附件1.1：「友心意 2」推廣電郵範本—人力資源部版本

[StepUp 2 Template - Note to Agents: This letter is for HR communication only]



致[Name of recipient]：

全面保障能讓員工無後顧之憂地投入工作。「友心意」醫療保障計劃 2 有助您的員工加強醫療保障，即使他們離職或準備退休，也能享有終身的醫療保障，而您亦毋須承擔額外支出或行政工作。

作為我們尊貴的客戶，我們致力為您提供獨家禮遇及最強支援。您的員工可享以下尊屬優惠：



* 推廣期 (2024 年 12 月 1 日至 2025 年 4 月 30 日) 內，符合相關產品「成員投保指引」中所述投保資格的 AIA 團體醫療保險計劃成員可隨時(不受相關「成員投保指引」中所載遞交申請時段所限)投保「友心意 2」，可享相關產品簡介中所述首年 9 折保費優惠。家屬投保只適用於如公司之 AIA 團體醫療保險計劃提供家屬保障（不包括自選家屬保障）。相關保費折扣適用於主要保障及附加門診保障（如有）的保費。為免生疑問，如您在投保時並沒有同時申請主要保障及附加門診保障，在保單生效後申請的附加門診保障不會享有以上保費折扣。如有任何爭議，AIA 保留最終決定權。有關更多上述優惠及投保詳情，請參閱「友心意」醫療保障計劃 2 產品簡介內的「成員投保指引」。

我亦很樂意到訪貴公司，為您/ 您的團隊/ 您的員工進行簡介會（或任何最適合您的安排），分享是次限時優惠的詳情。如有任何查詢，請透過 WhatsApp 或致電[Agent's Mobile number]與本人聯絡。

[WhatsApp QR code]

此致

[Name of the financial planner]

Appendix 1.1: "StepUp 2" Promotion Email Template – HR Version

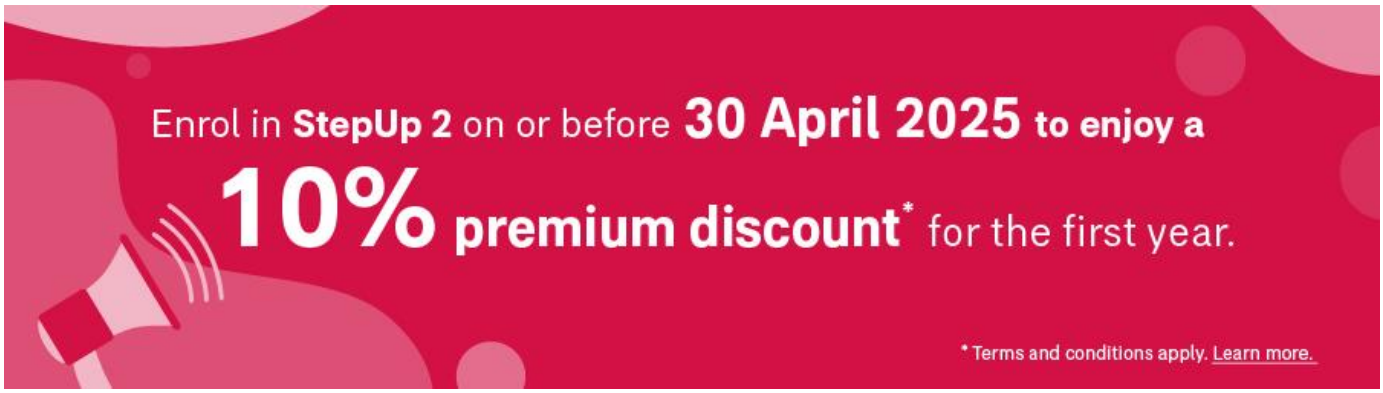
[StepUp 2 Template - Note to Agents: This letter is for HR communication only]



Dear [Name of recipient],

Comprehensive protection allows employees to focus on their work in a worry-free way. StepUp Medical Protection Plan 2 ("StepUp 2") enhances your employees' medical protection for a lifetime, even if they leave the company or enter retirement, without any extra cost to you and with no administrative burden.

As our valued client, you can always count on receiving our exclusive offers and the best support possible. We are pleased to present the following special offer.



* During the promotional period (from 1 December 2024 to 30 April 2025), AIA group medical insurance scheme members who fulfil the eligibility mentioned in the relevant "Member Enrolment Guidelines" can enrol in StepUp 2 at any time (not subject to the application submission periods as stated in the relevant Guidelines) and enjoy the 10% premium discount for the first year as stated in the relevant product brochure. Enrolment for dependants is only available if the company offers an AIA group medical insurance scheme to employees' dependants (not including voluntary dependant cover). Relevant premium discount is applicable to the premiums of core benefits and optional outpatient benefit (if any). For the avoidance of doubt, if the optional outpatient benefit is not applied together with the core benefits at policy application, the optional outpatient benefit that applied after the policy is effective will not be entitled to the above premium discount. In case of any disputes, the decision of AIA shall be final and conclusive. For more information about above-mentioned offer and enrolment, please read the "Member Enrolment Guidelines" in the relevant product brochure.

I would be happy to arrange a briefing session with you / your team / your employees directly, whichever suits you the best, to share details of the limited-time offer. For any inquiries, please contact me via WhatsApp or at [Agent's Mobile number].

[WhatsApp QR code]

Your sincerely,

[Name of the financial planner]

附件1.2：「友心意 2」推廣電郵範本—僱員版本

[StepUp 2 Template - Note to Agents: This letter is for HR communication only]



各位同事：

我們很重視您的全方位健康。隨著現代醫療技術不斷進步，治療費用亦繼而飆升，令人難以應付。提升您的醫療保障，讓您安心無憂，勇對未來。

友邦「友心意」醫療保障計劃 2 為您提供全面的醫療保障方案，助您彌補保障缺口，讓您可以安享生活，終身無憂。為協助您及您的家人加強醫療保障，我們很高興為您帶來 AIA 的尊屬優惠。



註：上述優惠只適用於現有友邦團體保險成員。推廣期 (2024 年 12 月 1 日至 2025 年 4 月 30 日) 內，符合相關產品「成員投保指引」中所述投保資格的 AIA 團體醫療保險計劃成員可隨時(不受相關「成員投保指引」中所載遞交申請時段所限)投保「友心意 2」，可享相關產品簡介中所述首年 9 折保費優惠。家屬投保只適用於如公司之 AIA 團體醫療保險計劃提供家屬保障（不包括自選家屬保障）。相關保費折扣適用於主要保障及附加門診保障（如有）的保費。為免生疑問，如您在投保時並沒有同時申請主要保障及附加門診保障，在保單生效後申請的附加門診保障不會享有以上保費折扣。如有任何爭議，AIA 保留最終決定權。有關更多上述優惠及投保詳情，請參閱「 友心意」醫療保障計劃 2 產品簡介內的「成員投保指引」。

歡迎同事踴躍參與相關簡介會

日期：X 月 X 日至 X 日

時間：

地點：

如有查詢，各位同事可掃描以下二維碼或致電[Agent's Mobile number] 與友邦香港財務策劃顧問[Name of the financial planner]聯絡。

[WhatsApp QR code]

人力資源部

Appendix 1.2: "StepUp 2" Promotion Email Template - Employee Version

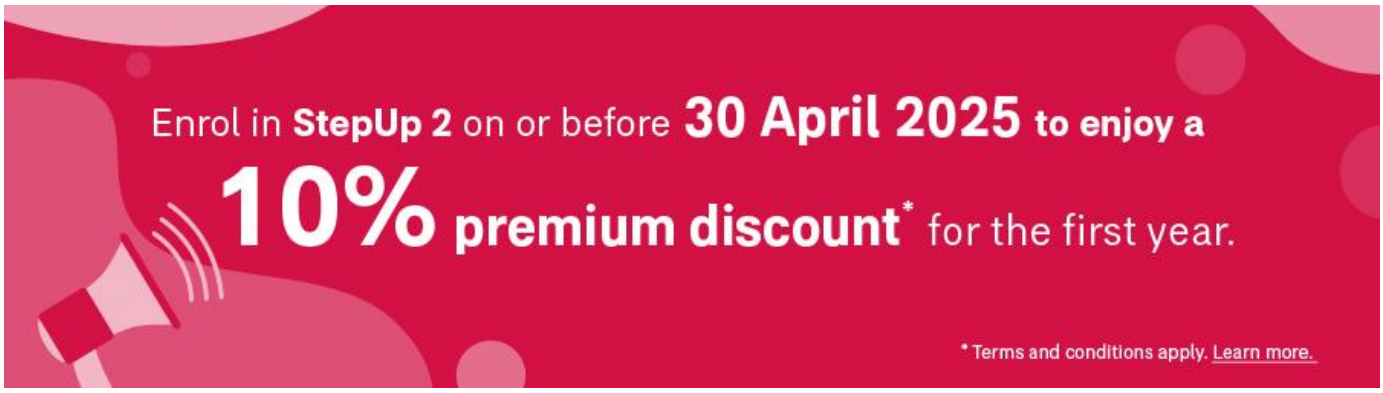
[StepUp 2 Template - Note to Agents: This letter is for HR communication only]



Dear colleagues,

Your health and wellbeing are our top priority. With consistent advancements in medical technologies, medical expenses are constantly on the rise. Boosting your medical protection can help you take on the future with peace of mind.

AIA's StepUp Medical Protection Plan 2 ("StepUp 2") provides you with a comprehensive solution for medical protection beyond your employment insurance coverage, with essential features that fill the protection gap for a lifetime of security. To help you and your loved ones enhance your medical protection, we are pleased to present the following exclusive offer from AIA.



Note: The above offer is applicable to existing AIA Group Insurance members only. During the promotional period (from 1 December 2024 to 30 April 2025), AIA group medical insurance scheme members who fulfil the eligibility mentioned in the relevant "Member Enrolment Guidelines" can enrol in StepUp 2 at any time (not subject to the application submission periods as stated in the relevant Guidelines) and enjoy the 10% premium discount for the first year as stated in the relevant product brochure. Enrolment for dependants is only available if the company offers an AIA group medical insurance scheme to employees' dependants (not including voluntary dependant cover). Relevant premium discount is applicable to the premiums of core benefits and optional outpatient benefit (if any). For the avoidance of doubt, if the optional outpatient benefit is not applied together with the core benefits at policy application, the optional outpatient benefit that applied after the policy is effective will not be entitled to the above premium discount. In case of any disputes, the decision of AIA shall be final and conclusive. For more information about above-mentioned offer and enrolment, please read the "Member Enrolment Guidelines" in the relevant product brochure.

You are encouraged to join the briefing.

Date: XXXX to XXXXXX
Time:
Place:

For any inquiries, you may contact [Name of the financial planner] via WhatsApp or at [Agent's Mobile number].

[WhatsApp QR code]

Human Resources Department

健康長久好生活

AIA企業業務
— 您的退休金及團體保險夥伴

醫療費用**持續上升**
如何做好準備免失預算？



隨著現代醫療技術不斷進步，治療費用亦繼而飆升，令人難以應付。AIA特設可攜式醫療保障－「友心意」醫療保障計劃2（「友心意2」），讓您於公司的團體醫療保險計劃外，提升醫療保障，即使離職或退休，也能享有終身的醫療保障！

計劃特點：

可攜式保障，填補保障缺口

毋須醫療核保[1]

受保已存在病症[2]

優質醫療保障，賠償多項醫療費用：
包括住院、深切治療、手術及先進診斷掃描等

瞭解計劃詳情

觀看短片

申請程序簡單：

簡單透過 AIA+ 手機應用程式投保「友心意2」，方便快捷！您更可查閱保單內容、使用電子卡、處理理賠事宜及掌握重要資訊。

立即下載

App Store 下載
在此下載 Google Play
下載 APK 安裝檔
AIA+ HK

特別優惠：

於2025年4月30日前投保，可享首個保單年度
9折保費折扣[3]，
萬勿錯過，立即行動！



如有查詢，歡迎與我們聯絡

香港 3108 1686
澳門 8988 1926

aia.com.hk

hk.eb.enquiry@aia.com

1.在指定的遞交申請時段內，如選擇申請高於受保人在AIA團體醫療保險計劃下所享的病房級別的計劃，須接受醫療核保。詳情請參閱「友心意」醫療保障計劃2產品簡介內的「成員投保指引」。
2.在AIA團體醫療保險計劃及／ 或「友心意2」下合共受保至少連續12個月，已存在病症亦可得到保障。
3.推廣期 (2024年12月1日至2025年4月30日) 內，符合相關產品「成員投保指引」中所述投保資格的AIA團體醫療保險計劃成員可隨時(不受相關「成員投保指引」中所載遞交申請時段所限)投保「友心意2」，可享相關產品簡介中所述首年9折保費優惠。家屬投保只適用於如公司之AIA團體醫療保險計劃提供家屬保障（不包括自選家屬保障）。相關保費折扣適用於主要保障及附加門診保障（如有）的保費。為免生疑問，如您在投保時並沒有同時申請主要保障及附加門診保障，在保單生效後申請的附加門診保障不會享有以上保費折扣。如有任何爭議，AIA保留最終決定權。有關更多上述優惠及投保詳情，請參閱「友心意」醫療保障計劃2產品簡介內的「成員投保指引」。

本文件只載有一般資料及只在香港及澳門發放，並不構成任何銷售建議及／ 或有關產品之推介。在此文件中的產品資料並不包含保單的完整條款，有關產品特點、條款及細則、不保事項及主要產品風險之詳情，請參閱相關產品之產品簡介及保單契約。於投保個人人壽保險產品之前，客戶須完成財務需要分析。「友心意」醫療保障計劃2只可以基本計劃形式投保。如欲在投保前參閱保險合約之樣本，請向AIA索取。

HEALTHIER, LONGER, BETTER LIVES

AIA Corporate Solutions
Your Pension and Group Insurance Partner

Medical expenses **continue to rise**

How to be proactive about medical protection?



With consistent advancements in medical technologies, medical expenses are constantly on the rise. AIA offers portable medical protection - StepUp Medical Protection Plan 2 (“StepUp 2”), enhancing your medical protection in addition to company’s group medical insurance scheme to protect you for a lifetime, even if you leave the company or enter retirement!

Plan highlights:

Portable protection to fill the protection gap

No medical underwriting required[1]

Cover for pre-existing conditions[2]

Quality medical cover for a range of medical expenses:
including hospitalisation, intensive care, surgery and advanced diagnostic imaging

Learn more about plan details

Watch the video

Simple Application:

With AIA+ mobile app, enrol in StepUp 2 is convenient and fast. You can check policy information, use eCard, manage claims and obtain important information easily.

Download NOW

Download on the App Store
GET IT ON Google Play
Download APK File
AIA+ HK

Special offer:

Enrol in StepUp 2 **on or before 30 April 2025** to enjoy a **10% premium discount[3] for the first year. Act now!**



Please contact us for enquiries

Hong Kong	3108 1686
Macau	8988 1926

aia.com.hk

hk.eb.enquiry@aia.com

1. Medical underwriting is required for enrolment in a higher room type than what the insured is entitled to under an AIA group medical insurance scheme during the designated application submission periods. For more information, please read the “Member Enrolment Guidelines” in the relevant product brochure. 2. For members who have been protected under an AIA group medical insurance scheme and / or StepUp 2 for a total of at least 12 continuous months beforehand, the pre-existing conditions will be covered. 3. During the promotional period (from 1 December 2024 to 30 April 2025), AIA group medical insurance scheme members who fulfil the eligibility mentioned in the relevant “Member Enrolment Guidelines” can enrol in StepUp 2 at any time (not subject to the application submission periods as stated in the relevant Guidelines) and enjoy the 10% premium discount for the first year as stated in the relevant product brochure. Enrolment for dependants is only available if the company offers an AIA group medical insurance scheme to employees’ dependants (not including voluntary dependant cover). Relevant premium discount is applicable to the premiums of core benefits and optional outpatient benefit (if any). For the avoidance of doubt, if the optional outpatient benefit is not applied together with the core benefits at policy application, the optional outpatient benefit that applied after the policy is effective will not be entitled to the above premium discount. In case of any disputes, the decision of AIA shall be final and conclusive. For more information about above-mentioned offer and enrolment, please read the “Member Enrolment Guidelines” in the relevant product brochure.

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