**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

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|---|---|---|---|
| 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 / IVS Executives / Contact Centre | Dept: | Corporate Solutions |
| Date: | 14 August 2026 | Total pages: | 4 |

Subject: (A260850) **2026 團體保險精英獎賞**
**2026 Group Insurance Elite Rewards**

**好消息！**為鼓勵營業員積極拓展團體保險業務，把握企業客戶市場機遇，企業業務現隆重推出**「2026 團體保險精英獎賞」**。凡於推廣期內達成指定要求之合資格營業員，即有機會贏取現金獎賞。詳情如下：

| **獎賞 1：新星現金獎賞** | |
|---|---|
| **參加資格** | 所有於 2025 年 1 月 1 日至 2026 年 12 月 31 日期間入職之香港及澳門營業同事 |
| **推廣期** | **2026 年 8 月 17 日** 至 **2027 年 1 月 31 日** |
| **獲獎資格及獎賞** | 於推廣期內，合資格營業同事達到以下要求，可獲 **HK$1,000 現金獎賞**：<br>• **成功完成最少 0.5 宗團體保險新生意[1,3-4]** 及 **HK$20,000 團體保險新生意 ANP[5-6]**；及<br>• 保單生效日期須為 **2026 年 8 月 17 日至 2027 年 1 月 31 日** |
| **獎賞 2：活躍業績現金獎賞** | |
| **參加資格** | 所有香港及澳門營業同事 |
| **推廣期** | **2026 年 8 月 17 日** 至 **2026 年 10 月 31 日** |
| **獲獎資格及獎賞** | 於推廣期內，符合以下要求之營業同事，**每宗合資格個案可獲HK$ 3,000 元現金獎賞**：<br>• **成功完成最少 1 宗全新團體保險度身訂造計劃[2-4]，該保單團體保險新生意 ANP[5-6] 達 HK$100,000**；及<br>• 保單生效日期須為 **2026 年 8 月 17 日至 10 月 31 日**<br>• **名額 30 個**，先到先得 |

**一般規則及要求：**

1. 團體保險包括度身訂造計劃及套裝計劃（惟原有保單轉換、僱員自選產品、LAUGHING「自選牙科保障計劃」、澳門摯開心保障計劃及附加額外保障計劃除外）。
2. 團體保險包括度身訂造計劃（惟原有保單轉換、僱員自選產品、LAUGHING「自選牙科保障計劃」、澳門摯開心保障計劃及附加額外保障計劃除外）。
3. 要符合資格，每張團體保險保單必須於推廣期內：(a) 生效；(b) 提交完整投保申請文件至 AIA 企業業務；(c) 成功繳付首年保費。
4. 以同一商業登記號碼完成的企業個案，將當作同一企業個案計算。如同一保單持有人就不同產品完成企業個案（例如：團體醫療及團體人壽），企業個案將按產品類別分別計算。
5. 團體保險 ANP 包括於推廣期內成功繳付的團體保險保單年度化新保費。

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6. 如果申請屬共同個案（即個案由 2 名營業同事共同完成），每名營業同事將獲計算 0.5 個個案。個案不會以四捨五入方式計算。如有關獎賞以 ANP 計算，每名營業同事獲計算之 ANP 將按比例平均分配。
7. 若營業同事於推廣期之前已遞交相關保單 / 相關保單已獲繕發，並於推廣期內撤回投保申請 / 取消相關保單，其後再次投保相同產品計劃，相關保單將不獲計算。
8. 所有由現有保單轉換 / 退保後由同一受保人或同一持有人持有之保單將不獲計算。
9. 若保單由兩位或以上營業同事共同完成，相關保單數目將按比例平均分配，而保單數目不會以四捨五入方式計算。
10. 所有獲獎者必須於發放獎項及嘉許時仍與 AIA 保持有效合約關係。獎項及嘉許不可轉讓。
11. 友邦保留隨時修改本活動規則之權利，恕不另行通知。
12. 如有任何爭議，友邦保留最終決定權。

如有任何查詢，歡迎與負責 貴區之企業業務營業拓展部同事聯絡。

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**Good News!** To encourage Financial Planners to actively develop Group Insurance business and capture opportunities in the corporate market, Corporate Solutions is pleased to launch the **"2026 Group Insurance Elite Rewards"**. Eligible Financial Planners who fulfil the specified requirements during the Promotion period will have the opportunity to earn cash bonus. Details are as follows:

| **Reward 1: New Star Cash Award** | |
|---|---|
| **Eligibility** | All Hong Kong and Macau Financial Planners contracted between 1 January 2025 to 31 December 2026 |
| **Promotion Period** | 17 August 2026 – 31 January 2027 |
| **Qualifying Criteria and Rewards** | During the Promotion Period, Eligible Financial Planners who achieved the following requirements will be entitled to a HK$1,000 cash reward:<br>• Achieve at least 0.5 Group Insurance new business case[1,3-4] and HK$20,000 Group Insurance new business ANP[5-6]; and<br>• The policy effective date must be between 17 August 2026 and 31 January 2027. |
| **Reward 2: Active Producer Cash Award** | |
| **Eligibility** | All Hong Kong and Macau Financial Planners |
| **Promotion Period** | 17 August 2026 – 31 October 2026 |
| **Qualifying Criteria and Rewards** | During the Promotion Period, eligible Financial Planners who achieved the following requirements will be entitled to a HK$3,000 cash bonus for each qualifying case:<br>• Successfully achieved at least one new Group Insurance tailor-made plan [2-4] with Group Insurance new business ANP [5-6] of HK$100,000 or above; and<br>• The policy effective date of the Group Insurance new business case must be between 17 August 2026 and 31 October 2026.<br>• A total of 30 quotas on a first-come, first-served basis. |

General Rules and Requirements:

1. Group Insurance Policies include tailor-made plans and packaged plans (excluding conversion from existing policies, employees' voluntary plans, LAUGHING, CHEERS Macau and top-up plans).
2. Group Insurance Policies include tailor-made plans (excluding conversion from existing policies, employees' voluntary plans, LAUGHING, CHEERS Macau and top-up plans).
3. Each Group Insurance Policy is qualified if, a) the Policy is effective, b) the application documents of the Policy are completed and submitted to AIA Corporate Solutions and c) the first-year premium is successfully settled during the Promotion Period.
4. Corporate Case(s) registered under the same business registration number will be counted as one Corporate Case. If the same policyholder completed corporate cases under different products (e.g. Group Medical and Group Life), such corporate cases shall be counted separately by product category.
5. ANP for Group Insurance Case includes the Annualised New Premiums of Group Insurance Policies settled during the Promotion Period.
6. If the qualified cases are jointly closed by two producers, 0.5 case will be counted for each producer. Case count calculation will not be rounded-up. If the reward is calculated by ANP, the ANP allocated for each producer will be averagely shared in proportion.
7. Financial Planners who have submitted policies / policies issued before the Promotion Period and then reapply for the same products with the same insured, the corresponding policies will NOT be counted.
8. The relevant policy count of policy changed / lapsed from existing policies of the same policyholder or insured will NOT be counted.
9. All new policies purchased under the same insured for the same basic plan and same premium payment period during the Contest Period will be counted as one policy.
10. Qualifiers must be in-force with AIA when the time when the rewards are offered. The award and recognition are not transferrable.
11. AIA reserves the right to amend the rules, terms and conditions of this promotion at any time without prior notice.
12. In case of any disputes, AIA reserves the right for any final decision.

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If you have any questions, please contact your designated CSBD Agency Executives Team.

We wish you every success!

Yours faithfully,



Victor Man
Head of CS Business Development
Agency Distribution, Corporate Solutions

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