Type 類型 AIAPA or EDP or Degree or above w/o income proof AIAPA 或 EDP 或大學畢業生或以上無收入證明 (HK$15,000)

Loading 附加認可要求 0%

Please fill in either one of the below options: 請填寫以下任一選項：

Option 選項 .1

Annual Income 年度收入

(Actual average income will be based on valid income proof provided)

（實際平均年度收入將根據提供的有效收入證明而釐定）

Option 選項 .2

Adj. Monthly Bonus 調整每月花紅 15,000

(Insert Adj. amount if different than the calculated MB as below)

（如與下方計算的每月花紅金額不同，請輸入調整後的金額）

Private and Confidential 私人及機密

This is a prelim offer for reference only 此初步協議只供參考

This prelim offer is to be read in conjunction with the sample of Letter of Understanding

此協議應與諒解備忘錄樣本一併閱覽

Prelim Offer 初步協議 for PA18 MB

Item 項目	Amount 金額		FYCC Validation Requirement FYCC 認可要求		Other Validation Requirement(s) 其他認可要求	Validation Period 認可期
Monthly Bonus (MB) [for 18 months] 每月花紅 [為期18個月]	Clause 章節 5(a)	15,000	Clause 章節 5(b)	405,000	- 18 Life Cases 人壽保單*	1-18 month 月
Special Production Bonus (SPB) 特別業績花紅 [Clause 章節6]	90,000		900,000		- Achieve 100% FYCC Validation Requirement in 18th contract month 首18個合約月內達到100% FYCC 認可要求 - Achieve 18 Life Cases in 18th contract month 首18個合約月內達到18 張人壽保單 - Maintain the Contract Maintenance Requirements for the period from 13th to 24th contract month 在第13到第24個合約月內維持合約的最低續約要求 - Hong Kong: register license of IIQE Paper 1 & 3 & 2 or 4 or 5 with AIA / Macau: Investment-Linked Long Term Insurance License or Central Provident Fund ("CPF") Schemes License with AIA (香港: 以AIA為委任主事人註冊卷一及卷三及卷二或卷四或卷五, 共3個或以上保險中介人牌照 / 澳門: 以AIA為委任主事人註冊投資相連長期保險牌照或央積金牌照)	1-24 month 月

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FYC = 100% Personal FYC, MPF FYCB will be multiped by 6 times for validation and capped at 20% of AVQ validation.

FYC 個人首年佣金，強積金之佣金對數計算提升為6倍，上限為累積「承諾金額」(AVQ)指標之20%

Committee Amount in FYCC ("AVQ"), including FYC, basic override, ADOR and AMOR

總首年佣金FYCC作為「承諾金額」(AVQ)將包括個人首年佣金 (FYC)、 基本下線佣金 (basic override)、下線發展佣金(ADOR)及管理佣金(AMOR)

***** In the event that the Applicant fails to meet the CTD Target Life Case requirement but has earned more than or equal to 120% of CTD Target FYCC requirement on the End Day of the relevant Contract Month, the Life Case-to-month requirement of the respective Contract Month will be exempted

MB FYCC and Life Case Validation Requirement [Clause 章節 5(b) & 5(c) Table]

第1個合約年度之每月花紅的FYCC和人壽保單認可要求

Contract Month 合約月份	% 百分比	CTD Target FYCC FYCC 目標 (以所屬合約開始起計)	CTD Target Life Case 人壽保單目標 (以所屬合約開始起	120% of CTD Target FYCC to waive Life Case Requirement 120%「每月人壽保單目標」的可獲豁免要求	Quarterly Min. Requirement 每季度累積目標最低要求
1	0/270	-	0	-	-
2	12/270	18,000	2	21,600	-
3	24/270	36,000	3	43,200	3 Life Cases or FYCC HK$ 5,400
4	36/270	54,000	4	64,800	-
5	48/270	72,000	5	86,400	-
6	60/270	90,000	6	108,000	6 Life Cases or FYCC HK$ 27,000
7	75/270	112,500	7	135,000	-
8	90/270	135,000	8	162,000	-
9	105/270	157,500	9	189,000	FYCC HK$ 78,750
10	120/270	180,000	10	216,000	-
11	135/270	202,500	11	243,000	-
12	150/270	225,000	12	270,000	FYCC HK$ 112,500
13	170/270	255,000	13	306,000	-
14	190/270	285,000	14	342,000	-
15	210/270	315,000	15	378,000	FYCC HK$ 157,500
16	230/270	345,000	16	414,000	-
17	250/270	375,000	17	450,000	-
18	270/270	405,000	18	486,000	FYCC HK$ 202,500

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SPB Production Requirements Set	FYCC Validation Requirement	Life Cases Validation
Set 1	900000	24
Set 2	1080000	12

Clawback Schedule on Termination 終止合約時的退還安排 [Clause 章節 8]

Termination^ 終止合約^	MB, SPB 每月花紅和特別業績花紅
Within 1st Year 在第1個合約年度內	100%
Within 2nd Year 在第2個合約年度內	100%
Within 3rd Year 在第3個合約年度內	66%
Within 4th Year 在第4個合約年度內	33%

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^ Clawback 100% MB & SPB shall be required if registering as an agent with other insurance company within 12 months following the termination date. Please refer to Clause 9 for details.

如於合約終止後十二個月內登記為其他保險公司的保險代理，須全數退還每月花紅及特別業績花紅。有關細節請參閱章節9。

This offer will be subject to the satisfactory of full supporting documents provided for assessment. 此協議會取決於所有遞交的文件以作評估。

The above confidential information shall not be disclosed to any third party (other than the legal advisers for the purpose of seeking independent legal advice) and must be shredded or returned to AIA INTERNATIONAL LIMITED immediately upon cancellation of contracting. 上述所有機密資料不可向任何第三方（除提供獨立法律意見的法律顧問外）披露和若取消訂立合約時應立即銷毀或交還予友邦保險（國際）有限公司。

AIA INTERNATIONAL LIMITED's decision shall be final. 友邦保險（國際）有限公司保留最終決定權。