AIA Hong Kong
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T: (852) 2881 3333
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Attn	:	All EDD & Honourable Advisors/ EDDs/ PSDDs/ SDDs/ DDs/ MICs/ Agency Leaders/ Financial Planners (Hong Kong and Macau)	Dept	:	Agency Marketing & Engagement
Co/Dept	:	Mr. Alger Fung/ Mr. Louie Ho/ Ms. Amy Chan / All Department Heads/ ABDD Executives	Total page	:	5
Date	:	2 Oct 2026			
Subject	:	**(A261035)** **環宇盈活儲蓄保險計劃及財富盈活儲蓄保險計劃 – 第四季再續現金賞** **GlobalFlexi & Wealth Flexi – Special Cash Award in Q4**			

踏入第四季度，與有關部門協商後，現繼續推出**環宇盈活儲蓄保險計劃及財富盈活儲蓄保險計劃一次性繳付保費保單之限時特別現金賞安排**，**每張合資格保單可獲額外70%現金獎賞**，希望大家把握機會，尋找潛在客戶，全力以赴， 實現超卓的業績！

Beyond No.1 全心為客 堅守使命

詳情請參閱下文。
For details, please refer to the information below.

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環宇盈活儲蓄保險計劃 及 財富盈活儲蓄保險計劃 – 第 4 季再續現金賞

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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10月1日至2026年12月31日 (包括首尾兩天)

競賽規則及獎賞

於競賽期內每張成功申請及遞交的以下指定保單，均可獲相等於該合資格保單**首年佣金積分 (FYC Score) 70%**的**特別現金賞：**

- **環宇盈活儲蓄保險計劃之一次性繳付保費保單** (Single Pay)
- **財富盈活儲蓄保險計劃之一次性繳付保費保單** (Single Pay)

備註：

1. 此特別現金賞安排只適用於環宇盈活儲蓄保險計劃及財富盈活儲蓄保險計劃之一次性繳付保費保單 (Single Pay)，而有關保單必須於競賽期內成功申請及遞交(以申請日期為準)，並於 2027 年 2 月 28 日或之前繕發。
2. 此競賽之特別現金獎賞不適用於計算任何其他福利。
3. 特別現金獎賞將於 2027 年 9 月 30 日或之前發放。
4. AIA 保留更改此特別現金賞安排條款及細則的權利，恕不另行通知。如對本特別現金賞安排有任何爭議，AIA 保留最終決定權。
5. 此競賽結果將不接受上訴申請。

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例子

基本計劃(一次性繳付保費) 保費金額 (HK$)	**[A] 首年佣金積分 (FYC Score) (HK$)**	**[B] 特別現金獎賞(HK$)**	**[A] + [B]之總和 (HK$)**
1,000,000	35,000	24,500 [35,000*70%]	59,500

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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. 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. 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。
5. 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。
6. 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。
7. 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。
8. 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人壽及個人意外保險首年佣金（FYC）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。
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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GlobalFlexi & Wealth Flexi – Special Cash Award in Q4

Eligibility
All financial planners and agency leaders

Contest Period
1 October 2026 – 31 December 2026 (Both days inclusive)

Contest Rules & Awards
For each successful application and submission of designated policies below during the contest period, producers will be rewarded with a **special cash award of 70% of the FYC Score of the respective policy**:

- **GlobalFlexi Savings Insurance Plan (a one-time premium payment)**
- **Wealth Flexi Savings Insurance Plan (a one-time premium payment)**

Remarks:

1. This special cash award arrangement is applicable only to the one-time premium payment (Single Pay) under the GlobalFlexi Savings Insurance Plan and Wealth Flexi Savings Insurance Plan. Eligible policies must be successfully applied for and submitted during the Contest Period (based on the application date) and issued on or before 28 February 2027.
2. The special cash award from this contest will not be included in the calculation of any other benefits.
3. The special cash award will be delivered on or before 30 September 2027.
4. AIA reserves the right to amend any of the terms and conditions of this special cash award arrangement without prior notice. In the event of dispute regarding this special cash award, AIA's decision is final and conclusive.
5. Appeal is not entertained in this contest.

Example

Basic Plan (one-time premium payment) Premium Amount (HK$)	**[A] FYC Score (HK$)**	**[B] Special Cash award (HK$)**	**Total of [A] + [B] (HK$)**
1,000,000	35,000	24,500 [35,000*70%]	59,500

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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. 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. 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.
5. 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.
6. Sales representative should make product recommendations based on customer needs and affordability, and should not make any incentive-driven recommendations to customers.
7. 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.
8. 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 Life & PA FYC generated within the contest period, the corresponding Bonus will be re-assessed in accordance with the total net FYCB 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.
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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