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 and Macau)	From:	Victor Man
Copy:	Mr. Alger Fung / Ms. Amelie Shen / Ms. Amy Chan / Mr. Louie Ho / All Department Heads / ABDD Executives / CSBD Agency Executives	Dept:	Corporate Solutions
Date:	01 December 2025	Total pages:	2

Subject: (A251209) **團體保險獎賞計劃 – 2025 Q4「一報即賞」（升級版）**
Group Insurance Reward Program – 2025 Q4 "Get Quotation to Win Rewards" (Upgraded Edition)

企業業務現決定將**團體保險獎賞計劃 – 2025 Q4「一報即賞」全面升級**！詳情如下：

<table>
<tr><td>參加資格：</td><td>所有香港及澳門營業同事</td></tr>
<tr><td>推廣期：</td><td>2025 年 11 月 1 日至 12 月 31 日</td></tr>
<tr><td>獲獎資格及獎賞：</td><td>於推廣期內，每成功索取合資格團體人壽 / 團體醫療保險度身訂造計劃報價書[1-3] 並提供準客戶指定資料[4]，營業同事即可獲 HK$200 現金獎賞[5]。如準客戶符合以下指定條件，現金獎賞可即時倍增，每份報價書最高可獲 HK$3,200 現金獎賞。指定條件包括：
<table>
<tr><th colspan="2">指定條件</th><th>現金獎賞倍數</th></tr>
<tr><td colspan="2">現有 AIA 退休金公司客戶[6]</td><td>2倍</td></tr>
<tr><td colspan="2">提供由其他保險公司發出的正式計劃報價書[7]</td><td>2倍</td></tr>
<tr><td rowspan="3">年度化保費[8]</td><td>HK$500,000 – HK$999,999</td><td>2倍</td></tr>
<tr><td>或</td><td>或</td></tr>
<tr><td>HK$1,000,000 或以上</td><td>4倍</td></tr>
</table>
註:
1. 僱員人數必須達 10 名或以上。
2. 獎賞只適用於現時由其他保險公司承保之準客戶。如準客戶於推廣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 2 個計劃報價書計算。
3. 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。
4. (A) 保單週年日
(B) 現有福利概要
(C)《只適用於團體醫療保險》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
(D)《只適用於團體人壽保險》受保僱員資料（包括：年齡、性別及保額）
5. 此獎賞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。
6. 索取報價書時須提供現有 AIA 退休金計劃編號。
7. 由其他保險公司發出正式及完整報價書（必須附有相關保險公司的標誌），包括保費價錢、福利及條款。
8. 根據以下各項中的最高值：
- 年度化已付賠償金額（由現有保險公司提供之官方賠償報告及相關文件作証明）
- 現有年度化保費（由現有保險公司提供之官方賠償報告及相關文件作証明）
- 友邦保險官方帳單所載之年度化新保費（適用於已結案之個案）</td></tr>
</table>

「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).

[AIA – INTERNAL]

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倍數計算例子：

		情況（每份報價書）				
		A	B	C	D	E
指定條件	現有 AIA 退休金公司客戶[6]	×	2倍	×	2倍	2倍
	提供其他保險公司計劃報價書[7]	×	×	2倍	2倍	2倍
	年度化保費[8] HK$500,000 – HK$999,999	×	×	×	2倍	×
	年度化保費[8] HK$1,000,000 或以上	×	×	×	×	4倍
總現金獎賞		HK$200	HK$400	HK$400	HK$1,600	HK$3,200

一般規則：

- 所有獲獎者必須於獎賞發放時仍與 AIA 保持有效合約關係。
- AIA 保留隨時修改本推廣活動規則、條款及細則之權利，恕不另行通知。
- 如有任何爭議，AIA 保留最終決定權。

如有任何查詢，歡迎與負責貴區之營業拓展部同事聯絡或經 iEngage / PES 使用 LiveChat 查詢。

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Corporate Solutions has decided to **fully upgrade Group Insurance Reward Program – 2025 Q4 "Get Quotation to Win Rewards"**! Details are as follows:

<table>
<tr><td>Eligibility:</td><td>All Hong Kong and Macau Financial Planners</td></tr>
<tr><td>Promotion Period:</td><td>1 November to 31 December 2025</td></tr>
<tr><td>Qualifying Criteria and Rewards:</td><td>During the Promotion Period, HK$200 Cash Bonus[5] will be awarded to Financial Planners for every qualified Group Life / Group Medical tailor-made policy proposal[1-3] request and provision of the specified information[4] of the prospective customer(s). If prospective customer(s) can meet the specified criteria below, the cash reward will be multiplied immediately. The maximum cash reward per proposal can reach HK$3,200. Specified criteria include:
<table>
<tr><th colspan="2">Specified Criteria</th><th>Multiplier of Cash Bonus</th></tr>
<tr><td colspan="2">Existing AIA Pension Corporate Client[6]</td><td>2x</td></tr>
<tr><td colspan="2">Provide Official Proposal Issued by Other Insurance Company [7]</td><td>2x</td></tr>
<tr><td rowspan="2">Annualized New Premium[8]</td><td>HK$500,000 – HK$999,999
or
HK$1,000,000 or above</td><td>2x
or
4x</td></tr>
</table>
Remarks:
1. The number of employees must be 10 or above.
2. 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, 2 proposals will be counted.
3. If the proposal request is arranged by two or more producers, the reward will be shared in proportion.
4. (A) Policy Anniversary Date
(B) Existing Benefits Schedule
(C) < Only applicable for Group Medical Insurance > Official Claim Report (Claim records of at least 8 months of this year) and number of insured employees
(D) < Only applicable for Group Life Insurance >Insured employee's details (including age, gender and sum assured)
5. Reward is not applicable to any proposal requested after the policy anniversary/effective date.
6. Existing AIA Pension Plan Number needs to be provided when requesting proposal.
7. Official insurance proposal with completed information from other insurance company (with related insurance company logo), including price, benefits, and terms.
8. Based on the highest value among the following:
- Annualized claim paid amount (Need to be supported by the official claim report and documentation provided by the current insurer)
- Existing annualized premium (Need to be supported by the official claim report and documentation provided by the current insurer)
- Annualized New Premium derived from the AIA official invoice (Applicable for closed cases)</td></tr>
</table>

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Multiplier Calculation Examples:

		Scenario (For Each Proposal)				
		A	B	C	D	E
Specified Criteria	Existing AIA Pension Corporate Client[6]	×	2x	×	2x	2x
	Provide Official Proposal Issued by Other Insurance Company [7]	×	×	2x	2x	2x
	Annualized New Premium[8] HK$500,000 – HK$999,999	×	×	×	2x	×
	Annualized New Premium[8] HK$1,000,000 or above	×	×	×	×	4x
Total Cash Bonus		**HK$200**	**HK$400**	**HK$400**	**HK$1,600**	**HK$3,200**

General Rules:

- Qualifiers must be in-force with AIA at the time when the rewards are offered.
- AIA reserves the right to amend the rules, terms and conditions of this promotion at any time without prior notice.
- In case of any disputes, AIA reserves the right for any final decision.

If you have any questions, please contact your designated business development executives or enquire by using LiveChat in iEngage/PES.

Victor Man

Head of CS Business Development
Agency Distribution, Corporate Solutions

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