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

Memo

Attn:	All EDD & Honourable Advisors / EDDs / SDDs / DDs / MICs / Agency Leaders / All Financial Planners (Hong Kong and Macau)	From:	Winnie Fung
Copy:	Mr. Alger Fung / Ms. Amy Chan / Ms. Amelie Shen / / Mr. Louie Ho / All Department Heads / ABDD Executives / CSBD Agency Executives / IVS Executives / Contact Centre	Dept:	Corporate Solutions
Date:	24 August 2026	Total pages:	4 + Appendix
Subject:	(A260857) **2026「IVS 全民 Active」獎賞（8 月至 10 月）** **2026 "IVS Active-for-All" Rewards (Aug – Oct)**		

為鼓勵營業同事積極推動 IVS 業務，提升 IVS 個案數目及活躍營業員人數，企業業務誠意推出 **2026「IVS 全民 Active」獎賞（8 月至 10 月）**！秉承「全方位保障 同心+1 守護如一」 精神，鼓勵大家積極接觸企業業務成員，為其加強保障。凡於競賽期內達到指定要求，即可獲得精美禮品；完成最多 IVS 保單之營業同事更可贏取額外獎賞！立即出擊，**「IVS 全民 Active」**！獎賞詳情如下：

合資格業務	IVS「 友得揀 」業務 [1-2]
參加資格	所有香港及澳門營業同事
競賽日期	**2026 年 8 月 1 日至 10 月 31 日**
獎賞 1：IVS 活躍賞	
競賽要求	於競賽期內，符合以下要求之營業同事即可得獎： 1) 其中 2 個月或以上 IVS「友得揀」活躍 [3-7]；**及** 2) 獲繕發 5 張或以上 IVS「友得揀」保單 [4-7] **以下IVS保單之保單數目以1.5 倍計算**（即0.5張保單計0.75張；1張保單計1.5張）： 1) 所有**全方位保障產品**（包括「友愛護」癌症保障計劃， 詳情請參閱附件） 2) 由**合資格強積金 / 澳門央積金個人計劃成員*** 投保之 IVS「友得揀」保單 *合資格成員須於 2026 年 7 月 31 日及投保時均為現有友邦強積金 / 退休金成員
獎賞	**別注版 IVS x Momax 1-World 70W GaN 方便式旅行插座1 個（價值約HK$299）**
獎賞 2：IVS保單數目排名賞	
競賽要求	競賽期內，**以下各個組別中按 IVS『友得揀』總保單數目排名**（即包括獲 1.5 倍計算後之保單數目），**最高的前 3 名營業同事**可獲得獎賞： 1) **首 3 名財務策劃顧問**：以個人業績取得最高 IVS 保單數目 2) **首 3 名營業主管**：以營業組別業績取得最高 IVS保單數目 3) **首 3 名區域總監**：以區域業績取得最高 IVS 保單數目
獎賞	**Dyson HushJet™ Mini Cool 風扇 1 部（價值約HK$890）**

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一般規則及要求：

1) IVS「 友得揀 」保單只計算：
   a. 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」）：
      - 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。
      - 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。
      - 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。
   b. (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。
2) 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。
3) IVS「友得揀」活躍即於該月份獲繕發 1 張或以上 IVS「友得揀」保單。
4) 若營業同事於競賽期之前已遞交相關保單 / 相關保單已獲繕發，並於競賽期內撤回投保申請 / 取消相關保單，其後再次投保相同產品計劃，相關保單數目將不獲計算。
5) 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的保單數目將不獲計算。
6) 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。
7) 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。
8) 於獎賞 2，如 IVS「友得揀」總保單數目相同，則按首年佣金積分業績排名。
9) 營業同事遞交保單申請予 AIA，應預留充足時間遞交以確保有關申請於競賽期內獲繕發。
10) 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。
11) 獎賞不得轉讓或轉換成現金。得獎者必需於獎賞發放時仍與公司維持有效合約關係。
12) 結果以保單冷靜期後作調整為準。
13) AIA 保留就調整後之結果及就任何違規銷售行為追討已發放獎賞之權利。
14) AIA 保留隨時修改本推廣規則或獎賞之權利（例如獎品有機會以現金形式發放），恕不另行通知。
15) 如有任何爭議，AIA 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 / IVS 團隊聯絡。

祝 業務蒸蒸日上！

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To encourage Financial Planners to actively grow their IVS business, increase IVS policy count and expand the number of active producers, Corporate Solutions is pleased to launch the **"2026 IVS Active-for-All Rewards (Aug – Oct)"**! Embracing the spirit of "Total Protection, Together We Achieve One More, Together We Protect More", Financial Planners are encouraged to engage Corporate Solutions members and enhance their protection. Eligible Financial Planners who meet the campaign requirements during the Contest Period will receive attractive rewards, while top producers achieving the highest IVS policy counts may qualify for additional prizes. **Act now and stay active with IVS**! Rewards details are as follows:

Qualifying Business	Individual Voluntary Solution (IVS) Business [1-2]
Eligibility	All Hong Kong and Macau Financial Planners
Contest Period	**1 August – 31 October 2026**
Reward 1: IVS Active Award	
Qualifying Criteria	During the Contest Period, Financial Planner who achieved the following requirements will be entitled to the reward: 1) IVS Active in at least 2 separate months [3-7]; **AND** 2) 5 or more IVS policies [4-7] are delivered **The following IVS policies delivered will be entitled to a 1.5X Count** (e.g. 0.5 policy will be counted as 0.75 policy; 1 policy will be counted as 1.5 policy) 1) All **Total Protection Products** (including Shield Up Cancer Protection Plan, please refer to Appendix for details) 2) IVS policies purchased by **eligible MPF / CPF PA members*** *Eligible members must be existing AIA MPF/Pension members as of 31 July 2026 and at the time of application for the IVS policy
Reward	**1 Special Edition IVS x Momax 1-World Universal 5-Port Travel GaN Charger70W (Valued at HK$299)**
Reward 2：Top IVS Policy Count Award	
Qualifying Criteria	During the Contest Period, the **top 3 qualifiers in each of the following groups ranked by the total number of IVS policies delivered** (including the extra 1.5X count as stated in Reward 1) will be entitled to the reward : 1) **Top 3 Financial Planner** with the highest number of IVS policies delivered by individual production 2) **Top 3 Agency Leader** with the highest number of IVS policies delivered by agency unit production 3) **Top 3 District Director** with the highest number of IVS policies delivered by district production
Reward	**1 Dyson HushJet™ Mini Cool Fan (Valued at HK$890)**

General Rules and Requirements:

1) Individual Voluntary Solutions (IVS) policy is qualified only if:
   a. 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:
   - MPF/pension personal account members: Purchase through the existing financial planner of the MPF/pension personal account.
   - 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.

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- 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.

b. (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.

2) Eligible IVS policies will only be counted if they are submitted via iPoS and issued within the Contest Period.
3) "IVS Active" refers to the issuance of one or more IVS policies within the relevant month.
4) Financial Planners who have submitted policies/policies issued before the Contest Period and then reapply for the same products with the same insured, the corresponding policies will NOT be counted.
5) The relevant policy count of policy changed/lapsed from existing policies of the same policyholder or insured will NOT be counted.
6) If the policy is jointly completed by two or more Financial Planners, the relevant policy count will be evenly shared in proportion while policy count will not be rounded-up.
7) 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.
8) For Reward 2, in the event of a tie in IVS policy count, the one with the higher IVS FYCS will be awarded.
9) For policy applications submitted to AIA, Financial Planners are reminded to allow sufficient time to submit the application to ensure the policy is issued within the Contest Period.
10) Financial Planners should make product recommendation based on customer needs and affordability and should not make any incentive-driven recommendation to customers.
11) Rewards are non-transferrable and cannot be exchanged for cash. The winners must be in-force with AIA at the time of reward distribution.
12) The results are subject to adjustments after the policy cooling-off period.
13) AIA reserves the right to retract the rewards based on the adjusted results and any substantiated violation of sales conduct.
14) AIA reserves the right to amend the rules or rewards of the promotion at any time without prior notice (for example, rewards may be distributed in cash-in-lieu).
15) In case of any disputes, AIA reserves the right for any final decision.

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

We wish you every success!

Yours faithfully,

Winnie Fung
Head of Individual Voluntary Solutions
CS – Individual Voluntary Solutions

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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

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產品 Products	
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
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

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產品 Products	
Silvery Protect	「銀意保」
Simple Care Essence	簡護危疾保
Simple Care Essence Pearl	「簡護危疾明珠保」
Simplified Accidental Death & Dismemberment 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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