

IFP NewsFlash

To : All Brokers and Insurance Agencies
 From : Wilton Kee, Vice President, Chief Product Officer and Head of Health
 Subject : **PEP Commission Rate Adjustment (Update)**
 Date : July 8, 2020
 c.c. : Ivan Chan, Peter Ying, Mandy Leung

Dear Business Partners,

With regard to the NewsFlash issued on May 25, 2020, we are providing an update on the PEP Commission Rate Adjustment as below.

Premier Estate Protector (Premium Payment Period: 17 years or above) policies **DPR on or after August 1, 2020** will be issued with the updated commission rates listed at the below table. Kindly refer to the below for the details.

I. Commission Rate (updated):

PPP (years)	Year 1	Year 2	Year 3	Year 4	Year 5
25+	40%	60%	5%	5%	PB*
20-24	40%	50%	5%	5%	
17-19	40%	30%	5%	5%	
14-16	40%	20%	5%	5%	
11-13	40%	10%	5%	5%	
10	35%	10%	5%	5%	
8-9	30%	5%	3%	3%	
7	25%	5%	3%	3%	
6	20%	5%	3%	3%	
5	20%	3%	2%	2%	2%

*PB=Persistency Bonus, will be paid at year 5 only. Please refer to the Schedules of Commissions & Bonuses for more details.

Relevant details will be uploaded to “Schedules of Commissions and Bonuses” on ManuTouch.

You may contact our Brokerage Distribution Services Hotline at (852) 2510 3267 if you have any questions.

Happy Selling!