

2020 Advisers Incentives & Campaigns



Insurer	Application Submit	Application End by	Policy Inception By	Travel Dates	Campaign Name	Qualifying Products / Plans	Reward Type	Reward Value	Qualifying Criteria
Infini-tum (in-house)	01st January 2020	31st March 2020	31st March 2020	In May 2020	Infini-tum Bangkok Smiles Incentive Trip - Q1, 2020	All gross revenues generated on Life policies, CIS and General Insurance for Q1 2020 (i.e. GR commission payout for Feb to Apr 2020). Minimum 50% of qualifying gross revenue has to be first year earned gross revenue for Life policies, initial advisory fees for CIS & 20% of CIS wrap fees &/or all General Insurance.	Incentive Trip - Bangkok	Infini-tum Achiever's Club Qualifier is based on Minimum Gross Revenue as per Qualifying Criteria	Minimum Threshold: Gross Revenue of \$40,000 or more, with at least 50% from new submissions w.e.f. 01st January 2020
Infini-tum (in-house)	01st January 2020	31st December 2019	31st December 2019	In April 2021	Infini-tum Convention - Japan 2021	All policies submitted between 01st January 2020 to 31st December 2020.	Convention Trip - Japan	Infini-tum Achiever's Club Qualifier is based on Minimum Gross Revenue as per Qualifying Criteria	Minimum Threshold: FSC: Minimum Gross Revenue of \$180,000 FSM: 2 IAC Qualifiers , with Minimum Team Gross Revenue of \$500,000 FSD: 4 IAC Qualifiers, with Minimum Team Gross Revenue of \$1,000,000
NTUC Income	01st January 2020	31st January 2020	18th February 2020	N.A.	Kai Men Hong Incentive	All Regular Premium Life Policies, including all applicable riders. Weighted Adjusted Premium is computed based on standard industry guidelines	Cash Incentives	Based on Qualifying Adjusted API Tiers	Qualifying Adjusted API: \$3,000 to \$10,000 = \$168 \$10,001 to \$20,000 = \$688 \$20,001 & above = \$1,688
AIA	01st January 2020	31st December 2020	31st December 2020	TBC	AIA Convention 2020 - London	ALL New Applications during qualifying period, excluding premium from Medisave and GST	Convention Trip - London	Based on Weighted Premium Minimum Qualifying: S\$80,000 Weighted Premium	Qualifying Weighted Premium: 1 Ticket = \$80,000 2 Ticket = \$140,000
AIA	01st January 2020	28th February 2020	28th February 2020	N.A.	2X Fast Start Booster for London Convention	ALL New Applications during qualifying period, excluding premium from Medisave and GST	2X Booster for London	Based on Adjusted API	2X Credit for All Qualifying Plans submitted & incepted within the Promotional Period
AIA	01st January 2020	30th June 2020	30th June 2020	N.A.	AIA Celebratory Rewards	Protection & Health Plans: AIA Diabetic Care, AIA Glow of Life, AIA HealthShield Gold Max Series, AIA Hospital Income, AIA Platinum Accident Care, AIA Premier Disability Cover, AIA Prime Critical Cover, AIA Secure Critical Cover, AIA Star Protector Plus, AIA Solitaire Personal Accident, AIA PA 100, AIA Beyond Critical Care and AIA Secure Flexi Term. Life & Savings Plans: AIA Gen3 II, AIA Guaranteed Protect Plus (II), AIA Platinum Generations, AIA Platinum Gift for Life, AIA Platinum Heritage Series, AIA Platinum Legacy, AIA Platinum Term, AIA Prime Secure, AIA Pro Achiever, AIA Pro Lifetime Protector, AIA Retirement Saver (III), AIA Smart Growth II, AIA Smart Lifetime Rewards, AIA Smart Pro Saver, AIA Wealth Pro Advantage, AIA Smart Wealth Builder, AIA Smart Flexi Rewards and AIA Platinum Wealth Elite.	Vouchers for each incepted case	Based on AP, per incepted case	Protection & Health: AP S\$400 to S\$799 = S\$30 Vouchers AP S\$800 & above = S\$60 Vouchers Life & Savings Plan: AP S/US\$3,500 to S/US\$6,999 = S\$100 Vouchers AP S/US\$7,000 to S/US\$10,999 = S\$250 Vouchers AP S/US\$11,000 & above = S\$500 Vouchers

Aviva	2nd January 2020	30th April 2020	30th April 2020	N.A.	Aviva FA Cash Incentive	<u>Life Protection Plans:</u> MyProtector-Term Plan II, MyProtector-Decreasing, MyProtector-Legacy, MyCoreCI Plan, My MultiPay Critical Illness Plan III, My Early Critical Illness Plan, IdealIncome, MyFamilyCover, MyCare/MyCare Plus, MyShield, MyHealthPlus and MyAccidentGuard.	Cash Incentive	Based on APE per Policy: Cash Incentives from \$88 to \$1,888 per policy	Minimum APE per Policy: Tier 1*: \$500 = \$88 Cash Incentive Tier 2*: \$1,000 = \$188 Cash Incentive Tier 3: \$1,500 = \$288 Cash Incentive Tier 4: \$2,500 = \$388 Cash Incentive Tier 5: \$5,000 = \$888 Cash Incentive Tier 6: \$7,000 = \$1,388 Cash Incentive Tier 7: \$10,000 = \$1,999 Cash Incentive *Tiers 1 & 2 are only applicable to MyShield, MyHealthPlus, MyCare/MyCare Plus, IdealIncome, MyFamilyCover and MyAccidentGuard.
AXA	01st January 2020	31st December 2020	N.A.	N.A.	AXA Premier Club 2021 Qualification	All Plans	AXA Premier Club Qualification	Based on Issued APE	AXA Premier Club Elite: S\$280,000 APE AXA Premier Club Member: S\$120,000 APE
AXA	01st January 2020	31st December 2020	31st January 2021	TBC	AXA Convention 2021 - Marrakesh	All Regular Premium Plans, including all attachable riders Single Premium Plan eligible APE = 1% of Single Premium Pulsar & Wealth Treasure with premium payment term 5-9 years are not eligible for campaign Single Premium ILP, top up, recurring single premium & AXA Shield are not eligible for this campaign Applicable to Newly Incepted Policies Only.	Convention Trip - Marrakesh	Based on Issued APE Minimum Qualifying: \$120,000 APE 3X Credits for Non-Par Protection Plans & AXA Life Treasure	Qualifying Issued APE Criteria: First Ticket = \$120,000 Subsequent Tickets: Every \$80,000
China Taiping	02nd January 2020	30th June 2020	31st July 2020	TBC	CNTP Guangzhou Convention	All Plans, except i-Save	Convention - Guangzhou	Based on Weighted Premium Submitted & Incepted during campaign period Minimum Qualifying: S\$45,000	Qualifying Weighted Premium: S\$45,000 = 1 ticket (Single Room Accommodation) Subsequent tickets can be encashed at S\$800 per ticket after first ticket. <i>For Single Premium, Weighted Premium = 10% of single premium, capped at S\$80,000</i> <i>For Currency Assumption: USD 1 = SGD 1.35</i>
China Taiping	02nd January 2020	31st March 2020	30th April 2020	N.A.	Ca\$h Into 2020 Incentive	All Plans, except i-Save	Cash Rewards	Based on Per Policy Incepted	Qualifying Cumulative Weighted Premium: S\$15,000 - S\$29,999 = 5% S\$30,000 & above = 8% Cash Incentive Per Policy = S\$138 (in addition to above, with no minimum premium) <i>For Single Premium, Weighted Premium = 10% of single premium, capped at S\$80,000</i> <i>For Currency Assumption: USD 1 = SGD 1.35</i>
Manulife	01st January 2020	16th April 2020	30th April 2020	N.A.	Q1 Adviser Cash Incentive	ReadyPayout Plus, Manulife Educate, Ready Lifeline, ReadyProtect, ReadyBuilder, RetireReady Plus, InvestReady Wealth, Manulife Duo, Manulife Spring, Manulink Investor & Signature Income	Cash Incentives	6% - 8% of Weighted Premium	Qualifying Weighted Premium: S\$16,000 to S\$35,999 = 6% from first dollar S\$36,000 & above = 8% from first dollar
Manulife	01st January 2020	31st January 2020	14th February 2020	N.A.	AngPow Special	ReadyPayout Plus, Manulife Educate, Ready Lifeline, ReadyProtect, ReadyBuilder, RetireReady Plus, InvestReady, Manulink Investor & Signature Income	Cash Incentives	Special Ang Pow based on cumulative weighted premium by 14th Feb 2020	Qualifying Weighted Premium: S\$18,000 to S\$35,999 = \$288 Special Ang Bao S\$36,000 & above = \$888 Special Ang Bao
Manulife	01st December 2019	13th November 2020	30th November 2020	Apr 2021.	Overseas Convention 2020 - Paris & Lyon, France	All policies issued from 01 Dec 2019 - 30 Nov 2020, both dates inclusive	Convention Trip - Paris & Lyon, France	Based on Weighted Premium, refer to T&C on calculation for Weighted Premium Minimum Qualifying: \$108,000 Weighted Premium	Qualifying Weighted Premium: First Ticket = \$108,000 Subsequent Tickets = Every \$88,000
Navigator	08th January 2020	08th July 2020	08th July 2020	N.A.	Kick Start 2020 Cash Incentive	Applicable to Portfolio Transfers & New Subscriptions, (including top-up & RSP) transactions, including Cash, SRS, CPF-OA & CPF-SA monies.	Cash Incentive	Based on Every \$200K Nett New Monies	\$188 Cash for Every \$200K Nett New Monies , including inflows / transfer-in (net of any sales charge, less redemptions & transfers out)

SingLife	01st January 2020	29th February 2020	31st March 2020	N.A.	Back to Business Adviser Incentive	Term Plan and Critical Illness Plan (inclusive of riders)	Shopping Vouchers	Based on Minimum APE per Policy; Additional Shopping Vouchers for policy term up to age 99	<u>Minimum APE per Policy:</u> \$500 & above = \$20 Shopping Vouchers \$1,000 & above = \$100 Shopping Vouchers \$1,500 & above = \$250 Shopping Vouchers \$3,500 & above = \$600 Shopping Vouchers 5% equivalent of APE worth of Additional Shopping Vouchers for policy term up to age 99
Tokio Marine	2nd January 2020	31st March 2020	31st March 2020	N.A.	Ignite 2020 FA Incentive	Eligible Products are: TM Term Assure (II), TM MultiCare, TM Protect 1, TM Protect Cancer, #goClassic & TM Atlas Wealth	Cash Incentives	Based on percentage of APE	<u>1st Case Issued During Qualifying Period (Capped at \$5388):</u> Non-Par: 10% on APE ILP: 5% on APE <u>Subsequent Cases Issued during qualifying period (excluding 1st case):</u> 3 to 4 Non-Par Cases: 2.5% on cumulative APE 5 to 9 Non-Par Cases: 5% on cumulative APE 10 to 14 Non-Par Cases: 7.5% on cumulative APE 15 or more Non-Par Cases: 12% on cumulative APE 3 to 4 Non-Par Cases: 0.5% on cumulative APE 5 to 9 Non-Par Cases: 1% on cumulative APE 10 to 14 Non-Par Cases: 2% on cumulative APE 15 or more Non-Par Cases: 3% on cumulative APE