AIA Hong Kong

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Attn:	EDDAs / EDDs / PSDDs / SDDs / DDs (Hong Kong & Macau)	From:	Premier Agency Development Department
Co/Dept:	Mr. Alger Fung / Ms. Amy Chan / Mr. Louie Ho / All Department Heads / Heads of Agency Division / ABDD - ABPs		
Date:	1 November 2025	Total Page:	5 pages

Subject: **(A251107)「一一愛您開板」最高活動量區域挑戰**
"1120 Active" Top Activity Districts Challenge

活躍的營業同事能更緊貼市場動態、與顧客建立更深厚的關係，並為團隊的業務帶來增長。感謝各位區域總監一直的帶領，成功鼓勵更多營業同事開板。

2025 年度轉瞬已步入最後兩個月，一直有活躍習慣的營業同事必須繼續保持； 正尋求業績爆發的同事，除了把握公司「年終爆發 MDRT 花紅賞」，亦必須於 11 月份開板。

為推動區域成員於 **11 月 20 日或之前開板**，公司現推出《「一一愛您開板」最高活動量區域挑戰》，達到指定組別排名的區域，**其總監、活躍同事及其營業單位主管，可獲友邦嘉年華成人門票連代幣。**

有關競賽詳情請參閱下文。如有任何疑問，請聯絡閣下之營業拓展部或電郵至 (aiahk.premieragency@aia.com) 與卓越營業發展部同事查詢。

We are pleased to launch **"1120 Active" Top Activity Districts Challenge**. Please refer to the captioned memo for contest details. For inquiries, please contact respective ABDD or email to PAD (aiahk.premieragency@aia.com).

Best regards,

Joel Lee
Head of Premier Agency Development
JL/bl/as/cc/al

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「一一愛您開板」最高活動量區域挑戰

競賽資格: 所有區域總監
競賽日期: **2025 年 11 月 1 日至 20 日**

按區域組別，於競賽期內達到指定競賽要求及排名的區域可獲相關獎賞：

區域組別 [1]		競賽要求	排名	獎賞 (一)	獎賞 (二)	獎賞 (三)
			區域活躍率/新晉財務策劃顧問活躍率必須達到最少 **60%**	**友邦嘉年華成人門票連 50 個代幣 (每張價值 HK$550)**	**友邦嘉年華成人門票連 10 個代幣 (每張價值 HK$150)**	**友邦嘉年華成人門票連 10 個代幣 (每張價值 HK$150)**
(1)	80 人或以上	區域活躍率 [2]	第 1 – 3 名	**16 張**	**每位在競賽期內營業單位有活躍人數的營業單位主管可獲獎賞 (二) [7]**	**區域競賽期內活躍人數 x 獎賞 (三)**
(2)	40 – 79 人		第 1 – 3 名	**8 張**		
(3)	10 – 39 人		第 1 – 2 名	**4 張**		
(4)	40 位新晉財務策劃顧問或以上	區域新晉財務策劃顧問活躍率[3]	第 1 – 3 名	**4 張**	**每位在競賽期內營業單位有活躍新晉財務策劃顧問的營業單位主管可獲獎賞 (二) [7]**	**區域競賽期內活躍新晉財務策劃顧問 x 獎賞 (三)**
(5)	20 – 39 位新晉財務策劃顧問		第 1 – 2 名	**4 張**		
(6)	8 – 19 位新晉財務策劃顧問		第 1 名	**4 張**		

備註：

1. 區域組別是以截至 2025 年 10 月 31 日人數而釐訂。
2. 區域活躍率計算方式如下：

$$\text{區域活躍率} = \frac{\text{區域活躍財務策劃顧問人數}}{\text{區域總財務策劃顧問人數}}$$

區域活躍率之「區域總財務策劃顧問人數」以截至 2025 年 10 月 31 日人數而釐訂，不包括財務策劃顧問實習生。而「區域活躍財務策劃顧問人數」則以於競賽日期內實際活躍人數計算，競賽日期內活躍之財務策劃顧問實習生可獲計算在內。

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3. 區域新晉財務策劃顧問活躍率計算方式如下：

$$\text{區域新晉財務策劃顧問活躍率} = \frac{\text{區域活躍新晉財務策劃顧問人數}}{\text{區域新晉財務策劃顧問人數}}$$

區域新晉財務策劃顧問活躍率之「區域新晉財務策劃顧問人數」以 2024 年 11 月 1 日至 2025 年 10 月 31 日合約生效之新晉財務策劃顧問截至 2025 年 10 月 31 日人數而釐訂，不包括財務策劃顧問實習生。而「區域活躍新晉財務策劃顧問人數」則以 2024 年 12 月 1 日至競賽日期內合約生效之新晉財務策劃顧問於競賽日期內實際活躍人數計算，競賽日期內活躍之財務策劃顧問實習生可獲計算在內。

4. 活躍財務策劃顧問是指當月內獲成功繕發/生效最少 1 張人壽保單、或 1 張獨立個人意外保險保單、或 1 張團體保險業務保單、或 1 張退休金企業業務保單、或 3 張退休金個人業務保單，並與公司維持有效的合約。以 2025 年 11 月 20 日之 iPA Active 進度為準。
5. 新晉財務策劃顧問不包括新入職營業單位主管，但包括重新加入 AIA 的財務策劃顧問。
6. 如組別 (1 – 3) 出現相同排名情況，將以競賽日期內區域實際活躍成員人數作排序；如仍出現相同排名，則再以競賽期間區域所有活躍成員的計算福利之首年佣金再作排序。如組別 (4 – 6) 出現相同排名情況，將以競賽日期內區域實際活躍新晉財務策劃顧問人數作排序；如仍出現相同排名，則再以競賽期間區域所有活躍新晉財務策劃顧問的計算福利之首年佣金再作排序。
7. 如達標區域總監的直屬營業單位在競賽日期內有活躍財務策劃顧問 / 活躍新晉財務策劃顧問，亦可獲得獎賞(二)。

<u>一般規則：</u>

1. 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。
2. 此競賽結果將不接受上訴申請。
3. 所有獲獎者必須於獎賞發放時仍與 AIA 持有效合約。
4. AIA 保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
5. 獎賞 / 門票不可轉讓，不可交換，不可退款，不可轉換成以現金發放，並僅在票券上列印的日期有效。安排均以 AIA 最終安排為準。
6. 財務策劃顧問切勿利用以上獎賞誘使客戶投購任何保險產品。購買保險產品與否乃基於客戶保障需要和負擔能力，以上獎賞不可被利用為購買保險產品的誘因禮物。
7. 未經公司批准，不可基於任何目的於社群媒體轉售贈送舉行抽獎送出公司贊助之盛事 / 活動 / 演唱會的門票。
8. 如有任何異議，以 AIA 最後決定為準。

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"1120 Active" Top Activity Districts Challenge

Eligibility: All District Directors
Contest Period: 1st to 20th November 2025

Districts corresponding to their District Category, which completed all requirements within contest period and ranked can be rewarded:

District Category[1]		Contest Requirement	Rank	Reward (1)	Reward (2)	Reward (3)
			District Activity Ratio/ New Financial Planner Activity Ratio must be at least **60%**	**AIA Carnival Adult Ticket & 50 Tokens (Each ticket priced at HK$550)**	**AIA Carnival Adult Ticket & 10 Tokens (Each ticket priced at HK$150)**	**AIA Carnival Adult Ticket & 10 Tokens (Each ticket priced at HK$150)**
(1)	with over 80 Manpower	District Activity Ratio [2]	1st – 3rd Place	**16 tickets**	**Each Leader with Active FP in Agency during Contest Period can be rewarded with Reward (2) [7]**	**Number of Active FP in district during contest period x Reward (3)**
(2)	with 40 – 79 Manpower		1st – 3rd Place	**8 tickets**		
(3)	with 10 – 39 Manpower		1st –2nd Place	**4 tickets**		
(4)	with over 40 New Financial Planners	District New Financial Planner Activity Ratio [3]	1st – 3rd Place	**4 tickets**	**Each Leader with Active New FP in Agency during Contest Period can be rewarded with Reward (2) [7]**	**Number of Active New FP in district during contest period x Reward (3)**
(5)	With 20 – 39 New Financial Planners		1st – 2nd Place	**4 tickets**		
(6)	With 8 – 19 New Financial Planners		1st Place	**4 tickets**		

Remarks:

1. District Categories are determined by manpower as of 31 October 2025.
2. District Activity Ratio is calculated as follows:

$$\text{District Activity Ratio} = \frac{\text{No. of Active Financial Planners in District}}{\text{Total no. of Financial Planners in District}}$$

"Total no. of Financial Planners in District" is determined by the district's manpower as of 31 October 2025, Internship contracts are excluded. "No. of Active Financial Planners in District" is calculated by the district's actual active manpower within respective contest periods, Internship contracts are included if they are active during contest period.

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3. District New Financial Planner Activity Ratio is calculated as follows:

$$\text{District New Financial Planner Activity Ratio} = \frac{\text{No. of Active New Financial Planners in District}}{\text{Total no. of New Financial Planners in District}}$$

"Total no. of New Financial Planners in District" is determined by manpower of the district's New Financial Planners contracted between 1 November 2024 to 31 October 2025, as of 31 October 2025, Internship contracts are excluded. "No. of Active New Financial Planners in District" is calculated by actual active manpower of New Financial Planners contracted between 1 December 2024 to respective contest period end dates, within respective contest periods, Internship contracts are included if they are active during contest period.

4. Active Financial Planner refers to financial planners who have achieved at least 1 Approved Life case, or 1 Approved iPA case, or 1 Approved Group Insurance case, or 1 Approved Pension Corporate case, or 3 Approved Pension Retail cases. According to Company's iPA Active Report as of 20 November 2025.
5. Internship contract and new-join Agency Leaders are excluded from New Financial Planners. But rejoined Financial Planners are included.
6. In case of tie in Groups (1 – 3), the ranking will be determined by number of actual number of active Financial Planners in the district within contest period; in case of tie again, the ranking will be further determined by FYCB of Active Financial Planners in the district within contest period. In case of tie in Groups (4 – 6), the ranking will be determined by actual number of active New Financial Planners in the district within contest period; in case of tie again, the ranking will be further determined by FYCB of Active New Financial Planners in the district within contest period.
7. Should there be Active Financial Planners / Active New Financial Planners in the Direct Agency of the Qualifying District Director, the District Director can also qualify for Reward (2).

General Rules and Regulations:

1. Policies cancelled within cooling-off period are excluded. AIA reserves the right to retract the reward based on the result and any substantiated violations of required sales conduct.
2. Appeal is not entertained in this contest.
3. Award Qualifiers must hold valid contracts with AIA at the time the bonus are paid out / redeemed.
4. AIA reserves the right to amend any of the rules of this scheme or offer alternative gifts at any time without prior notice.
5. Tickets are non-transferable, non-exchangeable, non-refundable, non-payable, and valid only on the date printed on the ticket. Programme is subjected to AIA's final decision.
6. Financial planners must not use the above rewards to induce customers to purchase any insurance products. The decision to purchase insurance products should be based on the customers' protection needs and affordability. The above rewards must not be used as incentives/gifts to purchase insurance.
7. Tickets sponsored for events, activities, and concerts must not be resold, given away, or used in lucky draws on social media platforms for any purpose without obtaining AIA's prior approval or consent.
8. In the event of dispute, AIA's decision is final and conclusive.

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