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

Attn:	All EDD & Honorable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong & Macau)	From:	Winnie Fung Victor Man David Lo
Copy:	Mr. Alger Fung / Ms. Amelie Shen / Ms. Amy Chan / Mr. Louie Ho / All Department Heads / ABDD Executives / CSBD Agency Executives / IVS Executives	Dept:	Corporate Solutions
Date:	1 August 2025	Total pages:	7
Subject:	**(A250808) 2025「CS 100 幸運星」抽獎活動** **2025 "CS 100 Lucky Stars" Lottery**		

好消息！企業業務（CS）為了激勵各位營業同事在各業務中保持活躍，並積極開拓更多 IVS 新客源，現推出全新**「2025 CS 100 幸運星抽獎活動」！只需於活動期間完成每月指定任務，即可參加抽獎！完成任務愈多，中獎機會愈高！**



每月將有 100 位合資格營業同事中獎，贏得總值高達 HK$450,000 之獎金 / 獎品！詳情請參閱下頁的獎賞條款及細則。

希望大家踴躍參加，並於各項業務繼續爭取佳績，祝 業務蒸蒸日上！

Good news! To motivate Financial Planners to stay active and explore new IVS business, Corporate Solutions (CS) is now launching the **"2025 CS 100 Lucky Stars Lottery"! Simply complete the monthly designated tasks during the promotion period to qualify for the draw! Complete more tasks to get more lottery opportunities!**

Every month, 100 eligible Financial Planners will win cash rewards/prizes worth up to HK$450,000! Please refer to the terms and conditions on the next page for details.

We encourage everyone to participate and wish you all the best in striving the great results in all business lines!

Winnie Fung
Head of Individual Voluntary Solutions
CS – Individual Voluntary Solutions

Victor Man
Head of CS Business Development
Agency Distribution, Corporate Solutions

David Lo
Head of Business Training and Development,
Corporate Clients and High Net Wealth
Macau - Distribution (Training)

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2025「CS 100 幸運星」抽獎活動

參加資格	**所有香港及澳門營業同事**
推廣期	**2025 年 8 月 1 日 至 10 月 31 日（共 3 個月，分 3 輪進行抽獎）** 抽獎 / 任務開始日期 / 任務截止日期 / 得獎名單公佈日期 第 1 輪 / 8 月 1 日（五） / 8 月 31 日（日） / 9 月 10 日（三） 第 2 輪 / 9 月 1 日（一） / 9 月 30 日（二） / 10 月 14 日（二） 第 3 輪 / 10 月 1 日（三） / 10 月 31 日（五） / 11 月 12 日（三）
獲獎資格 **月月做任務 月月有獎抽**	**於推廣期內，成功在每個回合完成任務 1 及任務 2（任何一項或多於一項），即可參加抽獎。**

任務 1

完成 5 條「CS 每月問答比賽」的問題並答中最少 3 條

＋ 任務 2

完成以下任何一項或多項業務任務，即可獲得相應抽獎機會！

完成任務愈多，中獎機會愈高！

業務	業務任務	可獲抽獎機會
A. IVS 友得揀 [1-6]	i. 每成功完成 1 張公務員及政府聘用的非公務員及其家屬之「AIA 自願醫保靈活 / 尊耀計劃」保單（只適用於香港區）	3 次
	ii. 每成功完成 1 張「友愛護」癌症保障計劃保單 [7]	3 次
	iii. 每成功完成 1 張不屬於上述 i 或 ii 所列之 IVS 保單	2 次
B. 團體保險	i. 每成功索取 1 份全新團體人壽或團體醫療保險度身訂造計劃的報價書 [8-12]	1 次
	ii. 每成功提交 1 宗全新團體保險度身訂造計劃或套裝計劃保單申請 [13]	3 次
C. 退休金	**適用於香港區：**	
	i. 每成功經 MPF iPoS 遞交 1 宗 MPF PA 個案 [14-19]	2 次
	ii. 出席並完成 eMPF 工作坊（只獲計算 1 次） [20]	1 次
	iii. 完成 eMPF 線上培訓課程（只獲計算 1 次） [20]	1 次
	適用於澳門區：	
	iv. 每成功經遞交 1 宗全新 CPF 個人個案登記表格 [21-23]	2 次

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獎賞

每月 100 名 CS 幸運星可獲得以下獎品：

獎品		獎品價值（每份）	每月得獎名額	獎品分發安排#
頭獎	iPhone 16 Pro Max (1TB)	HK$ 13,599	共 1 名	得獎者將獲邀出席現場抽獎活動⁺，即場揭曉所得獎品！
二獎	演唱會門票 2 張（或同等價值獎品）	約 HK$ 6,000	共 9 名	
三獎	旅遊禮券	HK$ 3,000	共 10 名	
四獎	現金獎賞	HK$ 500	共 80 名	於推廣期後存入公司佣金戶口

⁺現場抽獎活動安排
（只適用於相關得獎同事）

抽獎	活動日期	地點	時間
第 1 輪	9 月 30 日（二）	Airside 35 樓營業員培訓中心	下午 3 時至 5 時（暫定）
第 2 輪	10 月 28 日（二）		
第 3 輪	11 月 26 日（三）		

#注意事項

- 每一輪的 100 位得獎同事，將於該輪得獎名單公佈日期後，**收到確認電郵並註明所得之獎品 / 抽獎詳情**。當中**頭獎、二獎及三獎**之得獎同事，將獲邀出席上述現場抽獎活動，並即場揭曉所得獎品。**請依照電郵上註明之日期、時間及地點出席**。
- **頭獎、二獎及三獎**之得獎同事於抽獎當日必須**出示確認電郵及 iEngage 內之電子名片**或其他身份證明文件，以確認得獎資格。
- 如得獎同事未能在指定時段內參加抽獎，**請填妥確認電郵所附之授權書**，以委託另一位 AIA 同事代為參加。
- **所獲得之獎品必須即場點收及簽名確認**。任何於簽收後作出之要求，將不獲接納。
- 其他抽獎安排及詳情，將經由確認電郵通知。

一般規則及要求：

1) IVS「 友得揀 」保單只計算：
   a. 企業業務成員以保單持有人或受保人身份經以下途徑購買之全新個人保單或指定保單（包括：「友心意」醫療保障計劃、「友愛護」癌症保障計劃及「意安心升級保障」）：
      - 強積金 / 退休金個人賬戶成員：經現有強積金 / 退休金個人帳戶之財務策劃顧問購買。
      - 強積金 / 退休金企業成員：經現有負責該強積金 / 退休金企業帳戶之財務策劃顧問，或其同一營業單位之指定財務策劃顧問購買。
      - 團體保險計劃成員：經現有負責該團體保險計劃之財務策劃顧問，或其同一營業單位之指定財務策劃顧問購買。

      而且此企業業務成員 (i) 於投保前上一個日曆月的最後一天、於投保及保單繕發時應為現有友邦強積金 / 退休金成員；或 (ii) 於投保及簽發保單時應為現有友邦團體保險成員。
   b. (只限香港)在職公務員及政府聘用的非公務員（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）以保單持有人或受保人身份經任何財務策劃顧問購買指定 AIA 自願醫保計劃。

      ^「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。
2) 合資格 IVS「 友得揀 」保單只計算於活動期內經 iPoS 遞交及獲繕發之保單。
3) 若營業同事於活動期之前已遞交相關保單 / 相關保單已獲繕發，並於活動期內撤回投保申請 / 取消相關保單，其後再次投保相同產品計劃，相關保單數目將不獲計算。
4) 所有由現有保單轉換 / 退保後由同一受保人或同一持有人持有之保單的保單數目將不獲計算。
5) 若保單由兩位或以上營業同事共同完成，相關保單數目將按比例平均分配，而保單數目不會以四捨五入方式計算。
6) 同一受保人於推廣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。

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7) 「友愛護」癌症保障計劃之合資格投保成員詳情及細則，以最新產品宣傳單張為準：https://www.aia.com.hk/content/dam/hk-wise/pdf/products/employee-benefits/shield-up/ShieldUpCancerProtectionPlan_tc.pdf。

8) 一個合資格的團體保險度身訂造計劃的報價書需包括以下資料提供：
   - 保單週年日
   - 現有福利概要
   - 索償比率報告（本年度不少於 8 個月的索償紀錄）及受保僱員人數（只適用於團體醫療保險）
   - 受保僱員資料（包括：年齡、性別及保額）（只適用於團體人壽保險）

9) 僱員人數必須達 10 名或以上。

10) 活動只適用於現時由其他保險公司承保之準客戶。如準客戶於活動期內同時索取團體人壽及團體醫療保險度身訂造計劃報價書，將當作一個計劃報價書計算。

11) 如報價書由 2 名或以上營業同事共同負責，獎賞將按比例平均分配。

12) 此活動不適用於任何在保單週年日 / 生效日期之後才申請索取之報價書。

13) 保單申請必須：(a) 於申請遞交日後 3 個月內生效；(b) 於活動日期內提交所有投保申請文件至 AIA。

14) 合資格強積金個人個案（Unique Identification - UID）只計算每宗於活動期內成功遞交之 iPos P(P) / P(M) / P(C) 表格至 AIA 企業業務部，並於 2025 年 10 月 22 日或之前成功在系統中建立來自其他受託人之新轉移紀錄。

15) 於活動期內，以同一香港身份證號碼（UID）登記之賬戶，只計算為一宗強積金個人個案。

16) 合資格強積金個人個案（UID）只計算每宗於活動期內成功遞交至 AIA 企業業務部的「休悠樂」(「MPFPA」）或客戶尊享強積金個人賬戶計劃(「PDM」）之表格，並於 2025 年 11 月 7 日或之前成功在系統中建立來自其他受託人之新轉移記錄。

17) 如強積金個人個案（UID）已於「第一季退休金現金獎賞 - 開門紅（香港）」（通告 A250219）或『2025「Double-up 退休金資產轉移」獎賞』（通告 A250326）或『2025「Double-up 退休金資產轉移」獎賞 2.0』（A250622）計算在內，該個案(UID)將不會再計入本次獎賞。

18) 營業同事於從事強積金銷售及推廣活動，以及為有關退休金計劃提供意見時，必須正確地為客戶填選最新之相關申請表格，以獲得客戶以書面及明示同意該註冊退休金中介人將就有關個案所獲得之金錢利益及 / 或非金錢利益。詳情請參閱通告 A240263。

19) 如果合資格個案屬共同個案（即個案由 2 名營業同事共同完成），每名營業同事將獲計算 0.5 宗個案。且個案不會以四捨五入方式計算。

20) 以營業培訓及發展部之紀錄為準。

21) 合資格退休金個人個案（UID）只計算於推廣期內成功遞交表格至企業業務，經確認表格資料完整並轉交社會保障基金之個案。

22) 以同一澳門身份證號碼（UID）登記之個人賬戶，只計算為一個個人個案。

23) 如果申請屬共同個案（即個案由 2 名營業同事共同完成），每名營業同事將獲計算 0.5 宗個案，且個案不會以四捨五入方式計算。

24) 抽獎資格及所獲之禮品不得轉讓或轉換成現金。得獎營業同事必需於抽獎舉行期間仍與公司維持有效合約關係，方能參與抽獎。

25) AIA 保留就調整後之得獎結果及就任何違規銷售行為追討已發放獎賞之權利。

26) AIA 保留隨時修改本競賽規則或獎賞之權利，恕不另行通知。

27) 如有任何爭議，AIA 保留最終決定權。

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。

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2025 "CS 100 Lucky Stars" Lottery

<table>
<tr><td>Eligibility</td><td>All Hong Kong and Macau Financial Planners</td></tr>
<tr><td>Promotion Period</td><td>1 August 2025 – 31 October 2025 (3 months in total with 3 rounds of lottery)
<table>
<tr><th>Lottery</th><th>Mission Start Date</th><th>Mission End Date</th><th>Winner Announcement Date</th></tr>
<tr><td>1st round</td><td>1 August (Fri)</td><td>31 August (Sun)</td><td>10 September (Wed)</td></tr>
<tr><td>2nd round</td><td>1 September (Mon)</td><td>30 September (Tue)</td><td>14 October (Tue)</td></tr>
<tr><td>3rd round</td><td>1 October (Wed)</td><td>31 October (Fri)</td><td>12 November (Wed)</td></tr>
</table></td></tr>
<tr><td>Qualifying Criteria

Complete tasks every month to win prizes!</td><td>During the promotion period, successfully completing Mission 1 and Mission 2 (any one or more) in each round to enter the Lottery.
<table>
<tr><th>Mission 1</th></tr>
<tr><td>Complete the "CS Monthly Quiz" with 3 correct attempts out of 5 questions</td></tr>
</table>
+
<table>
<tr><th colspan="3">Mission 2</th></tr>
<tr><td colspan="3">Complete one or more Business Tasks below to get relevant lottery chances!
The more tasks you complete, the greater chances to WIN!</td></tr>
<tr><th>Business</th><th>Business Tasks</th><th>Entitled Lottery Chance</th></tr>
<tr><td rowspan="3">A. IVS [1-6]</td><td>i. Every successfully completion of 1 policy of AIA Voluntary Health Insurance Flexi Scheme / Privilege Ultra Scheme for Civil Servant / Government Employed Contract staff and their family members (Applicable to Hong Kong only)</td><td>3 lots</td></tr>
<tr><td>ii. Every successfully completion of 1 policy of Shield Up Cancer Protection Plan[7]</td><td>3 lots</td></tr>
<tr><td>iii. Every successfully completion of 1 IVS policy which is not listed in above i or ii</td><td>2 lots</td></tr>
<tr><td rowspan="2">B. Group Insurance</td><td>i. Every successfully submission of 1 new Group Life / Group Medical Tailor-made Plan quotation[8-12]</td><td>1 lot</td></tr>
<tr><td>ii. Every successfully submission of 1 new Package Plan / Tailor-made Plan application[13]</td><td>3 lots</td></tr>
<tr><td rowspan="6">C. Pension</td><td colspan="2">Applicable to Hong Kong only:</td></tr>
<tr><td>i. Every successfully submission of 1 MPF PA case via MPF iPoS[14-19]</td><td>2 lots</td></tr>
<tr><td>ii. Attend and complete eMPF workshop (only count once)[20]</td><td>1 lot</td></tr>
<tr><td>iii. Complete eMPF e-learning course (only count once)[20]</td><td>1 lot</td></tr>
<tr><td colspan="2">Applicable to Macau only:</td></tr>
<tr><td>iv. Every successfully submission of 1 new enrolment form of CPF Individual case[21-23]</td><td>2 lots</td></tr>
</table></td></tr>
</table>

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Rewards

Monthly CS 100 Lucky Stars will receive the following prizes:

Prizes		Prizes Value (each set)	Monthly Quota	Prize Distribution Arrangement#
Grand Prize	iPhone 16 Pro Max (1TB)	HK$ 13,599	1 winner	Winners will be invited to attend the lottery event+, where their prizes will be revealed on the spot!
2nd Prize	Concert Ticket x 2 (or prizes with equivalent value)	Approx. HK$ 6,000	9 winners	
3rd Prize	Travel Voucher	HK$ 3,000	10 winners	
4th Prize	Cash Rewards	HK$ 500	80 winners	To be banked into the Company commission account after the end of the Promotion.

+Lottery Event Arrangement (Only applicable to relevant winners)

Lottery	Event date	Venue	Time
1st round	30 September (Tue)	35/F, Airside, Training Centre	3pm – 5pm (Tentative)
2nd round	28 October (Tue)		
3rd round	26 November (Wed)		

#Important Notes

- 100 Qualifiers in each round **will receive a confirmation email indicating the lottery details** after the winner announcement date. For winners of **Grand Prize, 2nd Prize, and 3rd Prize**, they will be invited to attend the lottery event+, where their prizes will be revealed on the spot. **Please follow the date, time and venue stated in the email to participate in the lottery.**
- For winners of **Grand Prize, 2nd Prize, and 3rd Prize**, please **present the confirmation email and e-business card on iEngage** or other identification documents on day to verify the eligibility for the lottery.
- If the winner is unable to participate the lottery within the specified time slot, **please complete the authorization form attached to the confirmation email** and appoint another AIA colleague to participate on behalf.
- **Prizes received must be confirmed and sign-off on site.** Any request made after receipt will not be accepted.
- Please refer to the confirmation email for other lottery arrangements and details.

General Rules and Requirements:

1) Individual Voluntary Solutions (IVS) policy is qualified only if:
   a. Corporate Solutions members purchase a new personal insurance policy or designated policy (including StepUp Medical Protection Plan 2, Shield Up Cancer Protection Plan and Secure First Plus) as policyholder or insured through the following channels:
      - MPF/pension personal account members: Purchase through the existing financial planner of the MPF/pension personal account.
      - MPF/pension corporate members: Purchase through the existing financial planner currently responsible for the MPF/Pension corporate account, or assigned financial planners of the same agency unit.
      - Group insurance plan members: Purchase through the existing financial planner currently responsible for the group insurance account, or assigned financial planners of the same agency unit.

      and such Corporate Solutions member should be (i) an existing AIA MPF/Pension member on the last day of previous calendar month upon application, at the time of application and policy issuance; or (ii) an existing AIA Group Insurance member at the time of application and policy issuance.
   b. (For Hong Kong only) Serving civil servants and non-civil servants employed by the Government (including staff members of Legislative Council Secretariat and Housing Authority) and their familiesΔ (spouse and children) purchase a specified AIA Voluntary Health Insurance Scheme as policyholder or insured through any financial planner.

      Δ "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.
2) Eligible IVS policies will only be counted if they are submitted via iPoS and issued within the Promotion Period.
3) Financial Planners who have submitted policies/policies issued before the Promotion Period and then reapply for the same products with the same insured, the corresponding policies will NOT be counted.
4) The relevant policy count of policy changed/lapsed from existing policies of the same policyholder or insured will NOT be counted.

「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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友邦廣場 12 樓

AIA Hong Kong
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183 Electric Road
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Hong Kong

5) If the policy is jointly completed by two or more Financial Planners, the relevant Policy Count will be evenly shared in proportion while Policy Count will not be rounded-up.
6) All new policies purchased under the same insured for the same basic plan and same premium payment period during the Promotion Period will be counted as one policy.
7) For terms and conditions of eligible insured member of the "Shield Up Cancer Protection Plan", please refer to the latest product brochure: https://www.aia.com.hk/content/dam/hk-wise/pdf/products/employee-benefits/shield-up/ShieldUpCancerProtectionPlan_en.pdf .
8) For a successful proposal request, you need to provide the following information:
   - Policy Anniversary Date
   - Existing Benefits Schedule
   - Official Claim Report (Claim records of at least 8 months of this year) and number of insured employees (only applicable for Group Medical Insurance)
   - Insured employee's details (including age, gender and sum assured) (only applicable for Group Life Insurance)
9) Suitable for Corporate groups with a minimum of 10 employees.
10) Reward is only applicable to the prospective customer currently insured at the other insurance company. If the prospective customer(s) requested for both Group Life and Group Medical tailor-made policy proposal during the Promotion Period, only 1 proposal will be counted.
11) If the proposal request is arranged by two or more producers, the reward will be shared in proportion.
12) Reward is not applicable to any proposal requested after the policy anniversary/effective date.
13) Policy application must: (a) be effective within 3 months after the application submission date; (b) have all application documents submitted to AIA during the Promotion Period.
14) Qualified MPF Retail Cases (Unique Identification – UID) are only counted for each successful iPos submission of P(P) / P(M) / P(C) form to AIA Corporate Solutions from other trustees during the Promotion Period and successfully have the new record created in system on or before 22 October 2025.
15) During the Promotion Period, only one MPF Retail Case will be counted for each HKID number (UID) registered.
16) Qualified MPF Retail Cases (UID) will be counted for each MPF Retail case with completed form is submitted to AIA Corporate Solutions during the Promotion Period from external trustees to an AIA MPF Personal Account ("MPFPA") or Preferential Personal Account ("PDM") and successfully have the new case record created in system on or before 7 November 2025.
17) If the MPF Retail Case (UID) is already counted in the "2025 Q1 Pension Retail Incentive (Hong Kong)" (memo A250219) or "2025 'Double-up Pension Asset Taken Over' Rewards" (memo A250326), "2025 'Double-up Pension Asset Taken Over' Rewards 2.0" (memo A250622), the UID will not be counted in this incentive reward.
18) When Financial Planners are conducting MPF sales and marketing activities and giving advice in relation to MPF schemes, you must correctly complete the latest relevant application forms for your customers in order to obtain their written and express consent to the monetary and/or non-monetary benefits to be received by the registered MPF intermediary in respect of the relevant cases. For details, please refer to memo A240263.
19) If the qualifying case is jointly closed by 2 producers, 0.5 case will be counted for each producer. Case count calculation will not be rounded-up.
20) The records of the Business Training and Development Department (BTDD) shall prevail.
21) Qualified Pension Retail Cases (UID) are only counted if the application is successfully submitted to AIA Corporate Solutions and the relevant information is confirmed to be completed and transferred to Fundo De Seguranca Social ("FSS Macau") during the Promotion Period.
22) Only one CPF Individual Case will be counted for personal accounts registered under the same Macau Identity Card Number (Unique Identification - UID).
23) If the qualifying cases are jointly closed by 2 producers, 0.5 case will be counted for each producer. Case count calculation will not be rounded-up. The cash bonus will be evenly shared in proportion.
24) The lottery entry or prize is non-transferrable and cannot be exchanged for cash. The qualifier must be in-force with AIA during the lottery to enjoy the rewards.
25) AIA reserves the right to retract the rewards awarded in respect of the adjusted results of final sales report and for any sales violations.
26) AIA reserves the right to amend the rules or rewards of this promotion at any time without prior notice.
27) In case of any disputes, AIA reserves the right for any final decision.

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

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