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Memo

Attn: 2026 A Force Members

From: Amy Chan

Copy: Mr. Alger Fung/
Mr. Louie Ho/
All Department Heads/ ABDD Executives

Dept: Management Team

Date: 1 June 2026

Total page: 14

Subject: (A260607) 2026年「小龍會 MIB」競賽要求及項目 – [A 動力成員]
"Meeting in Bangkok" (MIB) Overseas Convention Contest Requirements & Awards 2026 [A Force Member]

「小龍會MIB」是專為 A動力成員而設立的海外會議，作為新力軍這將會是您首個AIA海外會議。今年，我們將前往充滿活力與魅力的泰國曼谷，展開一段別具意義的學習與體驗之旅。在AIA，您可善用完善的發展平台與資源，持續提升專業能力，成為一位全方位的財務策劃顧問，為客戶提供貼心而合適的保障方案，同時一步一步實現個人事業目標與理想。
誠邀您把握機會，積極裝備自己，為未來發展奠定堅實基礎，並爭取資格一同啟程曼谷之旅，親身體驗當地獨特文化與豐富美食，開拓視野，邁向更高成就。

MIB 競賽期為 A 動力成員合約生效起計 9 個月。達到相關競賽要求將可分別獲邀出席 2027 或 2028 年舉行之 MIB 海外會議。以下為競賽項目一覽：

競賽對象	競賽項目	獲取資格方法
A 動力成員	(1) 100% 及 200%會員資格 (2) 小龍精英大獎 (3) 小龍會主席 (4) 小龍之星獎 (5) 綜合醫療保健策略(IHS)獎項 (6) 最高退休金個人賬戶獎項 (7) 最高 IVS「友得揀」獎項	以個人業績計算

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2026 年「小龍會 MIB」競賽要求及項目

海外會議目的地：泰國曼谷 (4 日 3 夜)

A 動力成員

競賽對象: 2026 年 1 月至 12 月合約生效之 A 動力成員
(不包括於競賽期內重新加入 AIA 的財務策劃顧問或持有財務策劃實習生合約者)

競賽期:

- 2026 年 A 動力成員合約生效日期、競賽期代號及競賽期詳情如下:

競賽期代號	合約生效月份	競賽期 (9 個月)	出席之 MIB 屆別
MIB30-06	2026 年 1 月	2026 年 1 月至 9 月	MIB 30 (暫定於 2027 年第 3 季舉行)
MIB30-07	2026 年 2 月	2026 年 2 月至 10 月	
MIB30-08	2026 年 3 月	2026 年 3 月至 11 月	
MIB30-09	2026 年 4 月	2026 年 4 月至 12 月	
MIB30-10	2026 年 5 月	2026 年 5 月至 2027 年 1 月	
MIB30-11	2026 年 6 月	2026 年 6 月至 2027 年 2 月	
MIB30-12	2026 年 7 月	2026 年 7 月至 2027 年 3 月	
MIB31-01	2026 年 8 月	2026 年 8 月至 2027 年 4 月	MIB 31 (暫定於 2028 年第 3 季舉行)
MIB31-02	2026 年 9 月	2026 年 9 月至 2027 年 5 月	
MIB31-03	2026 年 10 月	2026 年 10 月至 2027 年 6 月	
MIB31-04	2026 年 11 月	2026 年 11 月至 2027 年 7 月	
MIB31-05	2026 年 12 月	2026 年 12 月至 2027 年 8 月	

(A) 基本業績要求

小龍會 100% 及 200%會員資格：

- 完成基本業績要求成為 100%或 200%會員將獲邀出席「小龍會 MIB」海外會議。

會員級別^	總 FYC C&A (港幣)#	保單數目 或 客戶數目		意外及醫療保險及核心關鍵產品 FYC (港幣)	全保理財分析報告
100%	230,000	30	20	23,000	18
200%	460,000	15	10	46,000	9

備註：

- ^100%及 200%會員級別資格亦須於競賽期內達成「全方位業務」，即成功完成銷售最少各 1 張以下之保單：
  - 儲蓄保單；及
  - 保障保單；及
  - 投資相連壽險計劃 或 藍十字一般保險保單 或 退休金個人業務保單。
- # 不論任何會員級別，總 FYC C&A 可包含藍十字佣金，以 100%會員級別計算的 10%為上限。（即最高港幣 23,000 元藍十字佣金）
- 一般保險業務包括所有經藍十字（亞太）保險有限公司（「藍十字」）繕發的一般保險保單，涵蓋旅遊保險，個人保險及商業保險。

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- 保險申請必須於競賽期內（包括首尾兩天）遞交並必須經藍十字核實及須於競賽期（包括首尾兩天）內入賬及已繳清保費。
- 於競賽期內撤回投保申請或取消的藍十字保單，其保單將不獲計算。
- 藍十字佣金以扣除銷售折扣後的實收佣金計算。

基本業績競賽獎賞:

會員級別	獎賞
100%	• 來回目的地團體經濟客位機票 1 張， 及 • 雙人房佔半房(4 日 3 夜)
200%	• 可邀請嘉賓 1 位，及 • 來回目的地團體經濟客位機票 2 張，及 • 雙人房連同嘉賓各佔半房 (4 日 3 夜)

備註：

- 會員及同行合資格嘉賓需繳付香港/澳門及會議目的地有關之機場稅及保安稅。所需之總數及所有額外費用將會於旅程後從會員的公司出糧戶口內扣除。如遇特殊情況，公司或會以其他獎賞作替代。

(B) 特別競賽項目及獎賞

競賽詳情：

- 於相應 9 個月的競賽期內 (競賽期代號分別為 MIB30-01 至 MIB30-12；MIB31-01 至 MIB31-12)，完成 100%或 200%會員資格，可於出席之 MIB 屆別與同屆合資格成員角逐以下其他競賽項目：

競賽項目	競賽對象/資格	業績要求	獎賞
(1) 小龍精英大獎 • 友邦精英學院 AIAPA 類別 • 財務策劃顧問類別	完成 MIB 100%或以上會員級別要求	每期首名以最高 FYCS 排名之 A 動力成員將成為「小龍精英」(友邦精英學院 AIAPA 類別 及 財務策劃顧問類別**各 12 位**)	• 於會議日參與進場儀式及嘉許；及 • 安排入住單人房；及 • 專屬體驗禮券價值港幣 1,000 元
(2) 小龍會主席	「小龍精英大獎」得獎者	最高 FYCS 排名及確定出席所屬屆別 MIB 之「小龍精英」將成為「小龍會主席」	• 主持小龍會議之開幕儀式；及 • 來回海外會議目的地商務客位機票 1 位；及 • 來回目的地機場至酒店專車接送服務
(3) 小龍之星獎	「首輪挑戰」得獎之 A 動力成員*	• 36 張保單**或 20 個客戶；及 • 4 個保險牌照；及 • 18 份全保理財分析報告	• 於會議中獲得嘉許；及 • 安排入住單人房；及 • 額外一份酒店早餐
(4) 綜合醫療保健策略 (IHS)獎項	完成 MIB 100%或以上會員級別要求	每期以最高綜合醫療保健策略 (IHS，即危疾及醫療產品) FYC 排名(共 12 名)，並須達到相關產品的首年佣金(FYC)最低要求港幣 100,000 元	• 於會議中獲得嘉許；及 • 現金獎賞港幣 1,000 元

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競賽項目	競賽對象/資格	業績要求	獎賞
(5) 最高退休金個人賬戶獎項	完成 MIB 100%或以上會員級別要求	每期以最高退休金個人賬戶數量排名(共 12 名)，並須達到最少 20 張退休金個人賬戶及最低要求 ANP 港幣 100,000 元	• 現金獎賞港幣 1,000 元
(6) 最高 IVS「友得揀」獎項	完成 MIB 100%或以上會員級別要求	每期以最高 IVS「友得揀」保單數目排名(共 12 名)，並須達到最少 10 張 IVS「友得揀」保單	• 現金獎賞港幣 1,000 元

備註：

- 所有競賽項目得獎者即使重覆獲獎，每名得獎者最多只可獲安排兩間單人房。
- 所有海外會議單人房只限一人入住；如有違例，當地酒店有權收取額外費用，以當地酒店規則為準。
- *有關「首輪挑戰」的業績要求，請參閱會籍及獎賞手冊。如屬 Industry LOU Package 的新晉財務策劃顧問（包括但不限於 STAR PLUS, BANK LOU 並以公司的最新規定為準）將不獲資格參與「首輪挑戰」。
- **當中需包括 1 張投資壽險保單；及 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。
- 退休金個人帳戶獎 ANP 之定義：

  適用於香港區：

  - 退休金個人業務 ANP 包括於競賽期內成功由 AIA 企業業務部為客戶處理的「休悠樂」計劃、客戶尊享強積金個人賬戶計劃由其他受託人轉入相關資產之 10%，並須於競賽期內入賬。

  適用於澳門區：

  - 退休金個人業務 ANP 包括於競賽期內成功由 AIA 企業業務為客戶處理的首年供款及由其他基金管理實體 / 澳門政府管理子賬戶之央積金和私退金轉入相關資產之 10%，並須於競賽期內入賬。
- 若退休金個人賬戶數目相同，則按 ANP 業績排名。
- IVS「 友得揀 」保單只計算：

  i. 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」）：

  a. 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。
  b. 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。
  c. 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。

  ii. (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[Δ]（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。

  [Δ]「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。
- 合資格 IVS「 友得揀 」保單只計算於競賽期內經 iPoS 遞交及獲繕發之保單。
- 若 IVS 保單數目相同，則按首年佣金積分 FYC Score 業績排名。
- 最高退休金個人賬戶獎項及最高 IVS「友得揀」獎項，不適用於競賽期代號 MIB30-01 至 MIB30-05 之 A 動力成員。

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一般規則:

1. A 動力成員及「小龍會 MIB」競賽資格如下：
   i. 2026 年海外會議「小龍會 MIB」A 動力成員競賽項目只限在 2026 年 1 月至 12 月合約生效的 A 動力成員參與，包括新加入或晉升之營業單位主管；不包括於競賽期內重新加入 AIA 的財務策劃顧問或持有財務策劃實習生合約者。
   ii. A 動力成員必須完成公司指定新同事入職課程並獲取 8D 牌照。
   iii. 如屬 Industry LOU Package 的新晉財務策劃顧問 (包括但不限於 STAR PLUS, BANK LOU 並以公司的最新規定為準)及新加入或新晉營業單位主管，將不獲資格參與「小龍精英大獎」、「小龍會主席」、「小龍之星獎」、綜合醫療保健策略 (IHS)獎項、最高退休金個人賬戶獎項及最高 IVS「友得揀」獎項。
2. 於競賽期代號 MIB30-06 至 MIB30-12 之合資格出席者將獲邀出席 MIB30；而於競賽期代號 MIB31-01 至 MIB31-05 之合資格出席者將獲邀出席 MIB31。
3. 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、個人財物保險計劃、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 C&A 之內。
4. 所有人壽保險、意外及醫療附加契約、意外及醫療獨立保單的首年基本佣金及首年優質業務獎金 (只適用於香港)，以及人身意外保險、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 Score (FYCS)之內；詳情請參閱通告 A251220。
5. 意外及醫療保險(A&H)生意包括意外及醫療附加契約、意外及醫療獨立保單以及人身意外保險。
6. 有關核心關鍵產品(KFP)及綜合醫療保健策略產品 (IHS)名單，請參閱附件。
7. 保單數目要求計算如下，一張保單是指：
   - 1 張人壽保險保單
   - 附有 1 張或以上意外及醫療保險 (A&H) 附加契約的 1 張新人壽保單，將以 2 張保單計算
   - 1 張獨立個人意外保險保單 (IPA)
   - 1 張人身意外保險保單 (PAC)
   - 1 張個人財物保險保單
   - 1 張團體保險業務，包括套裝計劃、度身訂造計劃、「意安心升級保障」- 友邦特選成員版或「友心意」醫療保障計劃 2 (澳門摯開心自選牙科保障計劃除外)
   - 1 張退休金企業業務保單，包括公積金(ORSO)、澳門退休金計劃及強積金僱主退休計劃
   - 3 張退休金個人業務保單，包括自僱人士退休計劃、強積金個人賬戶、尊享強積金個人賬戶、強積金可扣稅自願性供款計劃、澳門私人退休金計劃及公積金個人計劃(於同一年度同一身份客戶將以一個計算)，將以 1 張保單計算
8. 客戶 = 凡為新/現有受保人完成 1 張新 Life 或 PA 保單（計算保單字頭包括 “B”, “G” & “M”）代表成就 1 名客戶。於符合資格計算期內重覆銷售予同一受保人，亦只計算為 1 名客戶。

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9. 現有客戶、新客戶或準客戶之全保理財分析報告可計算於競賽業績內。iFHC 報告必須透過電郵發送至客戶或準客戶才獲計算。 於競賽期內重複建立 iFHC 報告予同一客戶或準客戶，將以一份報告計算。
10. 「小龍精英大獎」及「小龍會主席」將以 FYCS 計算；而會員資格及獎賞將沿用 FYC C&A 計算。
11. 若兩位財務策劃顧問共同遞交同 1 張保單或成就同 1 名客戶， 將以 0.5 單位計算予各人。
12. 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。
13. 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。
14. 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。
15. 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。
16. 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。
17. 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。
18. A 動力新星獎之競賽規則，以公司會籍及獎賞手冊為準。
19. 競賽結果以保單冷靜期後作調整為準。
20. 會議出席資格不得退換、轉讓或轉換成以現金發放，安排均以 AIA 最終安排為準。
21. A 動力成員必須於會議舉行期間仍與公司持有效合約，方能出席會議並取得有關獎賞。
22. 直屬營業組別 / 區域內 A 動力成員 MIB 100% / 200%會員必須於會議舉行期間仍與公司持有效合約，區域總監或營業單位主管亦必需於會議舉行期間仍與公司持有效合約及持有相關職銜，方能獲取以區域總監或營業單位主管出席會議並取得有關獎賞。
23. 公司保留隨時修改競賽規則及嘉許之權利，恕不另行通知。
24. 如遇特殊情況，公司或會以其他獎賞作替代。
25. 如有任何異議，以 AIA 最後決定為準。

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"Meeting in Bangkok" (MIB) Overseas Convention Contest Requirements & Awards 2026

Destination: Bangkok, Thailand (4 Days 3 Nights)

A Force Member

Eligibility: A Force members contracted from January to December 2026
(Re-joined financial planners or those with internship contract are excluded)

Contest Period:

- Respective 2026 A Force members contract date, contest period code and contest period listed as below:

Contest Period Code	Contract Date	Contest Period (9 Months)	MIB Convention to be Attended
MIB30-06	January 2026	January – September 2026	MIB 30 (Tentatively to be held during 3Q 2027)
MIB30-07	February 2026	February – October 2026	
MIB30-08	March 2026	March – November 2026	
MIB30-09	April 2026	April – December 2026	
MIB30-10	May 2026	May 2026 – January 2027	
MIB30-11	June 2026	June 2026 – February 2027	
MIB30-12	July 2026	July 2026 – March 2027	
MIB31-01	August 2026	August 2026 – April 2027	MIB 31 (Tentatively to be held during 3Q 2028)
MIB31-02	September 2026	September 2026 – May 2027	
MIB31-03	October 2026	October 2026 – June 2027	
MIB31-04	November 2026	November 2026 – July 2027	
MIB31-05	December 2026	December 2026 – August 2027	

(A) Basic Production Requirements

MIB 100% & 200% Membership Qualification:

- A Force members who fulfil the production requirement will be invited to join the MIB overseas convention.

Membership Level^	Total FYC C&A (HK$)#	Case Count	OR	No. of Customer	A&H & Key Focus Products FYC (HK$)	iFHC Report
100%	230,000	30		20	23,000	18
200%	460,000	15		10	46,000	9

Remarks:

- ^100% and 200% membership are required to achieve "full range of business" within the contest period, i.e. has at least 1 of each following policies:
  - Savings Plan; AND
  - Protection Plan; AND
  - Unit-linked Business Plan OR Blue Cross General Insurance Business OR Pension Retail Case.
- #Regardless of qualifier category, the total FYC C&A can include Blue Cross commission up to 10% of 100% Production level (i.e. up to HK$23,000).
- General Insurance Business refers to all general insurance policies issued by Blue Cross (Asia-Pacific) Insurance Limited ("Blue Cross"), including travel insurance, personal insurance and commercial insurance.
- Insurance applications must be submitted within Contest Period (both dates inclusive), which are verified by Blue Cross as settled with no outstanding premium within Contest Period (both dates inclusive).
- Blue Cross Policies withdrawn or cancelled within Contest Period will not be counted.
- Blue Cross Commission will be calculated based on payable commission after deducting sales discounts.

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Basic Production Awards:

Membership Level	Prizes & Recognition
100%	• Round-trip Group Air Ticket to the destination (Economy Class) x 1, and • Twin Sharing Hotel Accommodation (4 Days 3 Nights)
200%	• 1 Guest Observer; and • Round-trip Group Air Ticket to the destination (Economy Class) x 2; and • Twin Sharing Hotel Accommodation with Guest Observer (4 Days 3 Nights)

Remarks:
The expenses of Airport tax & security tax, both in Hong Kong / Macau Airport and Airports of trip destination will be borne by qualifiers and their respective guests observer (if any). The mentioned cost and all extra expenses will be debited from qualifiers' company payroll account after the trip. Please note that AIA reserves the right to offer alternative prize arrangement.

(B) Special Contests and Awards

Contest Details:

- Within the respective 9-month Contest Period (MIB30-01 to MIB30-12; MIB31-01 to MIB31-12), A Force members who fulfil 100% or 200% membership qualification will be eligible to compete for the below awards for respective MIB Convention.

Awards	Eligibility	Production Requirements	Prizes & Recognition
(1) Top of the Class Award • AIA Premier Academy (AIAPA) level • Financial Planner (FP) level	MIB 100% or above membership qualifiers	The highest total FYCS ranked in each contest period code (i.e. 12 "Top of the Class" qualifiers for AIAPA & FP level respectively)	• Being recognized and invited to join the march-in ceremony on Convention Day; and • Single room accommodation during the trip; and • Exclusive experience voucher valued at HK$ 1,000
(2) MIB President	"Top of the Class Award" Qualifiers	The highest total FYCS ranked among the "Top of the Class" qualifiers and finally attended the MIB convention will be named as the "MIB President"	• To officiate the opening of the MIB Convention Meeting; and • 1 seat of round-trip Business Class to the Convention destination; and • 2-way limousine transfer from airport to hotel at the destination
(3) MIB Star Award	A Force "First Challenge Award" Qualifiers*	• 36 Cases** or 20 Customers; and • 4 Insurance Licenses; and • 18 iFHC Reports	• Being recognized on Convention Day; and • Single room accommodation during the trip; and • 1 extra hotel breakfast during the trip
(4) Top Integrated Healthcare Strategy (IHS) Award	MIB 100% or above membership qualifiers	The highest FYC of IHS (Critical Illness and Medical) products ranked in each contest period code (in total 12 winners), with a minimum total FYC of HK$100,000	• Being recognized on Convention Day; and • Cash reward of HK$1,000
(5) Top Agent by Pension Retail Cases Award	MIB 100% or above membership qualifiers	The highest Pension Retail case ranked in each contest period code (in total 12 winners), with minimum 20 Pension Retail cases and minimum total ANP of HK$100,000	• Cash reward of HK$1,000
(6) Top Agent by IVS Cases Award	MIB 100% or above membership qualifiers	The highest IVS case ranked in each contest period code (in total 12 winners), with minimum 10 IVS cases	• Cash reward of HK$1,000

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Remarks:

- Each qualifier will entitle maximium of 2 single rooms even if awarded more than once among all contest and awards.
- All single rooms for overseas conventions are limited to 1 occupant only; in case of any violation, the local hotels reserve the right to charge additional fees, subject to the arrangement of local hotels.
- *For "First Challenge Award" requirements, please refer to C&A Manual. New financial planners with Industry LOU Package (including, but not limit to STAR PLUS, BANK LOU and subject to the latest definition by the Company) are not eligible for the First Challenge Award.
- ** Included 1 Investment Linked Case; and 1 Group Insurance Case OR 1 Pension Corporate Case OR 3 Pension Retail Cases.
- The definition of Pension Retail Award ANP:

  Applicable to Hong Kong:

  - Pension Retail business ANP includes 10% of relevant Assets Taken Over ("ATO") transferred from other trustees for AIA MPF Personal Account (MPFPA"), Preferential Deferred Member ("PDM") account successfully settled by AIA Corporation Solutions within the Contest Period.

  Applicable to Macau:

  - Pension Retail business ANP includes the Total First Year Contribution and 10% of relevant ATO from other fund management entities or government-managed sub-accounts of CPF and PPF successfully settled by AIA Corporate Solutions within the Contest Period.
- In case the Pension Retail case count is the same, the ranking will be based on ANP.
- Individual Voluntary Solutions (IVS) policy is qualified only if:
  i. 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:
     a. MPF/pension personal account members: Purchase through the existing financial planner of the MPF/pension personal account.
     b. 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.
     c. 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.

  ii. (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 families[Δ] (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.
- Eligible IVS policies will only be counted if they are submitted via iPoS and issued within the Contest Period.
- In case the IVS policy count is the same, the ranking will be based on FYC Score.
- Top Agent by Pension Retail Cases Award and Top Agent by IVS Cases Award is not applicable for contest period code MIB30-01 to MIB30-05 A Force Members.

General Rules:

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1. A Force members & MIB convention contest eligibility refer to below:
   i. A Force members, Agency leaders newly joined or promoted during contest period contracted from January to December 2026 are eligible to participate in the 2026 MIB overseas convention contest - A Force category; Re-joined financial planners or those with internship contract are excluded.
   ii. All A Force members must have completed designated training courses and obtained 8D license.
   iii. New financial planners with Industry LOU Package (including, but not limit to, STAR PLUS, BANK LOU and subject to the latest definition by the Company) and Newly joined or promoted Agency Leaders are not eligible for the Top of the Class Award, MIB President, MIB Star Award, Top Integrated Healthcare Strategy (IHS) Award, Top Agent by Pension Retail Cases Award and Top Agent by IVS Cases Award.
2. Eligible qualifiers within contest period MIB30-06 to MIB30-12 will be invited to attend the MIB30 convention; eligible qualifiers within contest period MIB31-01 to MIB31-05 will be invited to attend the MIB31 convention.
3. FYC C&A on all Life, Life A&H Riders, Standalone Life A&H, PA, Personal Lines, Group Insurance, Pension Corporate and Pension Retail will be counted.
4. First Year Basic Commission and First-Year Quality Credit (Year 1 QC, applicable in Hong Kong only) of Life, Life A&H Riders and Standalone Life A&H, as well as FYC of PA, Group Insurance, Pension Corporate and Pension Retail will be counted in FYC Score (FYCS). Please refer to memo A251220 for details.
5. A&H business includes A&H Riders, Standalone and PA business.
6. For Key Focus Products (KFP) and Integrated Healthcare Strategy (IHS) products list, please refer to appendix.
7. Case count calculation including the followings, for 1 case count refers to:
   - 1 Life case
   - 1 new Life case with 1 or more A&H Riders will be counted as 2 cases
   - 1 IPA case
   - 1 PAC case
   - 1 Personal Lines case
   - 1 Group insurance case, including package, tailor-made plan, Secure First Plus – AIA Selected Member version and StepUp Medical Protection Plan 2 (excluding Cheers Macau Dental Plan)
   - 1 Pension Corporate Cases, including ORSO, Macau Corporate Pension Schemes and MPF Employer Pension Scheme
   - 3 Pension Retail Cases include Self-Employed Person (SEP) Schemes, MPF Personal Account (MPFPA), Preferential MPF Personal Account, MPF Tax Deductible Voluntary Contribution Scheme (TVC), Macau PPF Personal Account and Macau Individual Provident Fund Scheme (based on unique ID in the same sales year) will be counted as 1 case
8. Customer = 1 approved Life or PA Policy (with prefix "B", "G" & "M" will be counted) during the contest period from new/existing insured is equivalent to 1 Customer. Repeated sales to the same insured during the qualifying period are considered as 1 Customer.
9. The iFHC report of existing customers, new customers and prospect customers will be counted to the production requirement. Only iFHC reports sent to customers or prospect customers via email will be counted. iFHC reports generated under the same customer within the contest period will be counted as one report.
10. FYCS is used for counting for "Top of the Class Award" and "MIB President", while FYC C&A is used for counting qualification & benefit.
11. Joint case count or customer count will be counted as 0.5 for each financial planner.
12. 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.

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13. Cases changed / lapsed from existing policies of the same insured will not be counted.
14. 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.
15. 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.
16. 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.
17. Sales representative should make product recommendations based on customer needs and affordability, and should not make any incentive-driven recommendations to customers.
18. Detailed qualifying rules of "First Challenge Award" will follow Clubs & Awards Manual.
19. Cooling-off policies are excluded.
20. All privileges and awards of related Convention are not refundable, transferrable nor payable, subject to AIA's final decision.
21. Qualifiers must be inforce with AIA at the time of Convention.
22. The A Force 100%/200% members counted towards the Agency Leader/District Director Category should hold valid contracts with the Company at the time of Convention, District Directors or Agency Leaders must also hold valid contracts and the relevant title at the time of Convention to be eligible for the corresponding rewards by district and agency production.
23. AIA reserves the right to amend any of the rules and recognition arrangement of this contest (program) at any time without prior notice.
24. AIA reserves the right to offer alternative prize arrangement.
25. In the event of any dispute, AIA's decision is final.

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附件 Appendix - 特選核心關鍵產品及附加契約 Key Focus Products (KFP) 及
綜合醫療保健策略產品 (危疾及醫療) Integrated Healthcare Strategy (IHS) Products (Critical Illness and Medical)

產品 Products	KFP	IHS
AIA Assemble 「自在自選」危疾保	✔	✔
"AIA One Absolute – Cancer & Serious Infectious Disease Protection" series AIA 唯一摯保 - 癌症及嚴重傳染病保障系列	✔	✔
"AIA One Absolute – Full Protection" series AIA 唯一摯保 - 全面保障系列	✔	✔
All AIA Voluntary Health Insurance Schemes series (including SelectWise, Privilege Ultra, Flexi & Standard Scheme) – Hong Kong only 所有AIA自願醫保計劃 (VHIS)系列 (包括睿選、尊耀、靈活、標準計劃) – 只限香港	✔	✔
Cancer Care Essence 智護癌症保	✔	✔
Cancer Guardian 3 series 「癌症全方位保障 3」系列	✔	✔
CEO5 series 「至尊醫療 5」系列	✔	✔
Critical Illness Rider Pro (CI Rider Pro) 危疾附加契約	✔	✔
EasyGuard Care Essence 「守康易危疾保」	✔	✔
EasyGuard Term Life Place 「守康易定期壽險計劃」	✔	
Enhanced Critical Illness Rider Pro (ECIR Pro) 特選危疾附加契約	✔	✔
Essence - On Your Side 「簡繽•愛伴航」	✔	✔
Executive Care Pro 2 泰然安心保		✔
Expert Term Life Plan Series 尊誠定期壽險計劃系列	✔	
Flexi-MediGuard 「靈活住院惠益保障計劃」	✔	✔
GBA Health Connect Outpatient Plan (GBAOP) 「大灣醫薈通」門診計劃	✔	✔
Grand VIP 「豐逸行」	✔	
Health Journey Guardian 全程守護健康保	✔	✔
Here For You Refundable Hospital/Surgical Cash 「常伴您」保費退還住院/手術現金保障		✔
Hospital and Surgical Rider (HS) 80 – Macau only 「永無憂」住院及手術賠償附加契約(80 系列) - 只限澳門	✔	✔
Hospital Benefit Rider (HB) 「樂無憂」住院惠益附加契約	✔	✔
Individual Medical Plan (IMP) 80 – Macau only 「倍無憂」醫療保障計劃(80 系列) - 只限澳門	✔	✔

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產品 Products	KFP	IHS
Lady Care Pro 「摯愛您」保障計劃		✔
Level-Up Protect Cancer Plan (LUP) 「進添」計劃 - 癌症保障	✔	✔
Metro Trio Medical & Critical illness Protection Plan Series 「都市三保」醫療危疾保障計劃系列	✔	✔
Multiple Care Pro 2 多重安心保 2		✔
On Your Side 2/ On Your Side 2 - First Gift 「愛伴航」2 /「愛伴航 – 首護摯寶」2	✔	✔
OptimaCEO Medical Plan Series 極臻•至尊醫療計劃系列	✔	✔
OptimaCEO Pearl Medical Plan Series 極臻•至尊明珠醫療計劃系列	✔	✔
Prime Care Pro 2 進泰安心保 2		✔
Privilege Ultra Medical Plan series 「尊耀」醫療計劃系列	✔	✔
Privilege Ultra Pearl Medical Plan series 「尊耀明珠」醫療計劃系列	✔	✔
ProsperLife Insurance Plan 「活然人生」保險計劃	✔	
SelectWise Medical Plan 「睿選」醫療計劃	✔	✔
SelectWise Pearl Medical Plan 「睿選明珠」醫療計劃	✔	✔
Severe Illness Medical Protection Rider Series 「嚴重疾病醫療保障附加契約」系列	✔	✔
Shield Up Cancer Protection Plan 「友愛護」癌症保障計劃	✔	✔
Silvery Protect 「銀意保」	✔	
Simple Care Essence series 簡護危疾保系列	✔	✔
Simplified Accidental Death & Dismemeberment Rider 簡易意外死亡及斷肢附加契約	✔	
Smart Elite Ultra 多重智倍保		✔
StepUp Medical Protection Plan 2 「友心意」醫療保障計劃 2	✔	✔
Super Adults Shield (SAS) 「盛年意家保」	✔	
Super Good Health 2 series 特級「健康之寶」2 系列	✔	✔
Super HealthGuard Pro 進泰附加契約	✔	✔
Super Seniors Shielf (SSS) 「豐年意家保」	✔	

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產品 Products	KFP	IHS
Wisdom Term Life Plan Series 摯誠定期壽險計劃系列	✔	
Xtra Protect 「添意保」	✔	

備註 Remarks：

- 包括「AIA 健康系列」之基本計劃及明珠版之基本計劃(如適用) Basic plans of "AIA Vitality Series" & Pearl Series are included (if applicable)
- 更新截至 2026 年 1 月 20 日 Updated as of 20 January 2026.

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