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T: (852) 2881 3333
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健康長久好生活

Memo

Attn	:	All EDD & Honourable Advisors/ EDDs/ PSDDs/ SDDs/ DDs/ MICs/ Agency Leaders/ Financial Planners (Hong Kong and Macau)	From	:	Amy Chan
Co/Dept	:	Mr. Alger Fung/ Mr. Louie Ho/ All Department Heads/ ABDD Executives	Dept	:	Management Team
Date	:	1 June 2026	Total page	:	5 + Appendix
Subject	:	**(A260612) 2026 上半年度衝刺步步賞** **2026 First-Half Sprint Milestone Award**			

踏入上半年度關鍵階段，面對多變的市場環境，讓我們穩步前行、迎難而上，以專業與堅持持續為客戶創造價值，推動業務穩健發展。

為持續向客戶提供合適的保障方案，公司推出「上半年度衝刺步步賞」，鼓勵大家透過高質素保障方案，為客戶建立長遠而全面的財務及個人健康保障。

- 完成1張指定特選保單，即享HK$888現金獎賞
- 完成首年佣金積分 (FYC Score) 及續保率要求，即享實際首年佣金積分 (FYC Score) 之8%作為現金獎賞；完成額外競賽要求，更可享高達12%花紅！

公司會繼續與各位並肩前行，助您達成目標，突破自我，為客戶創造長遠價值！

Beyond No.1 全心為客 堅守使命

有關競賽詳情請參閱下文。
For details, please refer to the contest information below.



1 全心為客 堅守使命
保單・承諾・使命
BEYOND NUMBER ONE

Amy Chan
Chief Agency Officer
Agency Distribution
Hong Kong and Macau
AC/AL/CC/CL

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2026上半年度衝刺步步賞

競賽資格

所有財務策劃顧問及營業單位主管 (以個人業績計算)

競賽日期

2026年6月 (1個月)

競賽規則及獎項

於競賽期內成功獲繕發**1張指定特選保單**，即獲**$888**現金賞。

於競賽期內完成**首年佣金積分 (FYC Score) HK$30,000**及75%續保率，即可按實際FYC Score獲得**8%現金獎賞**；

於2026上半年 **(1月1日至6月30日)完成FYC Score HK$136,850**，可獲額外**3%現金獎賞**；於競賽期內獲繕發**3張全方位保障產品**保單，更可再獲額外**1%現金獎賞**，總現金獎賞最高高達**HK$60,000**！

級別	基本競賽要求	現金獎賞	額外競賽要求	最高現金獎賞
級別1	**1張指定特選保單**： - 環宇盈活儲蓄保險計劃 (GF) – 定期繳付保費保單 - 「盈御多元貨幣計劃3」(GP3) - 「簡愛．延續」保障計劃5 (SLE5) - 卓達智悅 (TMP)、卓達智悅2 (TMP2) - 財富盈活儲蓄保險計劃 (WF) – 定期繳付保費保單	HK$888	不適用	HK$888
級別2	(1) 首年佣金積分 (FYC Score) **HK$30,000**；及 (2) 75% 續保率	競賽期內完成實際FYC Score之**8%**	(1) 於2026上半年 (1月1日至6月30日) 完成FYC Score **HK$136,850***，即就6月實際首年佣金積分 (FYC Score) 獲額外**3%**現金獎賞 (2) 於競賽期獲繕發**3張全方位保障產品**保單，即就6月實際首年佣金積分 (FYC Score)獲額外**1%**現金獎賞	競賽期內完成實際FYC Score之**12%** (8%+3%+1%)

備註：

1. 級別 1 至 2 之獎賞不可同時兼得，以較高者為準。每位營業同事可獲之獎賞上限為 HK$60,000。
2. 計算保單數目時只計算所有保單產品之基本計劃，不包括附加契約。
3. 所有得獎者於競賽期結算時的指定保單 FYC 需大於零，方符合獲獎資格。
4. 有關全方位保障產品名單，請參閱附件。

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一般規則：

1. **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。**
2. 續保率根據競賽期最後一個月之報告計算，有關詳情請參閱通告 A260162。
3. 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。
4. 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。
5. 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。
6. 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。
7. 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。
8. 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。
9. 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。
10. 若保單生效期 24 個月內出現之斷供或保費減額超過或等於競賽期內首年佣金積分 (FYC Score) 之百份之十五，公司有權根據調整後的 FYC 重新計算相關的花紅金額，以 AIA 最後決定為準。
    無論營業同事當時仍否與 AIA 持有效合約，若調整前後的花紅金額存在差異，公司將扣除相關花紅差額。
11. 所有獲獎者必須於獎賞發放時仍與AIA持有效合約。
12. AIA保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
13. 如有任何異議，以AIA最後決定為準。

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2026 First-Half Sprint Milestone Award

Eligibility
All financial planners and agency leaders (by personal production)

Contest Period
June 2026 (1 month)

Contest Rules & Awards
Producers who have **1 Selected Product case** delivered within the contest period will be awarded **HK$888**.
Producers who achieve **FYC Score of HK$30,000** and 75% Persistency will be awarded **8% bonus** of actual FYC Score; an **additional 3% bonus** of actual FYC Score will be awarded to those who achieve **FYC Score of HK$136,850 in first-half of 2026** (1 January to 30 June); an **additional 1% bonus** of actual FYC Score will be further awarded to those who have **3 Total Protection Product Cases** delivered, bonus capped at **HK$60,000**!

Level	Basic Requirement	Cash Award (HK$)	Additional Requirement	Maximum Cash Award
Level 1	**1 Selected Product case** : - GlobalFlexi Savings Insurance Plan (GF) – Regular Pay - Global Power Multi-Currency Plan 3 (GP3) - Simply Love Encore 5 (SLE5) - Treasure Master Plus (TMP), Treasure Master Plus 2 (TMP2) - Wealth Flexi Savings Insurance Plan (WF) – Regular Pay	HK$888	Not applicable	HK$888
Level 2	(1) FYC Score **HK$30,000**; and (2) 75% Persistency	**8%** of Actual FYC Score within contest period	(1) Achieve FYC Score of **HK$136,850* in first-half of 2026** (1 January to 30 June) for extra **3%** of Actual FYC Score in June (2) Have **3 Total Protection Product Cases** delivered within contest period for extra **1%** of Actual FYC Score in June	**12%** of Actual FYC Score within contest period (8%+3%+1%)

Remarks:
1. Awards of Level 1-2 are mutually exclusive, according to whichever is higher. Each producer's award is capped at HK$60,000.
2. Only basic plans of the products would be counted in calculating no. of cases, rider cases are excluded
3. The FYC of selected products of qualifiers must be positive by the end of the contest to be eligible for the award.
4. For the Total Protection Product list, please refer to the Appendix.

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General Rules & Regulations:

1. **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.**
2. Persistency will be based on the report as of the last month of contest. Please refer to memo A260162 for details.
3. 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.
4. Cases changed/lapsed from existing policies of the same insured will not be counted.
5. 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.
6. 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.
7. 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.
8. Sales representative should make product recommendations based on customer needs and affordability, and should not make any incentive-driven recommendations to customers.
9. The result of the challenge shall be adjusted according to the execution of cooling-off rights by policyowners of the policies. AIA will reserve the right to retract the award based on the result and any substantiated violations of required sales conduct.
10. Subject to company's discretion, should any policies lapsed or premium reduced within 24-policy months, given the amount is greater than or equal to 15% of FYC Score generated within the contest period, the corresponding Bonus will be re-assessed in accordance with the total net FYC Score after adjustment. Any adjustment on Bonus amount in the results, will be clawed back regardless the producer is still inforce in AIA or not at the time being.
11. Qualifiers must be inforce with AIA at the time the awards are paid out/ redeemed.
12. AIA reserves the right to amend any of the rules of this contest or offer alternative gifts subject to availability at any time without prior notice.
13. In the event of dispute, AIA's decision is final and conclusive.

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附件 Appendix - 全方位保障產品 Total Protection Product

產品 Products	
Admire Life 2	「裕滿人生」保障計劃 2
AIA 2-in-1 Protection Linked Plan	AIA「兩全保」保障型投資相連壽險計劃
AIA Assemble	自在自選危疾保
AIA One Absolute	AIA 唯一摯保
AIA One Absolute Pearl	AIA 唯一摯保明珠
AIA Voluntary Health Insurance Flexi Scheme	AIA 自願醫保靈活計劃
AIA Voluntary Health Insurance Privilege Ultra Scheme	AIA 自願醫保尊耀計劃
AIA Voluntary Health Insurance SelectWise Scheme	AIA 自願醫保睿選計劃
AIA Voluntary Health Insurance Standard Scheme	AIA 自願醫保標準計劃
Bonus Power Plan 2 (EP)	「充裕未來」計劃 2（特級保障）
Cancer Care Essence	智護癌症保
Cancer Guardian 3	癌症全方位保障 3 系列
Cancer Guardian Pearl 3	癌症全方位明珠保障 3
CEO Essence Medical Plan 2	亞洲至尊醫療計劃 2
CEO Essence Pearl Medical Plan 2	亞洲至尊明珠醫療計劃 2
CEO Medical 5	至尊醫療計劃 5
CEO Pearl Medical 5	至尊明珠醫療計劃 5
China Assist Protection Plan	「伴您遨遊中國」計劃
EasyGuard Care Essence	守康易危疾保
EasyGuard Term Life Plan	「守康易定期壽險計劃」
Enhanced Critical Illness Rider Pro	特選危疾附加契約
Essence - On Your Side Insurance Plan (EOYS)	「簡緻•愛伴航」保險計劃
Executive Care Pro 2	泰然安心保 2
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
Fortune Promise 2	「諾享」保障計劃 2
GBA Health Connect Outpatient Plan	大灣醫薈通門診計劃
Grand VIP	「豐逸行」
Guaranteed Issue Whole Life Plan	「有投必保」儲蓄壽險計劃
Health Journey Guardian	全程守護健康保系列
Here For You Refundable Accident Plus	「常伴您」保費退還意外升級保障
Here For You Refundable Hospital Cash Plan	「常伴您」保費退還住院現金保障
Here For You Refundable Surgical Cash Plan	「常伴您」保費退還手術現金保障
HOSPITALIZATION BENEFIT	「樂無憂」住院惠益附加契約
Individual Medical Plan	「倍無憂」醫療保障計劃
Journey Protection Medical Plan	全程保醫療保障計劃

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產品 Products	
Lady Care Pro	「摯愛您」保障計劃
Level-Up Protect Cancer Plan	「進添」計劃 - 癌症保障系列
Level-Up Protect Pearl Cancer Plan	「進添明珠」計劃 - 癌症保障系列
Life Endowment Special AP	分期支取儲蓄終身壽險連額外保障計劃
MEDIGUARD HOSPITAL INCOME	住院惠益
Metro-Trio Medical and Critical Illness Protection Plan (MT)	「都市三保」醫療危疾保障計劃 (MT)
Metro-Trio Pearl Medical and Critical Illness Protection Plan	「都市三保」醫療危疾保障計劃
Multiple Care Pro 2	多重安心保 2
On Your Side Insurance Plan 2	「愛伴航」保險計劃 2
On Your Side Insurance Plan 2 – First Gift	「愛伴航 – 首護摯寶」保險計劃
OptimaCEO Medical Plan	極臻 • 至尊醫療計劃
OptimaCEO Medical Plan - First Gift	極臻 • 至尊醫療計劃 — 首護摯寶
OptimaCEO Medical Supplementary Contract (OPCEOR)	極臻•至尊醫療附加契約 (OPCEOR)
OptimaCEO Pearl Medical Plan	極臻 • 至尊明珠醫療計劃
OptimaCEO Pearl Medical Plan - First Gift	極臻 • 至尊明珠醫療計劃 — 首護摯寶
OptimaCEO Pearl Medical Supplementary Contract (OPCEOPR)	極臻•至尊明珠醫療附加契約 (OPCEOPR)
PAC Select 3	自選人身意外保險 3 (PAC Select 3)
Par WL - Guaranteed Issue Whole Life	「有投必保」儲蓄壽險計劃
Pretty Choice Rider Pro	「愛意」附加契約
Prime Care Pro 2	進泰安心保 2
Privilege Medical Rider	「尊顯」醫療附加契約
Privilege Ultra Medical Plan	尊耀醫療計劃
Privilege Ultra Pearl Medical Plan	尊耀明珠醫療計劃
ProsperLife Insurance Plan	「活然人生」保險計劃
SECURE FIRST	意安心
Secure First Plus	「意安心升級保障」
SelectWise Medical Plan	「睿選」醫療計劃
SelectWise Pearl Medical Plan	「睿選明珠」醫療計劃
Serene Life	「樂怡人生」保障計劃
Serene Life (Annual Dividends)	「樂怡人生」保障計劃 (週年紅利)
Severe Illness Medical Protection Rider	嚴重疾病醫療保障附加契約
Severe Illness Pearl Medical Protection Rider	嚴重疾病明珠醫療保障附加契約
Shield Up Cancer Protection Plan	「友愛護」癌症保障計劃
Silvery Protect	「銀意保」
Simple Care Essence	簡護危疾保
Simple Care Essence Pearl	「簡護危疾明珠保」

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產品 Products	
Simplified Accidental Death & Dismemeberment Rider	簡易意外死亡及斷肢附加契約
Simply Love Encore 5	「簡愛・延續」保障計劃 5
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 Medical Plan 2	特級「健康之寶」醫療保障計劃 2
Super HealthGuard Pro	「進升危疾保障計劃」
Super Kids Shield	童年意家保
Super Seniors Shield	豐年意家保
Travel Smart	醒目遊
U-Select	「您想」投資連繫壽險計劃
Wealth Elite 2 - Ruby	「財富恆裕 2 • 霞」壽險計劃
Wealth Elite 2 - Sapphire	「財富恆裕 2 • 蔚」壽險計劃
Wealth Preserver 5	「財富相傳 5」壽險計劃
Wisdom Term Life Plan Series	摯誠定期壽險計劃系列
Xtra Protect	「添意保」

- 更新截至2026年3月30日 Updated as of 30 March 2026

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