

# GV Q2 Sales Drive



Early Bird ( 1/4/22 ~ 15/5/22 )		Whole Drive ( 1/4/22 ~ 15/6/22 )	
Requirement	Point	Requirement	Point
ANP/AFYC - 15K	200 Points	ANP/AFYC - 12K	100 Points
		ANP/ AFYC - 18K	150 Points
ANP/AFYC - 20K	300 Points	ANP/ AFYC - 20K	200 Points
		ANP/ AFYC - 30K	300 Points
ANP/AFYC - 30K	500 Points	ANP/AFYC - 50K	500 Points

Points	Incentives	Ticket
100	Accommodation	1
200	Mid Year Planning (MYP)	1
200	Annual Award Presentation (AAP)	1



- Note :**
1. Production is refer to AIA and SLM submission from 1/4/2022 to 15/6/2022 and must be picked up by 30/6/2022.
  2. Maximum points in Early Bird category is 500 points. Additional points is eligible on Whole Drive category.
  3. After deduction of the qualified production, the balance of subsequent production can be counted for the next tier point if achieve the minimum requirements.
  4. Any changes request/ amendments to the new business within the drive period will be included. Any cancellation/ premium refund/ replacement of policy (ROP) / cancellation from inception (CFI) and Free Look Cancellation (FLC) will not to be counted in the total production.

# Frequently Asked Question (FAQ)

## 1. How I get the points ?

You can earn the points based on production during incentive period. There is a Early bird category to let you earn higher point. Kindly refer table below.

Total Production	Early Bird (1/4–15/5/22)	Production Deducted Points	Balance	Total Points
25k	20k	20k @ 300 points	5k @ 0 points	300 points
38k	20k	20k @ 300 points	18k @ 150 points	450 points
40k	20k	20k @ 300 points	20k @ 200 points	500 points
60k	30k	30k @ 500 points (500 is max points)	30k @ 300 points	800 points
70k	50k	30k @ 500 points (500 is max points)	40k @ 400 points	900 points
100k	50k	30k @ 500 points (500 is max points)	70k @ 700 points	1200 points
100k	0	-	100k @ 1000 points	1000 points

## Frequently Asked Question (FAQ)

2. What can I reimburse based on the point that I earned ?

Points	Incentives
100	Accommodation 1 ticket
150	Top up another RM50 for MYP 1 ticket or AAP 1 ticket
200	MYP 1 ticket or AAP 1 ticket
300	Accommodation 1 ticket + MYP 1 ticket or AAP 1 ticket
400	MYP 1 ticket + APP 1 ticket or MYP 2 tickets or AAP 2 tickets
500	Accommodation 1 ticket + MYP 1 ticket + AAP 1 ticket

*Note : MYP is refer to Mid Year Planning and AAP is refer to Annual Award Presentation.*

## Frequently Asked Question (FAQ)

3. If my points do not enough to reimburse, can I still able to participate the event?

Yes, kindly refer the costing table below for reference. You have to top up the balance after deduct the points.

Incentives	Point	Costing
Accommodation	100	RM 100
MYP 1 ticket	200	RM 200
AAP 1 ticket	200	RM 200

### For Example

Points Earned	Event To Join	Top Up Amount
100	MYP 1 ticket + APP 1 ticket	RM 300
300	Accommodation 1 ticket + MYP 1 ticket + APP 1 ticket	RM 200
450	Accommodation 1 ticket + MYP 1 ticket + APP 1 ticket	RM 50

*Note : MYP is refer to Mid Year Planning and AAP is refer to Annual Award Presentation.*

## Frequently Asked Question (FAQ)

4. If I have extra points, can I request refund ?

Firstly, you must use the points to reimburse your own ticket. The balance of the point we encourage you to reimburse the incentives which invite new associates/ recruit to attend MYP/ AAP by top up the balance if any instead of refund.

**For Example**

Points Earned	Reimburse	Extra	Remark
800	500 points ( Accommodation 1 ticket + MYP 1 ticket + AAP 1 ticket )	300 points	To invite new recruit join AAP (1 ticket) + MYP (1 ticket) with top up RM 100
500	400 points AAP (1 ticket) + MYP ( 1 ticket )	100 points	To invite new recruit join AAP (1 ticket) or MYP (1 ticket) with top up RM 100

*Note : MYP is refer to Mid Year Planning and AAP is refer to Annual Award Presentation.*

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**Thank  
You**