

Clarence Lo

From: Generali Life Division <generalilifediv@generali.com.hk>
Sent: Wednesday, January 5, 2022 10:09 AM
To: Generali Life Division
Subject: Revised: 忠意第一季佣金推廣 / Generali Q1 Commission Promotion (E)

Dear Business Partner,

Please disregard the email that was sent on 31 December 2021. Please refer to the below commission promotion instead:

尊敬的業務合作夥伴:

忠意第一季佣金推廣

若於 2022 年 1 月 1 日至 3 月 31 日 (包括首尾兩天) 期間，成功遞交以下保單申請，並於 2022 年 5 月 31 日或之前成功簽發，即可享以下第一季推廣佣金:

1. 『跨越創富保』

跨越創富保推廣佣金					
保費繳付年期	2 年	2 年	5 年	8 年	10 年
每年保費	50,000 美元以下	50,000 美元或以上	任何金額		
簽發年齡	第 1 年佣金 (包括推廣)				
0-60	35.0%	37.0%	89.0%	93.0%	93.0%
61	35.0%	37.0%	85.0%	89.0%	91.0%
62	35.0%	37.0%	85.0%	88.0%	90.0%
63	35.0%	37.0%	85.0%	87.0%	89.0%
64	35.0%	37.0%	85.0%	85.0%	87.0%

65	35.0%	37.0%	85.0%	83.0%	85.0%
66	25.0%	25.0%	69.0%	76.0%	78.0%
67	23.0%	23.0%	65.0%	74.0%	76.0%
68	21.0%	21.0%	61.0%	68.0%	70.0%
69	19.0%	19.0%	57.0%	60.0%	62.0%
70	15.0%	15.0%	53.0%	58.0%	60.0%
71	15.0%	15.0%	49.0%	56.0%	58.0%
72	15.0%	15.0%	47.0%	54.0%	56.0%
73	15.0%	15.0%	45.0%	52.0%	54.0%
74	15.0%	15.0%	43.0%	48.0%	52.0%
75	15.0%	15.0%	41.0%	46.0%	48.0%
簽發年齡	第 2 年佣金 (包括推廣)				
0-65	0.0%	0.0%	2.0%	3.0%	15.0%
66-75	0.0%	0.0%	0.0%	3.0%	15.0%

2. 『世紀創富保』

世紀創富保推廣佣金					
保費繳付年期	3 年	3 年	5 年	8 年	10 年
每年保費	50,000 美元以下	50,000 美元或以上	任何金額		
簽發年齡	第 1 年佣金 (包括推廣)				
0-60	44.0%	47.0%	89.0%	96.0%	96.0%
61	40.0%	43.0%	85.0%	92.0%	94.0%
62	40.0%	43.0%	85.0%	91.0%	93.0%

63	40.0%	43.0%	85.0%	90.0%	92.0%
64	40.0%	43.0%	85.0%	88.0%	90.0%
65	40.0%	43.0%	85.0%	86.0%	88.0%
66	35.0%	35.0%	69.0%	76.0%	78.0%
67	33.0%	33.0%	65.0%	74.0%	76.0%
68	31.0%	31.0%	61.0%	68.0%	70.0%
69	29.0%	29.0%	57.0%	60.0%	62.0%
70	25.0%	25.0%	53.0%	58.0%	60.0%
71	23.0%	23.0%	49.0%	56.0%	58.0%
72	22.0%	22.0%	47.0%	54.0%	56.0%
73	21.0%	21.0%	45.0%	52.0%	54.0%
74	20.0%	20.0%	43.0%	48.0%	52.0%
75	19.0%	19.0%	41.0%	46.0%	48.0%
簽發年齡	第 2 年佣金 (包括推廣)				
0-65	0.0%	0.0%	2.0%	3.0%	15.0%
66-75	0.0%	0.0%	0.0%	3.0%	15.0%

3. 『豐盛逸悅保』

豐盛逸悅保推廣佣金		
簽發年齡	2 年繳付期 (第 1 年佣金)	5 年繳付期 (第 1 年佣金)
0-65	36.0%	81.0%

66	19.0%	45.0%
67	18.0%	43.0%
68	17.0%	40.0%
69	16.0%	38.0%
70	15.0%	35.0%

4. 『豐盛稅悅保』

豐盛稅悅保推廣佣金		
簽發年齡	保費繳付年期	第 1 年佣金 (包括推廣)
18-70	5 年	10.0%
18-65	10 年	80.0%
66-69		60.0%
70		50.0%

5. 『跨越無限保』

跨越無限保推廣佣金		
保費繳付年期	第 1 年佣金	第 2 年佣金
10 至 19 年	68.0%	32.0%
20 至 24 年	100.0%	70.0%
25 年或以上	100.0%	70.0%

6. 『靈活昇譽保』

靈活昇譽保推廣佣金		
保費繳付年期	第 1 年佣金	第 2 年佣金 (包括推廣)
10 年	50.0%	23.5%
11 年	55.5%	23.5%
12 年	61.5%	23.5%
13 年	67.5%	23.5%
14 年	73.5%	23.5%
15 年	79.5%	23.5%
16 年	82.5%	25.5%
17 年	86.5%	25.5%
18 年	89.5%	25.5%
19 年	93.5%	25.5%
20 年	97.5%	25.5%
21 年	98.5%	27.5%
22 年	99.0%	28.0%
23 年	99.0%	29.0%
24 年	99.0%	30.0%
25 年	99.0%	31.0%

7. 『忠意尊安保險』

忠意尊安保險推廣佣金			
保費繳付年期	第 1 年佣金 (包括推廣)	第 2 年佣金	第 3 年至保單到期佣金
10 年	80.0%	10.0%	2.0%
20 年	90.0%	10.0%	2.0%
至 80 歲	100.0%	10.0%	2.0%

8. 『加愛無限保』

成功推薦

- 1) 現有忠意人壽『豐盛稅悅保』基本計劃客戶購買加愛無限保; 或
- 2) 客戶同時購買『豐盛稅悅保』基本計劃及加愛無限保:

加愛無限保推廣佣金		
第 1 年佣金	第 2 年佣金 (包括推廣)	第 3 年佣金
98.0%	51.0%	10.0%

第一季佣金推廣之條款及細則:

1. 合資格保單必須於上述的指定推廣期內遞交申請，而有關保單申請必須於 2022 年 5 月 31 日或之前成功簽發。
2. 如保單持有人於保費繳付年內行使任何保單服務選項（例如:更改投保額 / 更改保費支付方式 / 部份退保），令忠意人壽（香港）有限公司（“忠意人壽”）收取的原始保費減少時，忠意人壽有權追回因保費減少而導致之佣金差額。
3. 忠意人壽保留隨時更改或終止此推廣活動的權利，恕不另行通知。如有任何爭議，忠意人壽保留最終決定權。

『加愛無限保』佣金推廣之附加條款及細則:

- a. 有關『豐盛稅悅保』保單（包括現有及新申請之合資格保單）必須於該新申請之加愛無限保保單第二年時仍然生效。否則，加愛無限保之佣金推廣優惠資格將被取消。

如有疑問或希望了解更多，請聯繫您的銷售經理或透過 salina.ho@generali.com.hk / +852 2531 8962 與我們的客戶關係助理 Salina Ho 聯絡。

謹啟

香港忠意人壽

Dear Valued Business Partners,

Generali Q1 Commission Promotion

If the below policy application is submitted between 1 January and 31 March 2022 (both days inclusive), and issued on or before 31 May 2022, you can enjoy the Q1 Commission as follows:

1. LionTycoon Beyond

LionTycoon Beyond Commission Promotion					
Premium Payment Term	2 years	2 years	5 years	8 years	10 years
APE	Below USD 50,000	USD 50,000 or above	Any Amount		
Issue Age	First Year Commission (inclusive of promotion)				
0-60	35.0%	37.0%	89.0%	93.0%	93.0%
61	35.0%	37.0%	85.0%	89.0%	91.0%
62	35.0%	37.0%	85.0%	88.0%	90.0%
63	35.0%	37.0%	85.0%	87.0%	89.0%
64	35.0%	37.0%	85.0%	85.0%	87.0%
65	35.0%	37.0%	85.0%	83.0%	85.0%
66	25.0%	25.0%	69.0%	76.0%	78.0%
67	23.0%	23.0%	65.0%	74.0%	76.0%
68	21.0%	21.0%	61.0%	68.0%	70.0%
69	19.0%	19.0%	57.0%	60.0%	62.0%
70	15.0%	15.0%	53.0%	58.0%	60.0%

71	15.0%	15.0%	49.0%	56.0%	58.0%
72	15.0%	15.0%	47.0%	54.0%	56.0%
73	15.0%	15.0%	45.0%	52.0%	54.0%
74	15.0%	15.0%	43.0%	48.0%	52.0%
75	15.0%	15.0%	41.0%	46.0%	48.0%
Issue Age	Second Year Commission (inclusive of promotion)				
0-65	0.0%	0.0%	2.0%	3.0%	15.0%
66-75	0.0%	0.0%	0.0%	3.0%	15.0%

2. LionTycoon

LionTycoon Commission Promotion					
Premium Payment Terms	3 years	3 years	5 years	8 years	10 years
APE	Below USD 50,000	USD 50,000 or above	Any Amount		
Issue Age	First Year Commission (inclusive of promotion)				
0-60	44.0%	47.0%	89.0%	96.0%	96.0%
61	40.0%	43.0%	85.0%	92.0%	94.0%
62	40.0%	43.0%	85.0%	91.0%	93.0%
63	40.0%	43.0%	85.0%	90.0%	92.0%
64	40.0%	43.0%	85.0%	88.0%	90.0%
65	40.0%	43.0%	85.0%	86.0%	88.0%
66	35.0%	35.0%	69.0%	76.0%	78.0%
67	33.0%	33.0%	65.0%	74.0%	76.0%
68	31.0%	31.0%	61.0%	68.0%	70.0%
69	29.0%	29.0%	57.0%	60.0%	62.0%

70	25.0%	25.0%	53.0%	58.0%	60.0%
71	23.0%	23.0%	49.0%	56.0%	58.0%
72	22.0%	22.0%	47.0%	54.0%	56.0%
73	21.0%	21.0%	45.0%	52.0%	54.0%
74	20.0%	20.0%	43.0%	48.0%	52.0%
75	19.0%	19.0%	41.0%	46.0%	48.0%
Issue Age	Second Year Commission (inclusive of promotion)				
0-65	0.0%	0.0%	2.0%	3.0%	15.0%
66-75	0.0%	0.0%	0.0%	3.0%	15.0%

3. LionPromise Pro

LionPromise Pro Commission Promotion		
Issue Age	2 Years Payment Term (First Year Commission)	5 Years Payment Term (First Year Commission)
0-65	36.0%	81.0%
66	19.0%	45.0%
67	18.0%	43.0%
68	17.0%	40.0%
69	16.0%	38.0%
70	15.0%	35.0%

4. LionHarvest Pro

LionHarvest Pro Commission Promotion

Issue Age	Premium Payment Term	First Year Commission (inclusive of promotion)
18-70	5 Years	10.0%
18-65	10 Years	80.0%
66-69		60.0%
70		50.0%

5. LionGuardian Beyond

LionGuardian Beyond Commission Promotion		
Premium Payment Terms	First Year	Second Year
10 – 19 Years	68.0%	32.0%
20 – 24 Years	100.0%	70.0%
25 Years or above	100.0%	70.0%

6. LionPainter Flexi

LionPainter Flexi Commission Promotion		
Premium Payment Term	First Year Commission	Second Year Commission (inclusive of promotion)
10 years	50.0%	23.5%
11 years	55.5%	23.5%
12 years	61.5%	23.5%
13 years	67.5%	23.5%
14 years	73.5%	23.5%
15 years	79.5%	23.5%

16 years	82.5%	25.5%
17 years	86.5%	25.5%
18 years	89.5%	25.5%
19 years	93.5%	25.5%
20 years	97.5%	25.5%
21 years	98.5%	27.5%
22 years	99.0%	28.0%
23 years	99.0%	29.0%
24 years	99.0%	30.0%
25 years	99.0%	31.0%

7. Generali Supreme Gold

Generali Supreme Gold Commission Promotion			
Premium Payment Term	First Year Commission (inclusive of promotion)	Second Year Commission	Third Year to Policy Expiry Commission
10 years	80.0%	10.0%	2.0%
20 years	90.0%	10.0%	2.0%
To Age 80	100.0%	10.0%	2.0%

8. LionGuardian PlusOne

For any successful submission of LionGuardian PlusOne

- 1) for customer(s) who owned LionHarvest Pro Deferred Annuity Plan(s) or
- 2) for any new customer(s) who apply(ies) LionHarvest Pro Deferred Annuity Plan(s) at the same time

LionGuardian PlusOne Commission Promotion

First Year Commission	Second Year Commission (inclusive of promotion)	Third Year Commission
98.0%	51.0%	10.0%

Terms & Conditions for the Q1 Commission Promotion:

1. To enjoy the Special Commission Promotion, the applications must be submitted within the specified promotion period as aforementioned and related applications must be issued on or before 31 May 2022.
2. Commission difference due to decrease of premium is subjected to clawback in case the original premium received by Generali Life (Hong Kong) Limited ("Generali Life") decreased as a result of any policy service options being exercised by the policyholder (i.e. change of sum insured / change of premium payment mode / partial surrender) during the premium payment term.
3. Generali Life reserves the right to vary or terminate this promotion at any time without prior notice. In case of any dispute(s), the decision of Generali Life should be final.

Additional Terms & Conditions for LionGuardian PlusOne:

- a. The relevant **LionHarvest Pro** policies (including eligible new and existing policies) should remain in force during the second policy year of the LionGuardian PlusOne policy. Otherwise, Commission Promotion Offer for LionGuardian PlusOne will be forfeited.

If you have any enquiries or would like further information, please contact your account manager or our Relationship Executive, Salina Ho at salina.ho@generali.com.hk or +852 2531 8962.

Regards,
Generali Life Hong Kong



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