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Unit 3601, 36/F, AIRSIDE,
2 Concorde Road,
Kai Tak, Kowloon
T: (852) 2881 3333
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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	:	10 August 2026	Total page	:	7
Subject	:	**(A260836) 同心+1 威尼斯限時保單賞** **Together +1, Venice Trip Limited Case Challenge**			

每完成多一張保單，不僅能守護多一個家庭，更可獲CEO Club 威尼斯傳奇之旅出席機會！

公司特別推出全新競賽**「同心+1 威尼斯限時保單賞」**，誠意邀請您一起實踐「同心+1」，人人多做一張單，保障更多客戶的同時，挑戰更高目標。

8月**保單數目排名No. 1**的營業同事，將可直接獲得「榮耀相映．威尼斯傳奇之旅」尊貴席位；而**每完成指定保單數目**，即可獲得**1次「威尼斯傳奇之旅」抽獎機會**，人人有份、永不落空。保單越多，機會越多；多做一張，距離威尼斯就更近一步！

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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同心+1 威尼斯限時保單賞

競賽資格

所有財務策劃顧問及營業單位主管

競賽日期

2026年8月 (1個月)

競賽要求及獎賞

- **第一部分：威尼斯保單排名賽**
  於競賽期內**以獲繕發保單數目排名首 1 名** (最少 50 張保單) 的財務策劃顧問，將獲邀出席 **CEO Club「榮耀相映． 威尼斯傳奇之旅」**，並於慶祝晚宴獲得嘉許。
  (與通告A260733 2026 CEO Club薈萃頂尖．共逐巔峰之「榮耀相映．威尼斯傳奇之旅」之方法(2)：威尼斯保單排名賽競賽內容相同)

- **第二部分：有單必有賞 - 威尼斯大抽獎**
  於競賽期內**每獲繕發指定保單數目**，即可獲 **1 次「威尼斯傳奇之旅」抽獎機會**，保單越多，中獎機會越多；如達標同事未能中獎，亦可享指定數量的 AIA 年終大型活動門票。

類別	計算業績	競賽要求	獎賞	如未能中獎，可獲得 AIA 年終大型活動門票數目
(1) 營業單位主管	營業組別業績	直屬營業單位每完成以下保單數目要求： 總財務策劃顧問人數 × 65% × 3 張保單 (詳細計算方法見例子)	可獲1次「威尼斯傳奇之旅」抽獎機會，保單越多，中獎機會越多； **得獎名額1個**	4張
(2) 財務策劃顧問	個人業績	每獲繕發 **3 張**保單	可獲1次「威尼斯傳奇之旅」抽獎機會，保單越多，中獎機會越多； **得獎名額2個**	2張

備註

- 若保單數目出現相同排名，公司將以 8 月首年佣金積分 (FYCS)再作排名。
- 每位營業同事可獲之 AIA 年終大型活動門票上限為 6 張。
- 保單數目之計算包括於競賽期內獲成功繕發生效之以下保單：

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- 1 張人壽保單
- 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 張團體保險業務保單

- 直屬營業單位之總財務策劃顧問人數以截至 2026 年 7 月 31 日計算（包括營業單位主管本人，但不包括財務策劃顧問實習生），並以最低 7 位計算保單數目要求。
- 直屬營業單位之保單數目要求將以上列所示方法並下調為整數計算。
- 所有營業單位主管截至 2026 年 8 月 31 日其直屬管轄的財務策劃顧問必須最少有 6 名 (財務策劃實習生除外)，即 1 名主管+6 名財務策劃顧問 (「1+6」)。
- 所有於「有單必有賞 - 威尼斯大抽獎」獲獎的營業同事必須在 2026 年 12 月 31 日達到維持合約要求 (參考 2026 年報酬及福利手冊)，方可獲得「榮耀相映．威尼斯傳奇之旅」出席資格；如同事於未能達到維持合約要求的情況下出席海外會議，公司將扣除與「榮耀相映．威尼斯傳奇之旅」等值之金額 (HK$100,000)。
- 若得獎者同時以通告 A260733 所示之「榮耀相映．威尼斯傳奇之旅」方法 (1) 首年佣金積分要求達標，及於此通告第一部分「威尼斯保單排名賽」獲得排名，則以排名賽要求獲獎為先。
- 營業同事最多只能於「有單必有賞 - 威尼斯大抽獎」獲獎一次：若得獎者同時於以上類別獲得排名，以上列表格類別排序獲獎，於較後類別之獎項則由該類別下一位得獎者補上。
- 如營業同事於「有單必有賞 - 威尼斯大抽獎」獲獎，而該營業同事已於「榮耀相映． 威尼斯傳奇之旅」之基本競賽要求或「同心+1 威尼斯限時保單賞 - 威尼斯保單排名賽」達標，有關「榮耀相映． 威尼斯傳奇之旅」出席資格則可用作嘉賓名額。
- 此競賽將不接受上訴申請。
- 以下以個人業績達標之獎賞不可同時兼得，以較高獎賞級別為準 (以下由高至低排列)。
  - 同心+1 威尼斯限時保單賞 - 威尼斯保單排名賽
  - 榮耀相映．威尼斯傳奇之旅
  - FYC × Active 爆發賞
  - AIA 年終經典大型活動限時挑戰賽
- CEO Club「榮耀相映． 威尼斯傳奇之旅」包含來回團體機票 (經濟客位) 1 張 及 單人房 (5 日 4 夜)。
- 有關「2026 CEO Club 薈萃頂尖．共逐巔峰」相關之競賽詳情，請參閱通告 A260733。

例子：「有單必有賞 - 威尼斯大抽獎」直屬營業單位競賽要求之計算方式

總財務策劃顧問人數 (截至 2026 年 7 月 31 日)	**直屬營業單位保單數目要求 (數目將下調為整數計算)**	**8 月獲繕發保單數目**	**抽獎機會**
10 人	19 張保單 [10 人 × 65% × 3 張保單]	38 張	2 次
5 人	13 張保單 [7 人 × 65% × 3 張保單] *如直屬營業單位之總財務策劃顧問人數不足「1+6」，總財務策劃顧問人數仍以 7 人計算	20 張	1 次

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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FYCS (FYCS)之內；詳情請參閱通告A251220。
2. 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。
3. 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。
4. 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。
5. 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。
6. 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。
7. 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。
8. 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。
9. 所有獲獎者必須於獎賞發放時仍與AIA持有效合約。
10. AIA保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
11. 如有任何異議，以AIA最後決定為準。

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Together +1, Venice Trip Limited Case Challenge

Eligibility
All financial planners and agency leaders

Contest Period
August 2026 (1 month)

Contest Rules & Awards

- **Part 1: Venice Case Ranking Challenge**

Producer who achieved **Top 1 by case count being delivered** (minimum 50 cases) within the contest period will be **invited to CEO Club "Reflection of Excellence • Trip to Venice"** and will be recognized at the Gala Dinner.
(Same contest rules & award as **2026 CEO Club United by Excellence, Ascending to Greatness** - Reflection of Excellence • Trip to Venice - Method 2: Venice Case Ranking Challenge in Memo A260733)

- **Part 2: Every Case Counts – Venice Grand Lucky Draw**

Producers will be entitled to **1 lucky draw chance** for "Reflection of Excellence • Trip to Venice" **for every designated number of cases being delivered** within the contest period. The more number of cases, the more lucky draw chances one can get. Qualifiers who do not win the lucky draw will be awarded with respective admission tickets to AIA year-end large scale event.

Category	Production by	Requirement	Award	No. of AIA year-end large scale event admission tickets if qualifiers do not win the lucky draw
(1) Agency Leader	Agency Production	For every designated number of cases the direct agency completed: Total Agency Inforce Member × 65% × 3 Cases (Please refer to example for detailed calculation for designated number of cases)	1 lucky draw chance for "Reflection of Excellence • Trip to Venice". The more cases, the more lucky draw chances. **(1 Winner in total)**	4
(2) Financial Planner	Personal Production	For every 3 cases being delivered	1 lucky draw chance for "Reflection of Excellence • Trip to Venice". The more cases, the more lucky draw chances. **(2 Winners in total)**	2

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Remark:

- In the case of tie in case count ranking, the ranking will be determined by FYC Score in Aug 2026.
- Each producer's award is capped at 6 AIA year-end large scale event admission tickets.
- Counting of Case refers to below case/policy being delivered within the contest period:
  - 1 Life case
  - 1 IPA case
  - 1 PAC case
  - 1 Group Insurance case
- Total Agency Inforce Member in direct agency is calculated according to agency hierarchy on 31 July 2026 (Agency leader him/herself is included, but Interns are excluded), with 7 as the minimum Total Agency Inforce Member in case count requirement calculation.
- The Case requirement of Direct Agency is calculated based on the above calculation, rounding down to the nearest integer.
- All Agency Leaders are required to maintain a minimum of 6 career representatives (internship is excluded), i.e., 1 leader + 6 Financial Planners ("1+6"), in his/her direct agency as of 31 August 2026.
- All qualifiers who win the lucky draw in the "Every Case Counts – Venice Grand Lucky Draw" must fulfil the contract maintenance requirements by 31 December 2026 (refer to the 2026 Compensation and Benefits Manual) to be eligible to attend the "Reflection of Excellence • Trip to Venice". If the qualifier attends the convention without fulfilling the contract maintenance requirements, the amount equivalent to the "Reflection of Excellence • Trip to Venice" (HK$100,000) will be clawed back.
- If financial planner qualifies Method (1) "By FYCS" by personal production stated in memo A260733 and ranks for an award under Part 1 "Venice Case Ranking Challenge" in this memo, the qualifier will receive the award of "Venice Case Ranking Challenge".
- Producers can only earn the award for "Every Case Counts – Venice Grand Lucky Draw" once. If a qualifier is ranked for awards in more than one category, the qualifier will be awarded according to above category sequence. The entitlement freed up will be taken by thereafter qualifier in the respective category.
- For qualifiers who meet the basic requirements of "Reflection of Excellence • Trip to Venice" or "Together +1, Venice Trip Limited Case Challenge", and are also winners of the "Every Case Counts – Venice Grand Lucky Draw", the respective lucky draw quota to "Reflection of Excellence • Trip to Venice" can be used to invite guest.
- Appeal is not entertained in this contest.
- The awards for the following contests by personal production are mutually exclusive, according to whichever is higher listed below (from highest to lowest):
  - Together +1, Venice Trip Limited Case Challenge - Venice Case Ranking Challenge
  - Reflection of Excellence • Trip to Venice
  - FYC × Active Power Boost
  - AIA Year-end Large Scale Grand Classic: Limited time challenge
- 1 Round-Trip Group Air Ticket (Economy Class) and 1 Single room (5-day-4-night) is entitled for CEO Club "Reflection of Excellence • Trip to Venice".
- For contests related to "2026 CEO Club United by Excellence, Ascending to Greatness", please refer to Memo A260733.

Example: Calculation on the direct agency requirement of "Every Case Counts – Venice Grand Lucky Draw"

Total Agency Inforce Member (as of 31 Jul 2026)	Case Count requirement for Direct agency (Rounded down to the nearest integer)	Cases being delivered in Aug	No. of Lucky Draw Chances
10 pax	19 cases [10 pax × 65% × 3 cases]	38	2
5 pax	13 cases [7 pax × 65% × 3 cases] *If the Total Agency Inforce Member is less than "1+6", the Total Agency Inforce Member will still be counted as 7 pax	20	1

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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 FYCS (FYCS). Please refer to memo A251220 for details.
2. 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.
3. Cases changed/lapsed from existing policies of the same insured will not be counted.
4. 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.
5. 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.
6. 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.
7. Sales representative should make product recommendations based on customer needs and affordability, and should not make any incentive-driven recommendations to customers.
8. 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.
9. Qualifiers must be inforce with AIA at the time the awards are paid out/ redeemed.
10. 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.
11. In the event of dispute, AIA's decision is final and conclusive.

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