

## Clarence Lo

**From:** Generali Life Division <generalilifediv@generali.com.hk>  
**Sent:** Thursday, March 31, 2022 4:40 PM  
**To:** Generali Life Division  
**Subject:** 忠意第二季佣金推廣 / Generali Q2 Commission Promotion (E)  
**Attachments:** Generali Commission Schedule E (2021.12.1).pdf

尊敬的業務合作夥伴:

### 忠意第一季佣金推廣

若於 2022 年 4 月 1 日至 6 月 30 日 (包括首尾兩天) 期間，成功遞交以下保單申請，並於 2022 年 8 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』

| 保費繳付年期 | 3 年              | 5 年   | 8 年   | 10 年  |
|--------|------------------|-------|-------|-------|
| 每年保費   | 任何金額             |       |       |       |
| 簽發年齡   | 第 1 年佣金 ( 包括推廣 ) |       |       |       |
| 0-60   | 44.0%            | 89.0% | 96.0% | 96.0% |
| 61     | 40.0%            | 85.0% | 92.0% | 94.0% |
| 62     | 40.0%            | 85.0% | 91.0% | 93.0% |
| 63     | 40.0%            | 85.0% | 90.0% | 92.0% |
| 64     | 40.0%            | 85.0% | 88.0% | 90.0% |
| 65     | 40.0%            | 85.0% | 86.0% | 88.0% |

|       |                  |       |       |       |
|-------|------------------|-------|-------|-------|
| 66    | 35.0%            | 69.0% | 76.0% | 78.0% |
| 67    | 33.0%            | 65.0% | 74.0% | 76.0% |
| 68    | 31.0%            | 61.0% | 68.0% | 70.0% |
| 69    | 29.0%            | 57.0% | 60.0% | 62.0% |
| 70    | 25.0%            | 53.0% | 58.0% | 60.0% |
| 71    | 23.0%            | 49.0% | 56.0% | 58.0% |
| 72    | 22.0%            | 47.0% | 54.0% | 56.0% |
| 73    | 21.0%            | 45.0% | 52.0% | 54.0% |
| 74    | 20.0%            | 43.0% | 48.0% | 52.0% |
| 75    | 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%             | 2.0%  | 3.0%  | 15.0% |
| 66-75 | 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<br>第 1 年佣金 ( 包括推廣 ) | 5 年繳付期<br>第 1 年佣金 ( 包括推廣 ) |
| 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<br>( 包括推廣 ) | 第 2 年佣金<br>( 包括推廣 ) |
| 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%         |

第二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 8 月 31 日或之前成功簽發。
2. 如保單持有人於保費繳付年期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。
4. 已附上基本佣金表供參考之用。

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](mailto: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 Q2 Commission Promotion**

If the below policy application is submitted between 1 April and 30 June 2022 (both days inclusive), and issued on or before 31 August 2022, you can enjoy the Q2 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

| Premium Payment Terms | 3 years    | 5 years | 8 years | 10 years |
|-----------------------|------------|---------|---------|----------|
| APE                   | Any Amount |         |         |          |

| Issue Age | First Year Commission (inclusive of promotion)  |       |       |       |
|-----------|---|-------|-------|-------|
| 0-60      | 44.0%   | 89.0% | 96.0% | 96.0% |
| 61        | 40.0%   | 85.0% | 92.0% | 94.0% |
| 62        | 40.0%   | 85.0% | 91.0% | 93.0% |
| 63        | 40.0%   | 85.0% | 90.0% | 92.0% |
| 64        | 40.0%   | 85.0% | 88.0% | 90.0% |
| 65        | 40.0%   | 85.0% | 86.0% | 88.0% |
| 66        | 35.0%   | 69.0% | 76.0% | 78.0% |
| 67        | 33.0%   | 65.0% | 74.0% | 76.0% |
| 68        | 31.0%   | 61.0% | 68.0% | 70.0% |
| 69        | 29.0%   | 57.0% | 60.0% | 62.0% |
| 70        | 25.0%   | 53.0% | 58.0% | 60.0% |
| 71        | 23.0%   | 49.0% | 56.0% | 58.0% |
| 72        | 22.0%   | 47.0% | 54.0% | 56.0% |
| 73        | 21.0%   | 45.0% | 52.0% | 54.0% |
| 74        | 20.0%   | 43.0% | 48.0% | 52.0% |
| 75        | 19.0%   | 41.0% | 46.0% | 48.0% |
| Issue Age | Second Year Commission (inclusive of promotion) |       |       |       |
| 0-65      | 0.0%  | 2.0%  | 3.0%  | 15.0% |
| 66-75     | 0.0%  | 0.0%  | 3.0%  | 15.0% |

### 3. LionPromise Pro

| LionPromise Pro Commission Promotion |                      |                      |
|--------------------------------------|----------------------|----------------------|
| Issue Age                            | 2 Years Payment Term | 5 Years Payment Term |



|      | First Year Commission<br>(inclusive of promotion) | First Year Commission<br>(inclusive of promotion) |
|------|---|---|
| 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<br>(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<br>(inclusive of promotion) | Second Year<br>(inclusive of promotion) |
| 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<br>(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<br>(inclusive of promotion) | Second Year Commission | Third Year to Policy Expiry<br>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%                                      |

Terms & Conditions for the Q2 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 August 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.
4. Basic Commission Schedule is attached for your reference.

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](mailto:salina.ho@generali.com.hk) or +852 2531 8962.

Regards,  
Generali Life Hong Kong



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