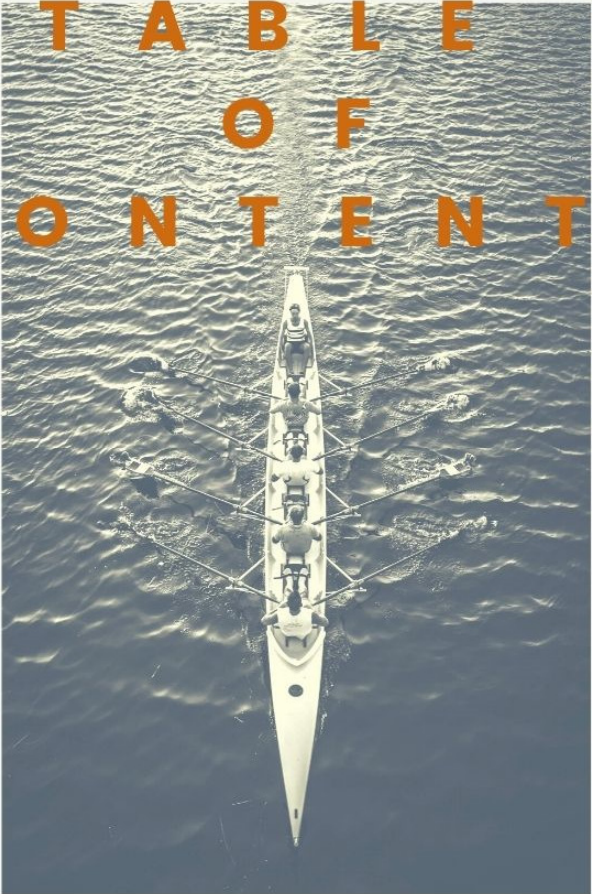


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**I N I T I A T I V E S**





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# ANNUAL AWARD & RECOGNITION

## ANNUAL AWARD & RECOGNITION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Personal Sales Category

Life Sales Category – Conventional & Takaful

No	Category	CYNR	BA/ ASM	BDM/ GAM
1	Requirement	≥ ANP & AFYC 50,000 and 20 cases	≥ ANP & AFYC 100,000 and 20 cases	≥ ANP & AFYC 150,000 and 20 cases
2	Reward	Trophy for Top 3 Awardees		
		Recognition on stage during GV AAP		

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.

## ANNUAL AWARD & RECOGNITION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Personal Sales Category (Persistency Award)

Life Sales Category – Conventional & Takaful

No	Category	Description
1	Requirement	≥ 9 months for 5 cases per month
2	Reward	Plaque
		Recognition on stage during GV AAP

Note:

1. Production is refer to AIA & SLM Sales and based on picked up cases by end of the month.

## ANNUAL AWARD & RECOGNITION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Personal Sales Category (Jaguh Award)

Life Sales Category – Conventional & Takaful and Loan Acceptance and Fund Investment

No	Category	Description
1	Requirement	≥ 100 cases (Life Insurance) or
		≥ 50 cases (Life Insurance) & 50 cases (Loan Acceptance or Fund Investment)
2	Reward	Plaque
		Recognition on stage during GV AAP

Note:

1. Production is refer to:
  - AIA & SLM Sales (Life Insurance)
  - AHAM Sales (Fund Investment)
  - GVMA Sales (Loan Acceptance)
2. Production based on picked up figure as at 31st Dec 2021.

## ANNUAL AWARD & RECOGNITION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Personal Sales Category (Excellence Achiever - EA)

Life Sales Category – Conventional & Takaful and Fund Investment

No	Category	Description
1	Requirement	≥ ANP & AFYC 300,000 or
		≥ ANP & AFYC 150,000 and UTF 1 million
2	Reward	Trophy
		Recognition on stage during GV AAP

Note:

1. Sales Production is refer to ANP (AIA Sales), AFYC (SLM Sales) and UTF (AHAM Sales) and based on picked up figure as at 31<sup>st</sup> Dec 2021.

## ANNUAL AWARD & RECOGNITION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Group Sales Category

Life Sales Category – Conventional & Takaful

Category	BDM	GAM
Requirement	≥ ANP & AFYC 500,000	≥ ANP & AFYC 1,000,000
Recruitment	3 CYNR	6 CYNR
Reward	Champion, 1 <sup>st</sup> runner up & 2 <sup>nd</sup> runner up – Trophy 3 <sup>rd</sup> runner up & others – Plaque	
	Recognition on stage during GV AAP	

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.
2. Recruitment based on contracted CYNR count as at 31<sup>st</sup> Dec 2021. CYNR is refer to Current Year New Recruit who contracted either with AIA, SLM or both from 1st Jan – 31<sup>st</sup> Dec 2021.

## ANNUAL AWARD & RECOGNITION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Top Recruiter Award

Life Sales Category – Conventional & Takaful

No	Category	Description
1	Requirement	Direct Recruit 3 CYNR
2	Reward	Plaque for Top 3 Awardees
		Recognition on stage during GV AAP

Note:

1. Recruitment based on contracted CYNR count as at 31<sup>st</sup> Dec 2021. CYNR is refer to Current Year New Recruit who contracted either with AIA, SLM or both from 1st Jan – 30th June 2021.

## ANNUAL AWARD & RECOGNITION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

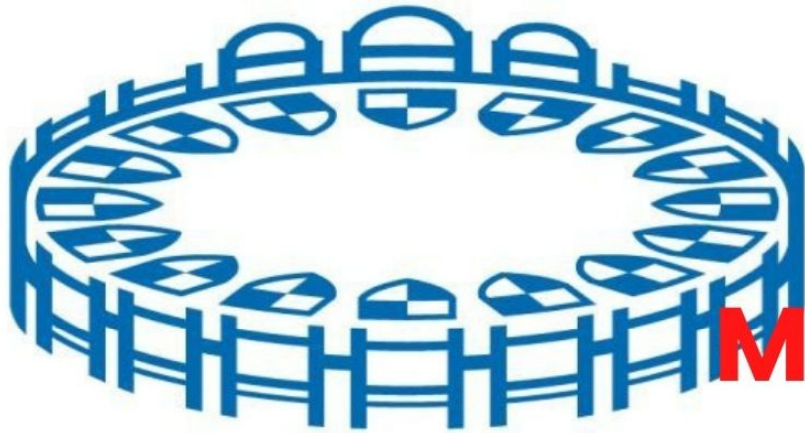
Cash Subsidy

### **2021 Annual Award (Top 3) / EA/ MDRT Awardees to attend GV 2022 Annual Award Presentation (AAP)**

Branch	Cash Subsidy
East Malaysia	RM300/ Person
Penang/ JB	RM200/ Person

Note:

*Subsidy based on reimbursement of flight/ accommodation*



**MDRT**

**2022**  
**MILLION DOLLAR**  
**ROUND TABLE**

## 2022 MDRT

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Life Insurance & Fund Investment

Method	Million Dollar Round Table (MDRT)	Court of the Table (COT)	Top of the Table (TOT)
First Year Premium (FYP)	≥ 327,900	≥ 983,700	≥ 1,967,400
	Min 164,000 must be from Life Insurance Products		
First Year Commission (FYC)	≥ 109,300	≥ 327,900	≥ 655,800
	Min 54,700 must be from Life Insurance Products		
Annual Income	≥ 189,300	≥ 567,900	≥ 1,135,800
	Min 54,800 must be from Life Insurance Products. Further, min 54,800 must be from NB		

*Note: First time MDRT qualifier must qualify by FYP or FYC only.*

## 2022 MDRT

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

### Awards and Benefits

Awards and Benefits	MDRT	COT	TOT
2021 MDRT Member Registration Fee worth USD 550	√	√	√
Promotion via Social Media/ Website	√	√	√
Professional Portrait Photography	√	√	√
Special Name Card	√	√	√
MDRT/ COT/ TOT Blazer	√	√	√
Bunting	√	√	√
Special Recognition with Trophy at AAP 2021	√	√	√
Special Seating at all GV Events	√	√	√
Admin Green Lane	√	√	√
MDRT Club Clients Appreciation Program (CAP)	√	√	√
Exclusive Private Client Dine worth RM3,000	-	√	√
GV Exclusive Trip worth RM6,000 (Tier 1 Incentive extend to Sorrento, Italy)*	√	√	√
Family Trip worth RM5,000*	-	-	√

1<sup>st</sup> time Qualifier only



For FYP/ FYC Qualifier only





# PREMIER STAR LEADER

## PREMIER STAR LEADER

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Life Sales Category – Conventional & Takaful and Fund Investment

Description	GAM	BDM
Production - Pure Life or Pure Fund or mix (half on each category)	1. ≥ ANP & AFYC 2 million/ 2. Fund 20 million (UTF)	1. ≥ ANP & AFYC 1 million/ 2. Fund 10 million (UTF)
CYNR	6	3
Manpower	15	8
Group PR 1	85%	
Assignment	Submit a Business Plan (3-5 years)	
Rewards	<ol style="list-style-type: none"> <li>1. Special Recognition with Trophy at AAP 2022</li> <li>2. Tier 2 Incentive – 1 ticket</li> <li>3. Special Name Card</li> <li>4. Blazer</li> </ol>	

Note:

1. Result based on picked up Production, headcount of contracted CYNR & Man Power as at 31<sup>st</sup> Dec 2021.
2. Life Sales Production is refer to ANP (AIA sales) and AFYC (SLM Sales).
3. The CYNR and Manpower count are refer to headcount of contracted CYNR in AIA, Sun Life and Fund Investment.



# FRINGE BENEFITS

## FRINGE BENEFITS

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

### OFFICE RENTAL SUBSIDY

Life Sales Category – Conventional & Takaful

No	ANP & AFYC	Group PR1	Rental Subsidy (Yearly)
1	≥ 1,200,000	≥ 85%	RM 12,000
2	≥ 2,400,000	≥ 85%	RM 24,000
3	≥ 3,600,000	≥ 85%	RM 36,000
4	≥ 4,800,000	≥ 85%	RM 48,000
5	≥ 6,000,000	≥ 85%	RM 60,000

Note:

1. Only apply to those who decided to have own office (upon approval by GV management).
2. This subsidy is meant for the office as a whole; shared among the managers who involve in this office.
3. The above subsidy is not catered for existing GAM/ BDM who use offices under GV Management arrangement, office commitment letter applied as usual.
4. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.

## FRINGE BENEFITS

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Admin & Operation Incentive – BDM/ GAM Direct Group

Life Sales Category – Conventional & Takaful

ANP & AFYC	Admin & Operation Allowance (Yearly)
$\geq 300,000$ (for New Promoted BDM only)	RM 3,000
$\geq 600,000$	RM 6,000
$\geq 1,200,000$	RM 12,000

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.

## FRINGE BENEFITS

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Admin & Operation Incentive – GAM Direct Group

Life Sales Category – Conventional & Takaful

ANP & AFYC	Admin & Operation Allowance (Yearly)
≥ 1,200,000	RM 6,000
≥ 2,400,000	RM 12,000

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.
2. GAM is allowed to claim the GAM category as above or BDM Category based on Direct Group Sales. Only one incentive will be payable based on sales performance at whichever is higher basis.

## FRINGE BENEFITS

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Group Term Life (GTL) & Critical Illness (CI) Coverage

Life Sales Category – Conventional & Takaful

No	Rank	ANP & AFYC	GTL + CI (50% of GTL)
1	ASM & above (Personal Sales)	≥ 150,000	50,000
2	BDM (Group Sales)	≥ 500,000	50,000
		≥ 1,000,000	100,000
		≥ 1,500,000	200,000
3	GAM (Group Sales)	≥ 1,000,000	100,000
		≥ 2,000,000	200,000
		≥ 3,000,000	300,000

**Note:**

1. CI benefit is on accelerated basis. If BDM/GAM not fulfill group sales category, he/she is allowed to entitle the personal sales category if fulfill the requirement.
2. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.



# PROMOTION

## PROMOTION

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Life Sales Category – Conventional & Takaful

Promotion	Personal Sales	Group Sales	Manpower	PR1	Appointment
BA to ASM	FYP 50,000	-	-	≥ 85% (Personal)	Every 1 <sup>st</sup> day of the following month
ASM to BDM	FYP 100,000	FYP 250,000	Two Direct ASM	≥ 85% (Personal)	1 <sup>st</sup> day of July/ January
BDM to GAM	-	FYP 800,000	Three Direct BDM <i>OR</i> Two direct BDM and One indirect BDM <i>OR</i> Two direct BDM and Two direct ASM	≥ 85% (Group)	1 <sup>st</sup> day of January

Note:

1. The Group Sales included all the sales (Personal and Group Sales) generated since he or she joined GV.
2. CYNR without PR1, must meet minimum PR0 85%.



# MAINTENANCE OF CONTRACT

## MAINTENANCE OF CONTRACT

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Life Sales Category – Conventional & Takaful

Agent Contract with AIA or SLM

Contract	Description	Requirements
AIA	All Rank	(i) Personal Sales picked up $\geq$ ANP 30,000 and (ii) Personal PR1: $\geq$ 85%
SLM	All Rank	(i) Personal Sales picked up $\geq$ FYC 18,000 or (ii) Personal Sales picked up $\geq$ 12 cases

Note:

1. Sales Production is refer to ANP (AIA Sales) & FYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.

## MAINTENANCE OF CONTRACT

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Life Sales Category – Conventional & Takaful

Leader Category (BDM & GAM)

Rank	BDM	GAM
Group Sales	(i) Picked up $\geq$ ANP & AFYC 150,000 and (ii) PR1: $\geq$ 85%	(i) Picked up $\geq$ ANP & AFYC 300,000 and (ii) PR1: $\geq$ 85%
Recruitment	Two CYNR (BDM Group)	One BDM (met MOC) & Three CYNR (GAM Group)
BDM/ GAM who contracted $\geq$ 15 years		
Requirements	(a) Personal Sales picked up $\geq$ ANP & AFYC 100,000 and PR1: 85% or	
	(b) Group Sales picked up $\geq$ ANP & AFYC 250,000 and PR1: 85%	
GAM Spin of Benefit (SOB) Entitlement		

GAM have to meet MOC (position maintain) in order to enjoy SOB

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2021.
2. Recruitment based on contracted CYNR count as at 31<sup>st</sup> Dec 2021. CYNR is refer to Current Year New Recruit who contracted either with AIA, SLM or both from 1st Jan – 31<sup>st</sup> Dec 2021.



# FOREIGN TRIP INCENTIVES

## FOREIGN TRIP INCENTIVES

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

Personal Sales Category

Life Sales Category – Conventional & Takaful

Category	Incentive Trip	Sales	Rank	ANP & AFYC	PR1/ PRO	Ticket
Tier 1	Venice & Rome, Italy	AIA & SLM	ALL	≥ 300,000	≥ 85%	1
Tier 2	Guilin, China	AIA & SLM	ALL	≥ 160,000	≥ 85%	1
Tier 3	Huahin, Thailand	SLM only	BA/ ASM*	≥ 80,000	≥ 85%	1

Note:

1. ANP is refer to AIA sales and AFYC is refer to SLM sales.
2. 2020 New Business FYP which collected in year 2021 will be counted on Tier 1/ Tier 2 Incentives.
3. Max 2 tickets for each Tier 1 and Tier 2 Incentive. Max 1 ticket for Tier 3 Incentive.
4. \*For BA/ ASM who have been promoted to BDM during the drive period, they can still contest on Tier 3 Incentive.
5. AIA and SLM PR will be measured if the agent contracted with AIA and SLM. Existing agent refer to PR1 while CYNR refer to PRO.

## FOREIGN TRIP INCENTIVES (ROOKIE CATEGORY)

Period: 1<sup>st</sup> Jan 2021 – 30<sup>th</sup> June 2021 (6 months)

Personal Sales Category (All Rank)

Life Sales Category – Conventional & Takaful

Incentive Trip	Sales	Production	PR1/ PRO*	Ticket
Huahin, Thailand	AIA	ANP ≥ 60,000	≥ 85%	1
	SLM	AFYC ≥ 40,000	≥ 85%	1

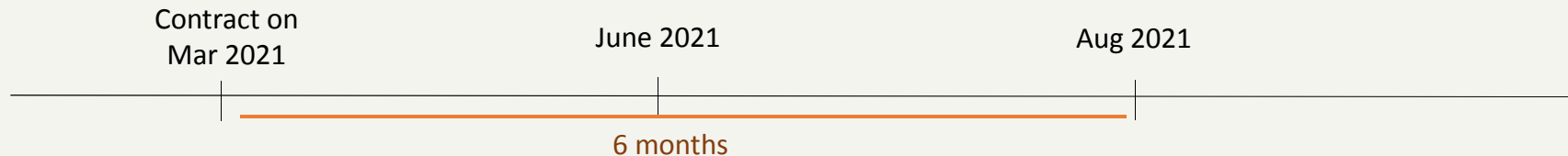
Note:

1. Max 1 ticket for this incentive.
2. Six months period will be given for CYNR to contest on this incentive (refer following slides for further explanation).
3. Existing agent refer to PR1 while CYNR refer to PRO.
4. For Rookie who have been promoted or direct appoint to BDM or GAM during the drive period, they are still contest on this incentive.

# 2021 ROOKIE INCENTIVE HUAHIN, THAILAND

## ROOKIE INCLUDES

**2021 CYNR (CONTRACT FROM JAN - JUNE 2021):  
WITHIN 6 MONTHS FROM CONTRACT MONTH**



**SPECIAL**

**2020 CYNR (CONTRACT FROM JAN - DEC 2020):  
JAN - JUNE 2021 (6 MONTHS)**

## FOREIGN TRIP INCENTIVES (RECRUITING INCENTIVE)

Period: 1<sup>st</sup> Jan 2021 – 30<sup>th</sup> June 2021 (6 months)

Personal Sales Category (All Rank)

Life Sales Category – Conventional & Takaful

Incentive Trip	Requirements	Ticket
Huahin, Thailand	Recruit $\geq$ 2 CYNR with 1. $\geq$ 1 Foreign Trip Qualifier and 2. Another CYNR have 1 inforce case	1

Note:

1. Max 1 ticket for this incentive.
2. CYNR is refer to Current Year New Recruit who contracted either with AIA, SLM or both from 1<sup>st</sup> Jan – 30<sup>th</sup> June 2021.

## FOREIGN TRIP INCENTIVES

Period: 1<sup>st</sup> Jan 2021 – 31<sup>st</sup> Dec 2021

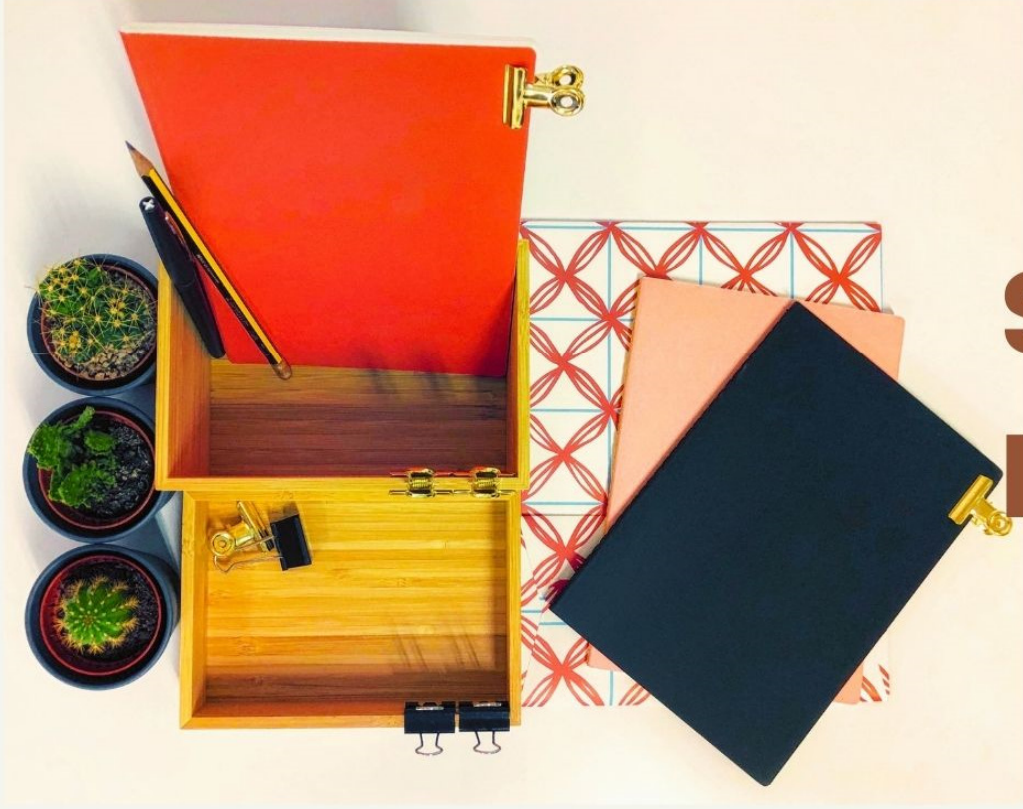
Group Sales Category – BDM & GAM

Life Sales Category – Conventional & Takaful

Category	Incentive Trip	Group Sales (ANP & AFYC)	Group PR1	Ticket
BDM/ GAM Direct	Venice & Rome, Italy	≥ 1,200,000	≥ 85%	1
	Guilin, China	≥ 600,000	≥ 85%	1
GAM Group	Venice & Rome, Italy	≥ 3,000,000	≥ 85%	1
	Guilin, China	≥ 2,000,000	≥ 85%	1

Note:

1. Max 1 ticket for this incentive.
2. ANP is refer to AIA sales and AFYC is refer to SLM sales.
3. GAM is either participate on GAM Direct or GAM Group Category. GAM Direct is refer to sales on GAM Direct Group Agents and exclude any BDM Group Sales.



# SLM INCENTIVES

SLM  
SUN  
MRA

1ST JAN -  
30TH JUNE 2021  
(6 MONTHS)



# MRA

**MOST RESPECTED ADVISOR**

### Personal Sales Category

Category	Production	PR1/ PRO	Ticket	Reward to
CYNR	AFYC $\geq$ 80,000	$\geq$ 85%	1	Top 5 only
Existing Agent	AFYC $\geq$ 100,000	$\geq$ 85%	1	Top 20 only

### Group Sales Category\*

Category	Requirements	PR1/ PRO	Ticket	Reward to
BDM/ GAM Direct	$\geq$ 2 MRA Qualifiers	$\geq$ 85%	1	Top 3 only
GAM Group	$\geq$ 4 MRA Qualifiers	$\geq$ 85%	1	Top 1 only

*Note:*

1. \*Group Sales Category will based on highest AFYC.
2. Max 1 ticket per qualifier either on Personal Sales or Group Sales Category.
3. AFYC will be net off on Tier 1,2 and 3 Incentive if entitle Sun MRA.



# SLM IPAD LUCKY DRAW

## 5 IPAD EVERY QUARTER

Requirement	Production	Entitlement
contract with SLM from Jan – Dec 2021	Every issued cases (AFYC $\geq$ 3,600)	3 Draws
	Every issued cases (AFYC $<$ 3,600)	1 Draw

# SLM T-SHIRT CHALLENGE

## CUSTOMISED SLM T-SHIRT (WORTH RM100)

Rank	Period	Production
SLM New Contract	Contract month + 1 month	Break Egg
Existing Agent	Jan – Feb 2021	Min 2 issued cases

*Note: Max 1 t-shirt per person*

