



HEALTHIER, LONGER,
BETTER LIVES



ELIGIBILITY
ALL RANKS
PERSONAL
SALES

NOVEMBER 2021

FIRST 11 DAYS CHALLENGE

V+ Rev it up!

TIER	MIN. REQUIREMENTS	REWARD
A	2 CASES captured <small>Life/Takaful/Individual PA</small>	+
	Total RM 16,000 ANP/ANC <small>Individual Life & Takaful</small>	RM 750
B	2 CASES captured <small>Life/Takaful/Individual PA</small>	+
	Total RM 10,000 ANP/ANC <small>Individual Life & Takaful</small>	RM 380

Please refer to the R&R for more details
Contest Period: **1 - 11 November 2021**

November 2021 First 11 Days Challenge: V+ Rev It Up!

A) Contest Period

1 – 11 November 2021

B) Eligibility

All Ranks Personal Sales

C) Requirements

1. The requirements for the **November 2021 First 11 Days Challenge** category are as described in Table 1:

November 2021 First 11 Days Challenge				
Tier	Min Requirements			Rewards (RM)
	Personal Sales			
	ANP/ANC (RM)	AND	Number of Cases	
A1	16,000	AND	2	750
A2	10,000			380

Table 1

2. Tier A1 and A2:

- 2.1. Each participant can only qualify for either one (1) reward from either one (1) of the tiers.
- 2.2. Only Participants who have captured the min ANP/ANC **AND** at least 2 cases **within 1 – 11 November 2021** will be entitled for the respective Rewards.

3. Each participant can only receive up to a max of **RM 750** rewards under this contest.

4. Any participant who qualifies under both this contest and **November 2021 V+ Rev It Up Challenge** under **Group A**, will only be rewarded under either one (1) of the contest, based on whichever with the highest reward value:

- 4.1. Kindly refer to the “November 2021 V+ Rev It Up Challenge” R&R for more details.

5. Further details on the contest are as follows:

5.1. **ANP/ANC** refers to Annualized New Premium (ANP)/Annualized New Contribution (ANC) captured for Individual Life and Family Takaful:

- 5.1.1. All cases are captured when the premiums/contributions are paid and set in force.
- 5.1.2. All cases must be captured within the contest period, **by 11 November 2021**.
- 5.1.3. **All cases must be submitted via iPoS to be counted.**
- 5.1.4. Kindly refer to the “Agency Compensation Handbook” for more details on ANP/ANC.

5.2. **Cases** refers to policies captured for Individual Life, Family Takaful, Medical Upgrade Campaigns, and Individual Personal Accident (IPA):

- 5.2.1. All cases are captured when the premiums/contributions are paid and set in force.
- 5.2.2. All cases must be captured within the contest period, **by 11 November 2021**.
- 5.2.3. **All cases must be submitted via iPoS to be counted.**
- 5.2.4. **For Individual Personal Accident (IPA):**
 - a) ANP/ANC will **NOT** be counted.
 - b) Number of Cases will be counted.

D) Illustrations

1. Illustrations on Rewards Calculation:

No.	Minimum Requirements		Rewards (RM)	Remarks
	Total ANP/ANC (RM)	Total Number of Cases		
1	16K	6	750	-
2	12K	2	380	Only meet Tier A2 requirements.
3	9K	2	Zero	Failed to meet min total RM 10K ANP/ANC.
4	11K	1	Zero	Failed to meet min 2 cases.

E) Rewards Payment

1. All payments to qualifiers will be processed **after 11 November 2021** once the validation has been finalized.
2. Each qualifier will receive notification via AIA Life Planner App (ALPA) upon release of payments.

F) Self-Purchase Policies

1. Applicable for all self-purchased policies by the participants for their own-self or their immediate family members (i.e. parents, children or spouse).
2. Any such policies that are withdrawn under any circumstances after the contest has been closed, AIA reserves the rights to perform any adjustment and/or to claw-back the rewards accordingly:
 - 2.1. The above circumstances are also applicable for any impact to the leader's rewards (if any).
 - 2.2. In addition, any other treatment not mentioned herein, will be subjected to the Agency Contest's General Provisions – Kindly refer to the “2021 Agency Contest's General Provisions” for more details.

G) MDRT/COT/TOT – Method 3 Annual Income

1. All cash rewards qualified from this contest will be counted for MDRT/COT/TOT qualification under Method 3 Annual Income:
 - 1.1. Only cash rewards from Personal Sales category will be counted.
 - 1.2. These will be counted for Total Annual Income and New Business Income under Unlimited Credit.
2. Any other forms of rewards including but not limited to Benefit-in-Kind (BIK), gifts or items, trip tickets, trophy or medals, certificates, and etc. are **NOT** counted.
3. Any Cash-in-Lieu (CIL) due to any reasons (e.g. trip cancellation and etc.) are **NOT** counted.
4. Kindly refer to the “2022 Supreme MDRT and MDRT Challenge” for more details on Method 3 Annual Income.

H) General Provisions

1. Kindly refer to the “2021 Agency Contest's General Provisions” for more details.