AIA Hong Kong
Unit 3601, 36/F, AIRSIDE,
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Kai Tak, Kowloon
T: (852) 2881 3333
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健康長久好生活

Memo

Attn	:	All EDD & Honourable Advisors/ EDDs/ PSDDs/ SDDs/ DDs/ MICs/ Agency Leaders/ Financial Planners (Hong Kong and Macau)	From	:	Amy Chan
Co/Dept	:	Mr. Alger Fung/ Mr. Louie Ho/ All Department Heads/ ABDD Executives	Dept	:	Management Team
Date	:	1 June 2025	Total page	:	5
Subject	:	**(A250610) 宇宙最強：世界巡迴演唱會限時門票挑戰賽** **The Best of All: Limited Time Challenge for Concert Ticket**			

今年 8 月，啟德體育館主場館將會迎來第一位到場舉辦演唱會的華人女歌手，她更是華語樂壇最具代表性的年輕女歌手之一！

友邦香港即將贊助這場宇宙級巨星的世界級巡迴演唱會，這次巡迴演唱會自 2023 年 12 月起展開，至今已在 39 個城市舉辦了 87 場演出，達到超過 4 億美元的全球票房，創下史上女歌手巡演票房第 4 高的紀錄，是首位達成此成就的亞洲及中國歌手。

為鼓勵大家積極開單，公司特意推出「**宇宙最強：世界巡迴演唱會限時門票挑戰賽**」，**只要在競賽期內達成指定計算福利之首年佣金(FYC Benefit)及人壽保單數目要求**，即可獲**相應購票權**，親身感受這位巨星的高水準演唱。

切勿錯過這難得的機會一睹偶像風采！立即捉緊機會，爭取最佳業績！

Beyond No. 1 客戶為先 卓越領先

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

Amy Chan
Chief Agency Officer
Agency Distribution
Hong Kong and Macau
AC/AL/CC/CL

BEYOND NUMBER ONE 客戶為先 卓越領先

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宇宙最強：世界巡迴演唱會限時門票挑戰賽

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

2025年6月 (1個月)

競賽規則及獎項

於競賽期內完成指定**計算福利之首年佣金 (FYC Benefit)** 及 **人壽保單數目***要求，將獲得**相關世界巡迴演唱會門票之購票權**：

級別^	計算福利之首年佣金 (FYC Benefit) 要求	人壽保單數目*要求	可購買門票數量
級別 1	HK$30,000	2 張	2 張
級別 2	HK$80,000	2 張	6 張

備註：

1. ^級別 1 至 2 之獎賞不可同時兼得，以較高者為準。
2. *人壽保單數目只計算基本計劃，不包括附加契約。
3. 相關購票權的預訂將稍後於 2025 年 7 月作出通知；門票先到先得，售完即止。
4. 所有門票將於演唱會舉辦前一至兩星期由售票方發送（如適用）。
5. 此競賽結果將不接受上訴申請。
6. **無論是免費或從公司購買的公司內部門票，均不能以任何形式轉售他人。**

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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、團體保險業務、退休金企業業務及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. 無論是免費或從公司購買的公司內部門票，均不能以任何形式轉售他人，亦不得以活動門票作為招徠以營銷保單，包括但不限於：

    - 在保險產品的營銷、推廣或分銷過程中為客戶或潛在客戶送贈禮品，作為誘使/答謝客戶或潛在客戶投購保險產品（保險業監管局 - 指引 25《送贈禮品指引》）；及
    - 未經公司批准或同意，向任何人士轉售活動門票以獲取利益；及
    - 無論能否獲取任何得益或回報，未經公司批准或同意，以任何形式 (包括於社群媒體以抽獎、競賽、遊戲方式)向客戶或潛在客戶送出活動門票。

    詳情請參閱通告A250463。
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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The Best of All: Limited Time Challenge for Concert Ticket

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

Contest Period
June 2025 (1 month)

Contest Rules & Awards

All Agency Leaders & Financial Planners who achieved the following **FYC Benefit** and **Number of life cases*** requirements within contest period, will be eligible to **purchase designated tickets of the concert.**

Level^	FYC Benefit Requirement	Number of life cases Requirement	Number of tickets eligible for purchase
Level 1	HK$30,000	2 cases	2
Level 2	HK$80,000	2 cases	6

Remarks:
1. ^Reward for Level 1 & 2 is mutually exclusive, according to whichever is higher.
2. *Counting of life case refers to basic plan only; rider cases are excluded.
3. Ticket purchase arrangement will be notified in Jul 2025; tickets are on a first-come-first-served basis while supplies last.
4. Tickets will only be delivered in 1 to 2 weeks prior to the concert by ticketing company (if applicable).
5. Appeal is not entertained in this contest.
6. **Re-selling of AIA Event/Sponsored Event's internal ticket, no matter they are free or bought from the Company, is prohibited in any forms.**

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General Rules & Regulations:

1. FYC Benefit on all Life, Life A&H Riders, Standalone Life A&H, PA, Group Insurance, Pension Corporate and 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 are not refundable, transferrable nor payable, program is subject to AIA's final decision.
10. Re-selling of AIA Event/Sponsored Event's internal ticket, no matter they are free or bought from the Company, is prohibited in any forms; nor using event tickets as a solicitation to market insurance policies, including but not limited to:
    - offering gifts to clients / potential clients, as inducements to / rewards for clients' subscription of insurance policies (Insurance Authority's GL 25 – "Guideline on Offering of Gifts"); AND
    - reselling event tickets to anyone for benefit without Company's approval; AND
    - giving out tickets to clients or potential clients in any way (including lucky draws, contests, or games on social media) without Company's approval, whether any benefit or reward can be obtained

    Please refer to memo A250463 for more details.
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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