



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

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Subject: **Ref A2021066 - Compensation of Privilege Plus Pearl Medical Plan & Privilege Pearl Medical Rider**

We would like to advise you that the compensation for your company on the new product launch of **Privilege Plus Pearl Medical Plan & Privilege Pearl Medical Rider** is as follows:

Broker Compensation - New Business							
Product Category: Medical (without AIA Vitality Premium Discount) or Vitality (with AIA Vitality Premium Discount)	• Privilege Plus Pearl Medical Plan & Privilege Pearl Medical Rider						
	Version	Issue Age	Commission (% of Premium)				Compensation Percentage of Commission
			1st Policy Year	2nd Policy Year	3rd - 10th Policy Year	On or After 11th 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%	
	Version	Issue Age	Commission (% of Premium)				Compensation Percentage of Commission
			1st Policy Year	2nd Policy Year	3rd - 6th Policy Year	On or After 7th Policy Year	
	Rider	0 - 65	25%	20%	15%	-	As Per Broker Contract
		66 - 70	20%	15%	10%	-	
		71 - 75	16%	8%	8%	-	
		76 - 80	13%	8%	5%	-	
Enhanced Commission (extra 10%)		<ul style="list-style-type: none">• Standalone Version: Not Applicable• Rider Version: Follow attached basic plan					
FYC Adjustment		Regular Premium - A&H - Medical (Group 5)					

This new compensation shall apply to new business of **Privilege Plus Pearl Medical Plan & Privilege Pearl Medical Rider** 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

Note: "AIA Hong Kong" or "AIA" or "Company" or "We" as used herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).