



健康長久好生活

AIA Hong Kong

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Memo

Attn: All Business Partners (For CEs only)

From: Roy Suen

Dept: Partnership Distribution

Date: 5 March 2021

Total page: 2

Subject: **Ref A2021064 - Compensation of AIA Voluntary Health Insurance Privilege Plus Scheme**

We would like to advise you that the compensation for your company on the new product launch of **AIA Voluntary Health Insurance Privilege Plus Scheme** is as follows:

Broker Compensation - New Business							
Product Category: Medical (without AIA Vitality Premium Discount) or Vitality (with AIA Vitality Premium Discount)	• AIA Voluntary Health Insurance Privilege Plus Scheme						
	Version	Issue Age	Commission (% of Premium)				Compensation Percentage of Commission
			1 st Policy Year	2 nd Policy Year	3 rd - 10 th Policy Year	On or After 11 th Policy Year	
	Standalone	0 - 65	25%	20%	15%	10%	As Per Broker Contract
		66 - 70	20%	15%	10%	10%	
		71 - 75	16%	8%	8%	8%	
		76 - 80	13%	8%	5%	5%	
	Enhanced Commission (extra 10%)		• Standalone Version: Not Applicable				
FYC Adjustment		Regular Premium - A&H - Medical (Group 5)					

This new compensation shall apply to new business of **AIA Voluntary Health Insurance Privilege Plus Scheme** and migration from any Existing Policy to **AIA Voluntary Health Insurance Privilege Plus Scheme** submitted to us (until any further notice), and this memo shall be subject to, and read in conjunction with, our Broker's Contract (together with the Schedule of Commission with you).

Should you have any queries, please feel free to contact our colleagues of Brokerage & IFA Services.

Best regards,

Roy Suen
Chief Partnership Distribution Officer