased to launch a new round of Activity, allowing you to make booking for your clients. And the sponsorship scheme remains unchanged, providing you the opportunity of meeting Corporate Solutions Clients Members face-to-face, thereby developing more individual life insurance customers!

Contact your clients now and seize more IVS sales opportunities!

Event Sponsorship for "AIAnergetic Programme":

<table>
<tr><td>Promotion Period:</td><td>1 April to 31 December 2025</td></tr>
<tr><td>Eligibility:</td><td>Existing group insurance corporate clients and/or Existing MPF employer clients</td></tr>
<tr><td>Sponsorship:
Remain Unchanged</td><td>During the Promotion Period, existing group insurance corporate clients and/or existing MPF employer clients can enjoy the corresponding number of activities based on their number of employees. Booking and arrangement will be made by the main Financial Planner* responsible for such group insurance policy and/or MPF employer plan. Details are as follows:
<table>
<tr><th>No. of Employees</th><th>No. of Activity</th><th>Sponsorship</th></tr>
<tr><td>21 - 50</td><td>1 time
AI Fundus Analysis OR
AI Hair & Scalp Analysis</td><td>The activity fee will be waived if the below requirement of (i) or (ii) can be met
(i) Complete at least 20 valid surveys# within 7 days from the day of the activity; or
(ii) Achieve IVS ANP of HK$40,000 or above within 2 months from the day of activity.</td></tr>
<tr><td>51 – 200</td><td>1 time
AI Fundus Analysis OR
AI Hair & Scalp Analysis OR
select any one activity from the activity list</td><td>Activity fee will be waived</td></tr>
<tr><td>201
or above</td><td>2 times, including
AI Fundus Analysis AND / OR
AI Hair & Scalp Analysis AND / OR
Activity(ies) from the activity list</td><td>Activity fee will be waived</td></tr>
</table>
*Due to the limitation of booking system, if there are 2 or more main Financial Planners responsible for the group insurance policy and/or MPF employer plan, the booking must be made by the producer with smaller agent code.
#Valid survey refers to the number of surveys finally uploaded to CRM.</td></tr>
<tr><td>Activity list:</td><td>Scan the QR code below to view the activity list. The number of Activity is limited, first-come, first-served.</td></tr>
<tr><td>Fee</td><td>If the above requirement (i) or (ii) is not met, CS will charge 50% of the Activity fee (The amount ranges from HK$2,500 to HK$4,000, depending on the selected Activity) to the Financial Planner who books the Activity.</td></tr>
</table>

Exclusive workplace activities can be booked for your corporate clients and obtain the QR code of exclusive activity survey instantly through AIA Smart in one go! For the details of registration procedures, e-Activity survey content and viewing information of the activity participants, please refer to Memo A240805 and A241168.

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General Rules and Requirements:

1) This Activity is only applicable to existing Hong Kong AIA group insurance corporate client and/or Hong Kong AIA MPF employer client.
2) This Activity is only available for Financial Planners to make bookings for their Hong Kong AIA group insurance corporate clients and/or Hong Kong AIA MPF employer client.
3) Clients must be an active Hong Kong AIA Group Insurance corporate client and/or Hong Kong AIA MPF employer client on the date of Activity.
4) Only clients which have fulfilled the requirement on minimum number of participants are` eligible to participate in the Activity.
5) All Activities are provided by independent third-party vendors; any service, product and/or co-ordination work are provided by these independent third-party vendors and not provided, sold or marketed by AIA, and AIA shall not be responsible or liable for the same.
6) Once the Activity is confirmed, if administrative fees are incurred due to rescheduling or cancelling the Activity, CS will charge to financial planner for the relevant fees (if any).
7) If the minimum number of participants cannot be reached within 7 working days before the date of Activity, the activity will be cancelled, CS will charge to financial planner for relevant fees (if any).
8) The date and time for holding of the Activity is subject to vendor's availability.
9) All activities will be conducted in-person at clients' offices, no online activities will be provided.
10) AIA reserves the right to revise or cancel the Activity at any time without prior notice at its absolute discretion.
11) AIA is not responsible or liable for the quality, suitability, or fitness for purpose of the benefits and activities provided under the Activity.
12) During the Activities, the instruction provided by instructors should be followed. AIA shall not be responsible or liable for any injury caused by participation in the Activities and the body condition of the participants.

If you have any questions, please contact your designated CSBD Agency executives/IVS Team.

We wish you every success!

Yours faithfully,

May Leung
Head of IVS Business Development
CS – Individual Voluntary Solutions

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