“StepUp2” Promotion Email Template – HR Version

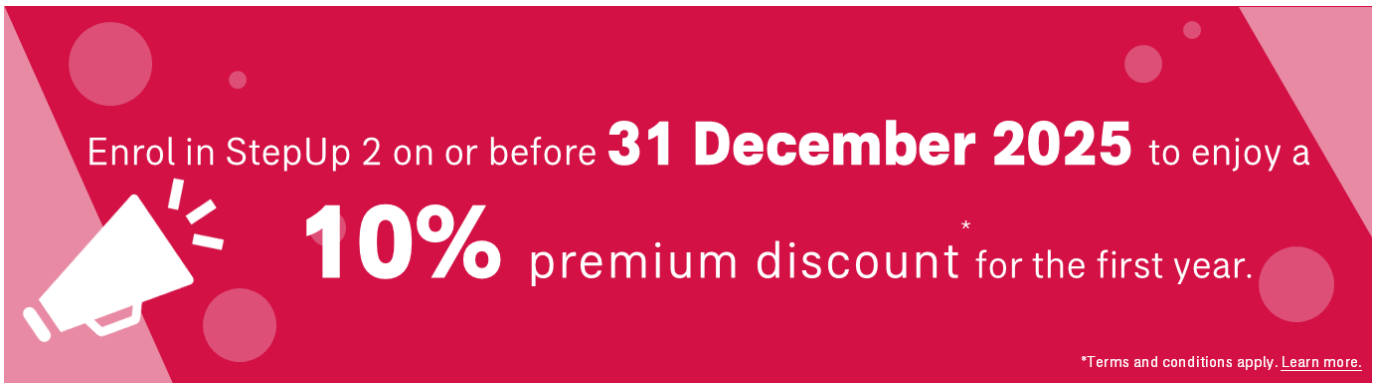
[StepUp 2 Template - Note to Agents: This letter is for HR communication only]



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 October 2025 to 31 December 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]

「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 (2025 年 10 月 1 日至 2025 年 12 月 31 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]

「友心意 2」推广电邮模板—人力资源部版本

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



致[Name of recipient]:

全面保障能让员工无后顾之忧地投入工作。「友心意」医疗保障计划 2 有助您的员工加强医疗保障，即使他们离职或准备退休，也能享有终身的医疗保障，而您亦毋须承担额外支出或行政工作。

作为我们尊贵的客户，我们致力为您提供独家礼遇及最强支持。您的员工可享以下尊属优惠:



* 推广期 (2025 年 10 月 1 日至 2025 年 12 月 31 日) 内，符合相关产品「成员投保指引」中所述投保资格的 AIA 团体医疗保险计划成员可随时(不受相关「成员投保指引」中所载递交申请时段所限)投保「友心意 2」，可享相关产品简介中所述首年 9 折保费优惠。家属投保只适用于如公司之 AIA 团体医疗保险计划提供家属保障（不包括自选家属保障）。相关保费折扣适用于主要保障及附加门诊保障（如有）的保费。为免生疑问，如您在投保时并没有同时申请主要保障及附加门诊保障，在保单生效后申请的附加门诊保障不会享有以上保费折扣。如有任何争议，AIA 保留最终决定权。有关更多上述优惠及投保详情，请参阅「 友心意」医疗保障计划 2 产品简介内的「成员投保指引」 。

我亦很乐意到访贵公司，为您/ 您的团队/ 您的员工进行简介会（或任何最适合您的安排），分享是次限时优惠的详情。如有任何查询，请透过 WhatsApp 或致电[Agent's Mobile number]与本人联络。

[WhatsApp QR code]

此致

[Name of the financial planner]