

Ref: 051-r-20220929

2022年第四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10月1日推出以下佣金提升優惠作為2022年第四季之產品推廣：

| 佣金提升推廣優惠* | 推廣期至 | 推廣編號 |
|---------------------------------------|------------------|------|
| 1. 守護未來終身壽險計劃 | 2022 年 12 月 31 日 | 不適用 |
| 2. 盛世傳承萬用壽險計劃 II | | |
| 3. 非凡未來終身壽險計劃 | | |
| 4. 薪火傳承終身壽險計劃 | | |
| 5. 中銀人壽延期年金計劃(終身) | | |
| *於推廣期間，如我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. 守護未來終身壽險計劃 | | | | | | | | | | | | | | | | | | | | | | |
|-------|---|--------|--|------|--------|--|-----|-----|----|---------|--------|-------|---|----|-------|---|------|-------|---|------|-------|---|------|
| 推廣期 | 2022 年 10 月 1 日至 2022 年 12 月 31 日(包括首尾兩天) | | | | | | | | | | | | | | | | | | | | | | |
| 佣金提升 | 佣金提升如下 (年度化保費之%) <table><tr><th rowspan="2">保單年度</th><th colspan="2">保費繳費年期</th></tr><tr><th>2 年</th><th>5 年</th></tr><tr><td>首年</td><td>13%9.5%</td><td>36%34%</td></tr><tr><td>第 2 年</td><td>-</td><td>3%</td></tr><tr><td>第 3 年</td><td>-</td><td>1%2%</td></tr><tr><td>第 4 年</td><td>-</td><td>1%2%</td></tr><tr><td>第 5 年</td><td>-</td><td>1%2%</td></tr></table> | | | 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% |
| 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 2023 年 1 月 31 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)。 | | | | | | | | | | | | | | | | | | | | | | |

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|------|--|------|-----------|
| 保險計劃 | 2. 盛世傳承萬用壽險計劃 II | | |
| 推廣期 | 2022 年 10 月 1 日至 2022 年 12 月 31 日 (包括首尾兩天) | | |
| 推廣優惠 | 佣金提升如下 | | |
| | 保單貨幣：美元 | | |
| | 保費繳費年期：躉繳 | | |
| | 保費繳費年期 | 佣金 | |
| | | 目標保費 | 目標保費以外的保費 |

| | (只適用於首年) | (所有保單年度) |
|--|---|--------------------|
| 躉繳 | 65% 100% | 2.60% 4.00% |
| 額外佣金優惠僅限於躉繳保費繳費年期 註: 5 年及 10 年保費繳費期佣金不變 | | |
| 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 2023 年 1 月 31 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)。 | |

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|------------------------|---|------------------------|-------|-------|-------|-------|
| 保險計劃 | 3. 非凡未來終身壽險計劃 | | | | | |
| 推廣期 | 2022 年 10 月 1 日至 2022 年 12 月 31 日(包括首尾兩天) | | | | | |
| 佣金提升 | 適用於保費繳費年期為 5 年之保單： | | | | | |
| | 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 |
| | 5 年 | 33.5% 42.5% | 2% | 2% | 2% | 2% |
| 註: 2 年及 10 年保費繳費期的佣金不變 | | | | | | |
| 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 2023 年 1 月 31 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)。 | | | | | |

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|------|---|-------------|--------|-------|-------|-------|-------|-------|
| 保險計劃 | 4. 薪火傳承終身壽險計劃 | | | | | | | |
| 推廣期 | 2022 年 10 月 1 日至 2022 年 12 月 31 日(包括首尾兩天) | | | | | | | |
| 佣金提升 | 適用於 0 – 70 歲之保單： | | | | | | | |
| | 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 | 第 6 年 | 第 7 年 |
| | | 2 年 | 10% 8% | 0% | 0% | 0% | 0% | 0% |
| 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 2023 年 1 月 31 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)。 | | | | | | | |

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|-----------------------|---|-----------------------|--------------------|
| 保險計劃 | 5. 中銀人壽延期年金計劃(終身) | | |
| 推廣期 | 2022 年 10 月 1 日至 2022 年 12 月 31 日(包括首尾兩天) | | |
| 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。 | | | |

| | <p>注意事項:</p> <p>如欲獲享本優惠，必須符合以下所有條件：</p> <p>(i) 投保書必須在推廣期內填妥及簽署；</p> <p>(ii) 須於 2023 年 1 月 6 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(中銀人壽接獲文件的時間記錄為準)；及</p> <p>(iii) 首期保費必須於 2023 年 1 月 31 日或之前繳付。</p> | | | | | | | | | | | | | | | | | |
|------------------------------|--|-------------|-------------|-----------------------|--|--|-------------|-----|----|----|-------------|-------------|------------|------|--------------|--------------|-------------|------|
| 經紀獎勵 (Broker's Allowance) | <p>經紀獎勵：只限繳費方式為年繳之保單</p> <table border="1"> <thead> <tr> <th colspan="3">基本計劃首年保費[^]</th><th rowspan="2">經紀獎勵 百分比</th></tr> <tr> <th>人民幣</th><th>港元</th><th>美元</th></tr> </thead> <tbody> <tr> <td>\$60,000 以下</td><td>\$60,000 以下</td><td>\$7,500 以下</td><td>120%</td></tr> <tr> <td>\$60,000 或以上</td><td>\$60,000 或以上</td><td>\$7,500 或以上</td><td>128%</td></tr> </tbody> </table> <p>[^] 「首年保費」以保險建議書內的「投保時之每年保費」計算。</p> <p>注意事項:</p> <ol style="list-style-type: none"> 如欲獲享本優惠，必須符合以下所有條件: <ol style="list-style-type: none"> 所需投保文件必須在推廣期內填妥及簽署; 保單須於 2023 年 1 月 31 日或以前獲本公司批核及簽發。 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。 本公司保留隨時修訂任何條款及細則的決定權。 | | | 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% |
| 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% | | | | | | | | | | | | | | | |

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9月29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

29 September, 2022

Dear Business Partner,

Re: Extra Commission Offer in Q4 2022

To drive business in year 2022 we are pleased to inform you that the following extra commission offer for Q4 2022 will start on 1st October 2022. Please refer to the details below:

| Extra Commission Offer* | Promotion Period until | Campaign Code |
|---|------------------------|----------------|
| 1. Forever Wellbeing Whole Life Plan | 31 Dec 2022 | Not Applicable |
| 2. Forever Glorious ULife Insurance Plan II | | |
| 3. SmartUp Pro Whole Life Plan | | |
| 4. Glamorous Glow Whole Life Insurance Plan | | |
| 5. BOC Life Deferred Annuity (Lifetime) | | |
| *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. Forever Wellbeing Whole Life Plan | | |
|------------------------|--|----------------------|---------|
| Promotion Period | From 1 Oct 2022 to 31 Dec 2022 (both days inclusive) | | |
| Extra Commission Offer | Commission Rate (% of annualized premium) | | |
| | 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 31 January 2023 (subject to the date of receipt by BOC Life). | | |

| Plan | 2. Forever Glorious ULife Insurance Plan II | | | | | | | | | |
|------------------------|---|-------------------------------|--------------|------------|--|---------------------------------|-------------------------------|----|---------------------|------------------------|
| Promotion Period | From 1 Oct 2022 to 31 Dec 2022 (both days inclusive) | | | | | | | | | |
| Extra Commission Offer | Commission Rate (% of annualized premium) Currency: USD Payment Term: Single-Pay <table border="1"> <thead> <tr> <th rowspan="2">Payment Term</th><th colspan="2">Commission</th></tr> <tr> <th>Target Premium (for first year)</th><th>Other Premium (for all years)</th></tr> </thead> <tbody> <tr> <td>SP</td><td>65%100%</td><td>2.60%4.00%</td></tr> </tbody> </table> Extra commission eligible for Single-pay only Commission for 5 pay & 10 pay remain unchanged. | | Payment Term | Commission | | Target Premium (for first year) | Other Premium (for all years) | SP | 65% 100% | 2.60% 4.00% |
| Payment Term | Commission | | | | | | | | | |
| | Target Premium (for first year) | Other Premium (for all years) | | | | | | | | |
| SP | 65% 100% | 2.60% 4.00% | | | | | | | | |
| 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 31 January 2023 (subject to the date of receipt by the Underwriting Department). | | | | | | | | | |

| Plan | 3. SmartUp Pro Whole Life Plan | | | | | |
|---|---|--------------------------------------|--------|--------|--------|--------|
| Promotion Period | From 1 Oct 2022 to 31 Dec 2022 (both days inclusive) | | | | | |
| Extra Commission Offer | Payment Term: 5 Pay | | | | | |
| | Payment Term | Commission (% of Annualized Premium) | | | | |
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| | 5 years | 33.5% 42.5% | 2% | 2% | 2% | 2% |
| Commission for 2 pay and 10 pay remain unchanged. | | | | | | |
| 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 31 January 2023 (subject to the date of receipt by BOC Life). | | | | | |

| Plan | 4. Glamorous Glow Whole Life Insurance Plan |
|------------------|--|
| Promotion Period | From 1 Oct 2022 to 31 Dec 2022 (both days inclusive) |

| | | | | | | | | |
|------------------------|--|--------------------------------------|--------|--------|--------|--------|--------|--------|
| Extra Commission Offer | Applicable to age 0-70 policies | | | | | | | |
| | Premium Payment Term | Commission (% of Annualized Premium) | | | | | | |
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 |
| | 2 years | 10% 8% | 0% | 0% | 0% | 0% | 0% | 0% |
| 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 the Underwriting Department of BOC Life on or before 4 p.m. of 31 January 2022 (subject to the date of receipt by BOC Life). | | | | | | | |

| | | | |
|---|---|----------------------|------------------|
| Plan | 5. BOC Life Deferred Annuity (Lifetime) | | |
| Promotion Period | From 1 Oct 2022 to 31 Dec 2022 (both days inclusive) | | |
| Extra Commission Offer | Commission rates are as follows (% of annualized premium): | | |
| | Policy Year | Premium Payment Term | |
| | | 5 Pay | 10 Pay |
| | 1 st | 17.50%* 16.25% | 35%* 32.50% |
| <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> <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, 6 January 2023 (subject to the date of receipt by BOC Life); and</p> <p>(iii) the initial premium must be settled on or before 31 January 2023.</p> | | | |
| Broker's Allowance | Only applicable to policies with annual payment mode | | |
| | First Year Premium ^ | | |
| | RMB | HKD | USD |
| | Below \$60,000 | Below \$60,000 | Below \$7,500 |
| | \$60,000 or above | \$60,000 or above | \$7,500 or above |
| <p>Broker's Allowance %</p> <p>120%</p> <p>128%</p> | | | |
| <p>^ "First Year Premium" is based on the Initial Annual Premium in the proposal.</p> <p>Notes:</p> <p>4. 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 January 2023.</p> | | | |

| | |
|--|---|
| | <p>5. 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>6. BOC Life reserves the right to amend the relevant terms and conditions at any time.</p> |
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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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