

NewsFlash

只供內部使用

致：各保險經紀及保險代理商
由：首席夥伴銷售總監 梁惠嘉
事由：**Brokerage Compensation Revamp (經紀酬金改動)**
日期：2022 年 1 月 4 日
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各位合作夥伴：

最新消息！

我們欣然通知閣下，一個全新之**經紀酬金方案** (Brokerage Compensation Scheme) 將於 2022 年 3 月 1 日推出。就是次之**方案**，我們作出了更精簡的設計，目的是為讓閣下更容易掌握酬金的計算，並方便閣下與內部團隊或合作夥伴溝通詳情，而且，最重要的是，這個方案可使閣下更靈活地規劃業務發展方向。

方案重點:

- 產品被劃分為不同的類別，而每檔產品的類別會清楚列明相關酬金資料，讓閣下在規劃業務發展方向及策略之時更具彈性。
- 我們亦進一步優化酬金之計算方法，主要按基本佣金(basic commission) 和 追加佣金(overriding commission) 兩個部份作出計算，以簡化整個計算步驟，一目瞭然。

有關在過渡期之安排，請參閱以下列表：

日期	有關安排
2022 年 2 月 28 日	於 2022 年 2 月 28 日或之前成功批核之保單 / 額外保額*，現有之酬金安排，包括續保酬金，維持不變。
2022 年 3 月 1 日	於 2022 年 3 月 1 日或之後成功批核之保單 / 額外保額*，將會採用全新方案之酬金安排。

*額外保額: 是指保單下所包含之任何保障，例如 Inflation Protector Option (IPO)，醫療保險計劃下所提升之保障及保單下之額外保障等。

請注意，最新之酬金表將會於 2022 年 2 月中旬上傳至 ManuTouch。

為讓閣下更清楚是次**經紀酬金方案** (Brokerage Compensation Scheme) 改動之內容，你可參考附件提供的例子說明(只提供英文版本)，你亦可參加我們於 2022 年 1 月 12 日舉辦之工作坊。如欲登記參加，請於 2022 年 1 月 7 日或之前透過以下連結，或掃描二維碼，完成簡單步驟，即可完成。

報名 : <https://forms.gle/q4t4BKBUmfgX5R7>



祝生意興隆！

如有任何疑問，請聯絡閣下的客戶經理查詢。

Appendix

A. Products are categorized into the following groups:

- 1) Life Protection
- 2) Critical Illness
- 3) Medical
- 4) VHIS
- 5) Par Saving
- 6) Par Coupon
- 7) QDAP
- 8) ILAS
- 9) Universal Life
- 10) WIOP
- 11) Others

B. General Accrual Rules

In according to GL16, Indemnity commission, or any standing arrangement that offers advance payment of commission, is strictly prohibited. Authorized insurers should only pay commission on an earned basis.

For the sake of clarity, while commission and/or override (if any) is/are calculated based on gross premium (i.e, premium before discount, if any), accrual amount will be calculated based on net premium (i.e., actual premium paid by the policyowner; premium after discount, if any)

C. Illustration for First Year

Sample 1

Assumption

Product:	Long-term Saving Plan (5-pay)
Payment Mode:	Annual
Annual Premium:	USD1,000,000
First Year Commission Rate:	20%
Override Rate*:	150%
DPR date:	1 March 2022
FX Spot Rate:	7.78

*Override rate is only applicable in first year

Total Compensation Payable

Basic commission = USD200,000 (20% x USD1,000,000)

Override = USD300,000 (150% x 20% x USD1,000,000)

Total compensation payable = USD500,000 or equivalent

Accrual Rule:

Since total premium paid by the customer is larger than the total compensation payable, NO commission will be withheld

That is:

annual premium of USD1,000,000 is larger than the total compensation payable of USD500,000, business partner will receive USD500,000 in whole in a particular payment run

Payment Schedule (under normal circumstances)

Total compensation payable to be made on approximately 23rd in the same month (e.g. 23 March 2022)

Sample 2

Assumption

Product:	Well-rounded Critical Illness Protection
Premium Paying Period	25
Payment Mode:	Annual
Annual Premium:	USD1,000
First Year Commission Rate:	50%
Override Rate*:	120%
DPR date:	1 March 2022
FX Spot Rate:	7.78
Premium Discount (First year)	10%

*Override rate is only applicable in first year

Total Compensation Payable

Basic commission = USD500 (50% x USD1,000)

Override = USD750 (150% x 50% x USD1,000)

Total compensation payable = USD1,250 or equivalent

Accrual Rule:

Since total premium paid by the customer is less than the total compensation payable, excess amount will be withheld and to gradually pay out upon upcoming premium payment by the customer, subject to the rule of GL16.

That is:

Net annual premium of USD900 (USD1,000 x 90%) is less than total compensation payable of USD1,250, business partner will receive USD900 or equivalent in that particular commission run; the rest of USD350 or equivalent accrual amount will be withheld at Manulife's accrual account, subject to the rule of GL16.

Payment Schedule (under normal circumstances)

- Commission of USD900 or equivalent to be made on approximately 23rd in the same month (e.g. 23 March 2022)
- The accrual amount will be gradually paid out upon upcoming premium payment by the customer, subject to the rule of GL16.

Sample 3

Assumption

Product:	Universal Life
Premium Paying Period:	Single Premium
Planned Premium:	USD100,000
Target Premium:	USD5,000
Minimum Initial Premium:	USD500
Target Premium Commission Rate:	125%
Excess Premium Commission Rate	3%
Override Rate*:	0%
Cumulative Premium Paid:	USD5,000
DPR date:	1 March 2022
FX Spot Rate:	7.78

*Override rate is only applicable in first year

Total Compensation Payable

Target premium commission = USD6,250 (125% x USD5,000)

Total compensation payable = USD 6,250

Accrual Rule:

Since the cumulative premium paid is less than 200% of the Target Premium, the commission will be withheld and to gradually pay out upon upcoming premium payment by the customer is greater than 200% of Target Premium (equal or greater than USD10,000).

That is:

The initial premium of USD5,000 is less than total commission payable of USD6,250, there is no commission will be released to business partner in that particular commission run; the amount of USD6,250 or equivalent accrual amount will be withheld at Manulife's accrual account.

Payment Schedule (under normal circumstances)

- The accrual amount will be gradually paid out upon upcoming premium payment by the customer is greater than 200% of Target Premium (equal or greater than USD10,000)

Sample 4

Assumption

Product:	Longevity Protection Plan
Premium Paying Period:	Single Premium
Single Premium:	USD2,000,000
Basic Commission Rate:	10%
Override Rate*:	0%
DPR date:	1 March 2022
FX Spot Rate:	7.78

*Override rate is only applicable in first year

Total Compensation Payable

Basic commission = USD200,000 (10% x USD2,000,000)

Total compensation payable = USD200,000 or equivalent

Accrual Rule:

Since total premium paid by the customer is larger than the total compensation payable, NO commission will be withheld

That is:

Single premium of USD2,000,000 is larger than the total compensation payable of USD200,000, business partner will receive USD200,000 in whole in a particular payment run

Payment Schedule (under normal circumstances)

Total commission payable to be made on approximately 23rd in the same month (e.g. 23 March 2022)