

Ref: 021-20220331

2022年第二季產品佣金提升推廣優惠

親愛的合作伙伴：

為推動業務增長，本公司將於2022年4月1日推出以下佣金提升優惠作為2022年第二季之產品推廣：

佣金提升推廣優惠*	推廣期至	推廣編號
1. 非凡未來終身壽險計劃	2022 年 6 月 30 日	不適用
2. 守護未來終身壽險計劃		
3. 中銀人壽延期年金計劃(終身)		
4. 薪火傳承終身壽險計劃		
*於推廣期間，如本公司需更改或終止此推廣優惠，會於生效前最少2星期作出通知。		

佣金提升推廣優惠

保險計劃	1. 非凡未來終身壽險計劃					
推廣期	2022 年 4 月 1 日至 2022 年 6 月 30 日(包括首尾兩天) [於推廣期間，如本公司需更改或終止此推廣優惠，會於生效前最少 2 星期作出通知。]					
佣金提升	適用於 2 年及 5 年保費繳費年期之保單，佣金提升如下					
	保費繳 費年期	佣金(年度化保費之%)				
		首年	第 2 年	第 3 年	第 4 年	第 5 年
		2 年	9% 12.5%	0%	0%	0%
	5 年	33.5% 35%	2% 3%	2% 1%	2% 1%	2% 1%
注意事項	必須符合以下所有條件: (i) 投保書必須在推廣期內填妥及簽署; 及(ii) 須於 2022 年 7 月 29 日下午四時或之前將已填妥及簽署的投保書及其他所需文件送抵中銀人壽-(以中銀人壽收取文件的時間記錄為準)。					

保險計劃	2. 守護未來終身壽險計劃
推廣期	2022年4月1日至2022年6月30日(包括首尾兩天) [於推廣期間，如本公司需更改或終止此推廣優惠，會於生效前最少2星期作出通知。]

佣金提升	佣金提升如下 (年度化保費之%)		
	保單年度	保費繳費年期	
		2 年	5 年
	首年	13% 9.5%	36% 34%
	第 2 年	-	3%
	第 3 年	-	1% 2%
	第 4 年	-	1% 2%
	第 5 年	-	1% 2%
注意事項	必須符合以下所有條件: (i) 投保書必須在推廣期內填妥及簽署; 及(ii) 須於 2022 年 7 月 29 日下午四時或之前將已填妥及簽署的投保書及其他所需文件送抵中銀人壽 (以中銀人壽收取文件的時間記錄為準)。		

保險計劃	3. 中銀人壽延期年金計劃(終身)			
推廣期	2022 年 4 月 1 日至 2022 年 6 月 30 日(包括首尾兩天) [於推廣期間,如本公司需更改或終止此推廣優惠,會於生效前最少 2 星期作出通知。]			
佣金提升	佣金提升如下 (年度化保費之%)			
	保單年度	保費繳費年期		
		5 年	10 年	
	首年	17.50%*16.25%	35%*32.50%	
	*此為基本佣金率,並不包括任何經紀獎勵。			
注意事項:				
如欲獲享本優惠,必須符合以下所有條件:				
(i) 投保書必須在推廣期內填妥及簽署;				
(ii) 須於 2022 年 7 月 8 日下午四時或之前將已填妥及簽署的投保書及其他所需文件送抵中銀人壽(以中銀人壽接獲文件的時間記錄為準); 及				
(iii) 首期保費必須於 2022 年 7 月 31 日或之前繳付。				
經紀獎勵 (Broker's Allowance)	經紀獎勵: 只限繳費方式為年繳之保單			
	基本計劃首年保費^			經紀獎勵 百分比
	人民幣	港元	美元	
	\$60,000 以下	\$60,000 以下	\$7,500 以下	120%
	\$60,000 或以上	\$60,000 或以上	\$7,500 或以上	128%
^ 「首年保費」以保險建議書內的「投保時之每年保費」計算。				
注意事項:				

	1. 如欲獲享本優惠，必須符合以下所有條件： (i) 所需投保文件必須在推廣期內填妥及簽署； (ii) 保單須於 2022 年 7 月 31 日或以前獲本公司批核及簽發。 2. 本優惠所享之額外經紀獎勵將於發放基本佣金及原有經紀獎勵之後的一個月內發放。 3. 本公司保留隨時修訂任何條款及細則的決定權。
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保險計劃	4. 薪火傳承終身壽險計劃					
推廣期	2022 年 4 月 1 日至 2022 年 6 月 30 日(包括首尾兩天) [於推廣期間，如本公司需更改或終止此推廣優惠，會於生效前最少 2 星期作出通知。]					
佣金提升	適用於保費繳費年期為 2 年或 5 年之保單：					
	保費繳費年期 (投保年齡)	佣金(年度化保費之%)				
		首年	第 2 年	第 3 年	第 4 年	
		2 年(0 – 70 歲)	10% 8%	0%	0%	0%
		2 年(71 – 75 歲)	7.3% 5.3%	0%	0%	0%
		2 年(76 – 80 歲)	5.9% 3.9%	0%	0%	0%
	5 年(0 – 70 歲)	32% 30.5%	2%	1% 2%	1% 2%	
注意事項	必須符合以下所有條件: (i) 投保書必須在推廣期內填妥及簽署; 及(ii) 須於 2022 年 7 月 29 日下午四時或之前將已填妥及簽署的投保書及其他所需文件送抵中銀人壽 (以中銀人壽收取文件的時間記錄為準)。					

如對上述安排有任何查詢，歡迎致電企業營銷部 2160 8878 或 聯絡相關的企業營銷經理。

特此通知。

中銀人壽企業營銷部 謹啟

2022 年 3 月 31 日

只供銷售渠道內部參考，不得發放予客戶或準客戶或公眾人士

31 March 2022

Dear Business Partner,

Re: Extra Commission Offer in Q2 2022

To drive business in year 2022 we are pleased to inform you that the following extra commission offer for Q2 2022 will start on 1st April 2022. Please refer to the details below:

Extra Commission Offer*	Promotion Period until	Campaign Code
1. SmartUp Pro Whole Life Plan	30 Jun 2022	Not Applicable
2. Forever Wellbeing Whole Life Plan		
3. BOC Life Deferred Annuity (Lifetime)		
4. Glamorous Glow Whole Life Insurance Plan		
*If during the promotion period, amendments or termination on Extra Commission Offer are deemed necessary, BOCL will notify 2 weeks in advance.		

Extra Commission Offer

Plan	1. SmartUp Pro Whole Life Plan					
Promotion Period	From 1 Apr 2022 to 30 Jun 2022 (both days inclusive) *If during the promotion period, amendments or termination on Extra Commission Offer are deemed necessary, BOCL will notify 2 weeks in advance.					
Extra Commission Offer	Applicable to policies with 2 years or 5 years premium payment term:					
	Premium Payment Term	Commission (% of Annualized Premium)				
		Year 1	Year 2	Year 3	Year 4	Year 5
	2 years	9% 12.5%	0%	0%	0%	0%
	5 years	33.5% 35%	2% 3%	2% 1%	2% 1%	2% 1%
Notes	To be eligible for the Offer, applicant(s) must fulfil all of the following requirements: (i) the application form(s) must be duly completed and signed during the Promotion Period; and (ii) the completed and signed application form(s) together with the other required documents must be submitted to BOC Life on or before 4 p.m. of 29 Jul 2022 (subject to the date of receipt by the BOC Life).					

Plan	2. Forever Wellbeing Whole Life Plan																						
Promotion Period	From 1 Apr 2022 to 30 Jun 2022 (both days inclusive) *If during the promotion period, amendments or termination on Extra Commission Offer are deemed necessary, BOCL will notify 2 weeks in advance.																						
Extra Commission Offer	Commission Rate (% of annualized premium) <table><tr><th rowspan="2">Policy Year</th><th colspan="2">Premium Payment Term</th></tr><tr><th>2 years</th><th>5 years</th></tr><tr><td>Year 1</td><td>13%9.5%</td><td>36%34%</td></tr><tr><td>Year 2</td><td>-</td><td>3%</td></tr><tr><td>Year 3</td><td>-</td><td>1%2%</td></tr><tr><td>Year 4</td><td>-</td><td>1%2%</td></tr><tr><td>Year 5</td><td>-</td><td>1%2%</td></tr></table>			Policy Year	Premium Payment Term		2 years	5 years	Year 1	13% 9.5%	36% 34%	Year 2	-	3%	Year 3	-	1% 2%	Year 4	-	1% 2%	Year 5	-	1% 2%
Policy Year	Premium Payment Term																						
	2 years	5 years																					
Year 1	13% 9.5%	36% 34%																					
Year 2	-	3%																					
Year 3	-	1% 2%																					
Year 4	-	1% 2%																					
Year 5	-	1% 2%																					
Notes	To be eligible for the Offer, applicant(s) must fulfil all of the following requirements: (i) the application form(s) must be duly completed and signed during the Promotion Period; and (ii) the completed and signed application form(s) together with the other required documents must be submitted to BOC Life on or before 4 p.m. of 29 Jul 2022 (subject to the date of receipt by the BOC Life).																						

Plan	3. BOC Life Deferred Annuity (Lifetime)										
Promotion Period	From 1 Apr 2022 to 30 Jun 2022 (both days inclusive) *If during the promotion period, amendments or termination on Extra Commission Offer are deemed necessary, BOCL will notify 2 weeks in advance.										
Extra Commission Offer	Commission rates are as follows (% of annualized premium): <table><tr><th rowspan="2">Policy Year</th><th colspan="2">Premium Payment Term</th></tr><tr><th>5 Pay</th><th>10 Pay</th></tr><tr><td>1st</td><td>17.50%*16.25%</td><td>35%*32.50%</td></tr></table> <p>* Above are the basic commission rates without including any allowance for broker.</p> <p>Note:</p> <p>To be eligible for the Offer, applicant(s) must fulfil all of the following requirements:</p>			Policy Year	Premium Payment Term		5 Pay	10 Pay	1 st	17.50%* 16.25%	35%* 32.50%
Policy Year	Premium Payment Term										
	5 Pay	10 Pay									
1 st	17.50%* 16.25%	35%* 32.50%									

	<p>(i) the application form(s) must be duly completed and signed during the Promotion Period; and</p> <p>(ii) the completed and signed application form(s) together with the other required documents must be submitted to BOC Life on or before 4pm, 8 Jul 2022 (subject to the date of receipt by BOC Life); and</p> <p>(iii) the initial premium must be settled on or before 31 Jul 2022.</p>															
Broker's Allowance	<p>Only applicable to policies <u>with annual payment mode</u></p> <table><tr><th colspan="3">First Year Premium ^</th><th rowspan="2">Broker's Allowance %</th></tr><tr><th>RMB</th><th>HKD</th><th>USD</th></tr><tr><td>Below \$60,000</td><td>Below \$60,000</td><td>Below \$7,500</td><td>120%</td></tr><tr><td>\$60,000 or above</td><td>\$60,000 or above</td><td>\$7,500 or above</td><td>128%</td></tr></table> <p>^ "First Year Premium" is based on the Initial Annual Premium in the proposal.</p> <p>Notes:</p> <p>1. To be eligible for the Offer, all of the following requirements must be fulfilled:</p> <p>(iii) the application form(s) must be duly completed and signed during the Promotion Period; and</p> <p>(iv) the policies must be issued on or before 31 Jul 2022.</p> <p>2. The extra broker's allowance of the Offer will be paid 1 month after the payment of basic commission and the normal broker allowance.</p> <p>3. BOC Life reserves the right to amend the relevant terms and conditions at any time.</p>	First Year Premium ^			Broker's Allowance %	RMB	HKD	USD	Below \$60,000	Below \$60,000	Below \$7,500	120%	\$60,000 or above	\$60,000 or above	\$7,500 or above	128%
First Year Premium ^			Broker's Allowance %													
RMB	HKD	USD														
Below \$60,000	Below \$60,000	Below \$7,500	120%													
\$60,000 or above	\$60,000 or above	\$7,500 or above	128%													

Plan	4. Glamorous Glow Whole Life Insurance Plan					
Promotion Period	From 1 Apr 2022 to 30 Jun 2022 (both days inclusive) *If during the promotion period, amendments or termination on Extra Commission Offer are deemed necessary, BOCL will notify 2 weeks in advance.					
Extra Commission Offer	Applicable to policies with 2 years or 5 years premium payment term:					
	Premium Payment Term (Issue age)	Commission (% of Annualized Premium)				
		Year 1	Year 2	Year 3	Year 4	
		2 years (0 – 70)	10% 8%	0%	0%	0%
		2 years (71 – 75)	7.3% 5.3%	0%	0%	0%
		2 years (76 – 80)	5.9% 3.9%	0%	0%	0%
5 years (0 – 70)	32% 30.5%	2%	1% 2%	1% 2%		

Notes	To be eligible for the Offer, applicant(s) must fulfil all of the following requirements: (i) the application form(s) must be duly completed and signed during the Promotion Period; and (ii) submit to BOC Life on or before 4 p.m. of 29 Jul 2022 (subject to the date of receipt by BOC Life).
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Should you have any queries about the above arrangements, please contact Corporate Distribution Department at 2160 8878 or your designated Corporate Distribution Manager.

Best regards,

Corporate Distribution Dept.

BOC Group Life Assurance Company Limited

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