

GV 2024 Promotion Structure Proposal

GV Promotion Structure (Team) – 2024

B Model	BA (Business Advisor) to ASM (Assistant Sales Manager)	ASM to BDM (Business Development Manager)	BDM to GAM (Group Agency Manager)
Duration	Last 12 months	Last 24 months	Last 24 or 36 months
Personal Sales	ANP or AFYC or Mix 100K	ANP or AFYC or Mix 100K	
Group Sales	N/A	ANP or AFYC or Mix 500K	ANP or AFYC or Mix 1 Mil
Man power	2 Direct BA/ CYNR (MOC)	2 Direct ASM + 2 Direct BA/ CYNR (MOC)	1. 3 BDM & 10 Man Power (MOC) or 2. 2 BDM + 1 direct/ indirect BDM (Team/ Individual) & 10 Man Power (MOC)
Training requirement	LEAD / Intermediate Training Program	BAMC Advantage / Advanced Training Program	Pace to Lead / RFP or CFP
Frequency	Half Yearly	Annually (Jan)	Annually (Jan)
MOC (current year)	ANP or AFYC 60K	Group Sales 250K, Manpower 2 CYNR (MOC)	ANP or AFYC Group Sales 500K, 1 BDM (MOC), Manpower 4 CYNR (MOC)

GV Promotion Structure (Individual) – 2024

S Model	ASM to BDM (Business Development Manager)	BDM to GAM (Group Agency Manager)
Duration	Last 24 months	min 6 Years
Personal Sales	Pure Life MDRT for 2 years	5 times MDRT (pure Life) + 1 time COT/ TOT (pure Life) (count from 2017 - (establishment of MDRT Club))
MOC (current year)	Hybrid MDRT	Hybrid MDRT

Note:

1. All requirements are subjected to review by The GV Management at their discretion.
2. All training requirements are to be attended prior to the rank promotion.
3. ASM promotion by Half Yearly (Jan and July) basis provided all above requirements are fulfilled
4. BDM promotion by January of the year only and must fulfil all the above requirements
5. GAM promotion by January of the year only and must fulfil all the above requirements
6. Business PR1 requirement at 85%

Notes:

1. Conversion of BDM (Team to Individual Category)
 - Allow to convert with the condition that all the down line roll up to mother BDM or GAM
2. Conversion of BDM (Individual to Team Category)
 - Inform to Management with filling a form
 - Fulfilled BDM promotion requirements in 2 years
3. Long Terms Service Retirements Scheme for GAM (to enjoy SOB for 10 years)
 - a. 20 years with GV
 - b. Spin off ≥ 1 direct/ indirect GAM
 - ** Scheme will pay to the Beneficiary if Demise of respective GAM, GV will pay the balance of SOB and up to 10 years
 - ** Scheme will be terminated if involving business which has conflicts with GV business and services
4. Compensation by BDM (Individual Category)
 - Will give away 2% of 1st year BDM overriding to mother BDM/GAM