AIA Hong Kong
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Attn:	EDDAs / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / UMs / AUMs / Financial Planners (Hong Kong Only)	From:	Premier Agency Development Department
Co/Dept:	Mr. Alger Fung / Ms. Amy Chan / All Department Heads / Heads of Agency Division / ABDD – ABPs		
Date:	1 April 2026	Total Page:	3 pages

Subject: (A260422) 友邦精英學院非本地研究生獎學金計劃
AIA Premier Academy Non-local Postgraduate Scholarship Programme

隨著靈活的政策及日益完善的配套，香港正吸引更多有意攻讀研究生課程的非本地人士。而研究生具備更成熟的分析能力與視野，更廣闊的人際網絡，絕對是團隊以至公司未來不可或缺的人才。為鼓勵各位招募非本地研究生加入團隊，公司現推出**「友邦精英學院非本地研究生獎學金計劃」(名額 500 位)**。

持有學生簽證並正在香港就讀全日制研究生(即碩士生或以上)課程的人士以**符合 AIAPA** 的身分於 2026 年 1 月至 9 月入職，若達到 MDRT 2027 或以上及其他相關要求，可獲得 **HK$20,000 – 80,000 獎學金**。

競賽詳情請參閱下文。如有任何疑問，請電郵至 aiahk.premieragency@aia.com 與卓越營業發展部同事查詢。

We are pleased to announce **"AIA Premier Academy Non-local Postgraduate Scholarship Program" with quota of 500**. Holders of **Student Visa who are studying full-time postgraduate (i.e. master's degree or above) programme in Hong Kong**, and **contracted as AIAPA** within January to September 2026, and qualify for MDRT 2027 or above & other relevant requirements can be rewarded with a **Scholarship of HK$20,000 – 80,000**. Please refer to the captioned memo for contest details. For enquiries, please reach out to Premier Agency Development Department at aiahk.premieragency@aia.com.

Best Regards,

Joel Lee
Head of Premier Agency Development Department
JL/pz/cc/al

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友邦精英學院非本地研究生獎學金計劃

競賽日期：
2026 年 1 月至 9 月 (9 個月)

競賽資格：
持有效學生簽證並正在香港就讀全日制研究生 (即碩士生或以上) 課程，於競賽期內以符合友邦精英學院 (AIAPA 或 EDP) 身分入職 (以合約生效月份計算) 的財務策劃顧問

名額：
500 位

競賽規則及獎賞：
符合競賽資格的財務策劃顧問在 2026 年 12 月 31 日或之前達到以下相應等級的所有要求，將可獲得獎學金。詳情如下：

等級	競賽要求 [i, iii]			獎學金 [ii, iii, iv]
	MDRT	保單數目/ 活躍月份	續保率	
1	達到並登記 MDRT 2027 會員	6 張人壽保單	85%	HK$ 20,000
2	達到並登記 COT 2027 會員	或		HK$ 40,000
3	達到並登記 TOT 2027 會員	3 個活躍月份		HK$ 80,000

i. 以 2026 年 12 月 31 日之報告為準。
ii. 各等級的獎賞不能同時兼得，以較高者為準。
iii. 若保單生效期 24 個月內出現斷供或保費減額超過 2026 年首年佣金積分 (FYCS) 之 15%，或扣除斷供或保費減額後獎學金等級降級或業績不再符合獎學金計劃之最低要求，應得之獎學金將以扣除斷供或保費減額後之首年佣金積分 (FYCS)、保單數目及續保率重新計算，營業員須退還應得獎學金之差額，甚至是所得之全數獎學金。
iv. 所有獲獎者須由獎賞發放日期計履行 3 年任職期限 (例如：友邦精英學院非本地研究生獎學金預計發放日期為 2027 年 6 月，即須任職至 2030 年 6 月 30 日)，否則須退還 100% 所得之獎賞。

一般規則：
1. 競賽結果以保單冷靜期後作調整為準。 AIA 保留追討已發放獎賞之權利。
2. 所有獲獎者必須於獎賞發放時仍與 AIA 持有效合約。
3. AIA 保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
4. 如有任何異議，以 AIA 最後決定為準。

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AIA Premier Academy Non-local Postgraduate Scholarship Programme

Contest Period:
Jan – Sep 2026 (9 Months)

Contest Eligibility:
Financial Planners who are holders of Student Visa studying full-time postgraduate (i.e. master's degree or above) programme in Hong Kong, contracted as AIA Premier Academy (AIAPA or EDP) within the contest period (according to contract effective date)

Quota:
500

Contest Rules & Awards:
Eligible Financial Planner who fulfils all requirements of below relevant levels on or before 31 December 2026 will be awarded with scholarship. Details are as follows:

Level	Contest Requirement [i, iii]			Scholarship [ii, iii, iv]
	MDRT	Case Count/ Active Month	Persistency	
1	Qualify and register MDRT 2027	6 Life cases OR 3 Active months	85%	**HK$ 20,000**
2	Qualify and register COT 2027			**HK$ 40,000**
3	Qualify and register TOT 2027			**HK$ 80,000**

i. According to Company's report as of 31st December 2026.
ii. All levels of Award are mutually exclusive, whichever is higher.
iii. Should any policies lapsed or premium reduced within 24-policy months, given the amount is greater than or equal to 15% of total FYCS generated within 2026, or the Scholarship level is downgraded or fail to fulfil the minimum requirements of Scholarship Programme after the policies lapsation or premium reduction, the Scholarship will be recalculated based on the FYCS deducted with the lapsed policies and reduced premium, adjusted case count, and adjusted Persistency, clawback on the difference or even 100% of the Scholarship will be taken.
iv. All awardees must execute a Period of Stay of 3 years counting from the payment date of award (For example, AIA Premier Academy Non-local Postgraduate Scholarship estimated to be paid by June 2027, i.e. Period of Stay till 30th June 2030), otherwise 100% clawback of award will be taken.

General Rules and Regulations:
1. Policies cancelled within cooling-off period are excluded. AIA reserves the right to claw back the award after cooling-off period.
2. Awardees must hold valid contracts with AIA at the time the award is paid out.
3. AIA reserves the right to amend any of the rules of this scheme or offer alternative gifts at any time without prior notice.
4. In the event of dispute, AIA's decision is final and conclusive.

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