

# 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 December 2020	31st December 2020	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	<b>Minimum Threshold:</b> <b>FSC:</b> Minimum Gross Revenue of \$180,000 <b>FSM:</b> 2 IAC Qualifiers, with Minimum Team Gross Revenue of \$500,000 <b>FSD:</b> 4 IAC Qualifiers, with Minimum Team Gross Revenue of \$1,000,000
Infini-tum (in-house)	06th July 2020	31st August 2020	31st August 2020	N.A.	2020 Infini-tum Model Portfolio Cash Incentive Campaign	New case submissions for buying (including top-up and/or new RSP) into Infini-tum Model Portfolio. For multiple eligible trades submission on the same investment account, the cash incentive is only payable for one time only. Excludes Rep's own submission.	Cash Incentives	\$20 cash per case submission	The first 150 valid case submission of model portfolio in qualifying period will be entitled to a \$20 cash incentive per case submission.
NTUC Income	01st August 2020	30th October 2020	18th November 2020	N.A.	Advisor Incentive 1st Aug to 30th Oct 2020	All Regular Premium Life Policies including any applicable rider(s) Excludes all Shield policies and SP policies	Cash Incentives	3% - 9% of adjusted API Refer to T&C on calculation for Weighted Adjusted Premium.	<b>Qualifying Adjusted API:</b> \$3,000 to \$15,000 = 3% of adjusted API \$15,001 to \$35,000 = 6% of adjusted API \$35,001 & above = 9% of adjusted API
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	1 Ticket = \$80,000 2 Ticket = \$140,000
AIA	01st July 2020	31st December 2020	31st December 2020	N.A.	AIA Celebratory Rewards II	<b>Protection &amp; Health Plans:</b> 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. <b>Life &amp; Savings Plans:</b> 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 inception case	Based on AP, per inception case	<b>Protection &amp; Health:</b> AP \$400 to \$799 = \$530 Vouchers AP \$800 & above = \$560 Vouchers <b>Life &amp; Savings Plan:</b> AP S/US\$3,500 to S/US\$6,999 = \$100 Vouchers AP S/US\$7,000 to S/US\$10,999 = \$250 Vouchers AP S/US\$11,000 & above = \$500 Vouchers

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	<b>Qualifying Issued APE Criteria:</b> 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	<b>Qualifying Weighted Premium:</b> 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	01st April 2020	30th June 2020	31st July 2020	N.A.	Cash Cache	All Plans, except i-Save	Cash Rewards	Based on Cash Per Policy Incepted	<b>Qualifying Cumulative Weighted Premium:</b> S\$15,000 - S\$29,999 = 5% S\$30,000 & above = 8% Cash Incentive Per Policy = S\$68 (in addition to above, with no minimum premium) Eligible policy must be on <u>annual</u> premium mode for Cash Per Policy <i>For Currency Assumption: USD 1 = SGD 1.35</i>
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	<b>Qualifying Weighted Premium:</b> First Ticket = \$108,000 Subsequent Tickets = Every \$88,000
Manulife	01st May 2020	31st August 2020	issued from 01 May to 31st August 2020 (both dates inclusive). Applications must reach Manulife Office by 3pm, 14 August 2020.	N.A.	Adviser Cash Incentive	ReadyPayout Plus, Manulife Educate, Ready Lifeline, ReadyProtect, ReadyBuilder, RetireReady Plus (II), InvestReady Wealth (II), Manulife Duo, Manulife Spring, Manulink Investor, Signature Life, Signature Index UL.	Cash Incentive	6% - 10% of Weighted Premium Refer to T&C on calculation for Weighted Premium.	<b>Qualifying Weighted Premium:</b> S\$16,000 to S\$31,999 = 6% from first dollar S\$32,000 to S\$59,999 = 8% from first dollar S\$60,000 & above = 10% from first dollar <i>APE Multiplier of 1.5 times is applicable for the following products: Manulife Duo, InvestReadyWealth (II) 10 years, 10 years Flexi &amp; 20 years Flexi, Signature Life and Signature Index UL.</i>
Manulife	01st August 2020	31st August 2020	31st August 2020	N.A.	National Day Special 2020	ReadyPayout Plus, Manulife Educate, Ready Lifeline, ReadyProtect, ReadyBuilder, RetireReady Plus, InvestReady Wealth(II), Manulife Duo, Manulife Spring, Manulink Investor, Signature Life, Signature Index UL	Cash Incentives	S\$150 - S\$600, according to qualifying weighted premium Refer to T&C on calculation for Weighted Premium.	<b>Qualifying Weighted Premium:</b> S\$5,000 = \$150 cash incentive S\$12,000 = S\$600 cash incentive <i>This National Day Special is on top and above the adviser cash incentive launched in May. 1.5 times weighted premium multiplier is not applicable under this National Day Special.</i>
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	<b>\$188 Cash for Every \$200K Nett New Monies</b> , including inflows / transfer-in (net of any sales charge, less redemptions & transfers out)

Singapore Life	01st March 2020	30th June 2020	31st July 2020	N.A.	<b>Keep Calm &amp; Press On Adviser Incentive Campaign</b>	Term Plans & Critical Illness Plans, inclusive of riders	Shopping Vouchers	Based on APE per Policy: Shopping Vouchers from \$80 to \$1,600 per policy	<b>Minimum APE per Policy:</b> Tier 1: \$800 = \$80 Shopping Vouchers Tier 2: \$1,500 = \$280 Shopping Vouchers Tier 3: \$2,500 = \$380 Shopping Vouchers Tier 4: \$3,500 = \$600 Shopping Vouchers Tier 5: \$5,500 = \$1,000 Shopping Vouchers Tier 6: \$8,000 = \$1,600 Shopping Vouchers
Singapore Life	01st August 2020	31st October 2020	30th November 2020	N.A.	<b>Adviser Incentive Campaign</b>	Term Life and Critical Illness Plans (inclusive of riders)	Shopping Vouchers	Based on APE per Policy: Shopping Vouchers from \$50 to \$1,600 per policy	<b>Minimum APE per Policy:</b> Tier 1: \$800 = \$50 Shopping Vouchers Tier 2: \$1,500 = \$150 Shopping Vouchers Tier 3: \$2,500 = \$300 Shopping Vouchers Tier 4: \$3,500 = \$500 Shopping Vouchers Tier 5: \$5,500 = \$1,000 Shopping Vouchers Tier 6: \$8,000 = \$1,600 Shopping Vouchers