



**AIA Bhd. – Agency Compensation & Transformation
Agency Circular 018/03/2017/AGENCY/CIR**

29 March 2017

Reminder on Minimum Maintenance Contract (MMC) Requirement To Be Raised To RM50,000

Dear Agency Force,

Reference made to our agency circular 013/08/2015/AGENCY/CIR dated 21 August 2015 with the above subject.

We wish to gently remind you that the revision of PIAM Minimum Maintenance Contract (MMC) quota will be increased to RM50,000 with effect from 01 July 2015.

Below is the illustration for both newly appointed agents and existing agents on the MMC quota requirements:

Newly Appointed Agents

For agents newly appointed in period	MMC Counting on:		2 years reprieve period where MMC quota of RM20,000 applies on renewal	Effective quarter for application of revised MMC quota of RM50,000
	GWP for 1st Year	GWP for 2nd Year		
July - Sept 2015	1 Oct 15 - 30 Sep 16	1 Oct 16 - 30 Sep 17	1 Oct 15 - 30 Sep 17	From 1 Oct 17 to 30 Sep 19
Oct – Dec 2015	1 Jan 16 - 31 Dec 16	1 Jan 17 - 31 Dec 17	1 Jan 16 - 31 Dec 17	From 1 Jan 18 to 31 Dec 19
Jan – Mar 2016	1 Apr 16 - 31 Mar 17	1 Apr 17 - 31 Mar 18	1 Apr 16 - 31 Mar 18	From 1 Apr 18 to 31 Mar 20
Apr – Jun 2016	1 Jul 16 - 30 Jun 17	1 Jul 17 - 30 Jun 18	1 Jul 16 - 30 Jun 18	From 1 Jul 18 to 30 Jun 20
Jul – Sept 2016	1 Oct 16 - 30 Sep 17	1 Oct 17 - 30 Sep 18	1 Oct 16 - 30 Sep 18	From 1 Oct 18 to 30 Sep 20
Oct – Dec 2016	1 Jan 16 - 31 Dec 16	1 Jan 17 - 31 Dec 17	1 Jan 17 - 31 Dec 18	From 1 Jan 19 to 31 Dec 20
Jan – Mar 2017	1 Apr 17 - 31 Mar 18	1 Apr 18 - 31 Mar 19	1 Apr 17 - 31 Mar 19	From 1 Apr 19 to 31 Mar 21



Existing Agents

For agents expiring in the respective quarters and due for renewal	MMC Counting on:		2 years reprieve period where MMC quota of RM20,000 applies on renewal	Effective quarter for application of revised MMC quota of RM50,000
	GWP for 1st Year	GWP for 2nd Year		
June 2015	1 Jul 13 - 30 Jun 14	1 Jul 14 - 30 Jun 15	1 Jul 15 - 30 Jun 17	From 1 Jul 17 to 30 Jun 19
Sept 2015	1 Oct 13 - 30 Sep 14	1 Oct 14 - 30 Sep 15	1 Oct 15 - 30 Sep 17	From 1 Oct 17 to 30 Sep 19
Dec 2015	1 Jan 14 - 31 Dec 14	1 Jan 15 - 31 Dec 15	1 Jan 16 - 31 Dec 17	From 1 Jan 18 to 31 Dec 19
Mar 2016	1 Apr 14 - 31 Mar 15	1 Apr 15 - 31 Mar 16	1 Apr 16 - 31 Mar 18	From 1 Apr 18 to 31 Mar 20
June 2016	1 Jul 14 - 30 Jun 15	1 Jul 15 - 30 Jun 16	1 Jul 16 - 30 Jun 18	From 1 Jul 18 to 30 Jun 20
Sept 2016	1 Oct 14 - 30 Sep 15	1 Oct 15 - 30 Sep 16	1 Oct 16 - 30 Sep 18	From 1 Oct 18 to 30 Sep 20
Dec 2016	1 Jan 15 - 31 Dec 15	1 Jan 16 - 31 Dec 16	1 Jan 17 - 31 Dec 18	From 1 Jan 19 to 31 Dec 20
Mar 2017	1 Apr 15 - 31 Mar 16	1 Apr 16 - 31 Mar 17	1 Apr 17 - 31 Mar 19	From 1 Apr 19 to 31 Mar 21

Should you require any further clarification, please do not hesitate to contact your respective GI DOAs / BDEs for further details.

Regards,

Lim Chien Chong
Head of General Insurance

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National Chief Agency Officer