

Q2 MINI CONVENTION

March - May 2017

Colombo City

Khan
Clock Tower

Samman
Kottu Palli

Colombo



SRI LANKA

Uncover The Mysterious Cultural Veil Of Colombo

Please refer to contest R&R for more information.

Issued by Agency Strategy & Development - Events & Promotion (March 2017)

Disclaimer: The images above are for illustration purposes only.



THE REAL LIFE
COMPANY

Q2 2017 Mini Convention Challenge Challenge

A) Contest Period

1 March 2017 – 31 May 2017

B) Eligibility

1. New Life Planners / Life Planners / Leaders are to participate based on rank as at 31 May 2017.
2. Leaders can participate in all categories that are entitled by their respective ranks, as per *Table 1*.

Rank	Categories		
	Personal Sales	Direct Team Sales	District Group Sales
New Life Planner	Yes	-	-
Life Planner	Yes	-	-
Unit Manager	Yes	Yes	-
District Manager	Yes	Yes	Yes

Table 1

3. Each New Life Planner / Life Planner / Leader can win from only one Category, whichever has the highest value of reward, as illustrated in an example in *Table 2*.

Rank	Categories		
	Personal Sales	Direct Team Sales	District Group Sales
District Manager	1 Colombo + RM1,000	1 Colombo	2 Colombo + Extra Night
Result: District Manager wins 2 Colombo + Extra Night			

Table 2

4. For Personal Sales category, each Life Planner/Leader has to participate based on their 2016 Production Segmentation Band as listed in *Table 3*. The 2016 Production Segmentation Band is determined by TPC production captured in Financial Year 2016.

2016 Production Segmentation Band	Personal Sales TPC (RM)
A	480,000 and above
B	360,000 to <480,000
C	240,000 to <360,000
D	120,000 to <240,000
E	60,000 to <120,000
F	20,000 to <60,000
G	<20,000

Table 3

5. For Leaders' Category, each Leader has to participate based on their 2016 Production Segmentation Band as listed in *Table 4*. The Segmentation Band is determined by Direct Team/District Group TPC production captured in Financial Year 2016.

2016 Production Segmentation Band	Direct Team	District Group
LA	1,000,000 and above	2,000,000 and above
LB	500,000 to <1,000,000	1,000,000 to <2,000,000
LC / New UM / New DM	300,000 to <500,000	500,000 to <1,000,000
LD	<300,000	<500,000

Table 4

C) Requirements

- The requirements for the Q2 2017 Mini Convention Challenge for Personal Sales category are described in *Table 5*.

Category	2016 Production Segmentation Band	Requirements		Rewards	
		ANP/ANC	Additional Requirement	Rewards Trip	Additional Reward
Personal Sales	A / B / C / D / E / F / G	180,000	Minimum 12 Life/Takaful Cases. Each case shortfall will require additional ANP/ANC 10,000	2 Tickets to Colombo + Extra Night	Additional RM1,000 cash for New Life Planners*
	B / C / D / E / F / G	150,000		1 Ticket to Colombo + RM2,000 + 1 Extra Night	
	C / D / E / F / G	130,000		1 Ticket to Colombo + RM1,000 + Extra Night	
	D / E / F / G	90,000		1 Ticket to Colombo + RM1,000	
	E / F / G	70,000		1 Ticket to Colombo	

Table 5

* For New Life Planners contracted with the Company from 1 December 2015 onwards only, excluding Rejoined Agents and Direct Appointed Leaders.

- The requirements for the Q2 2017 Mini Convention Challenge for Leaders category are described in *Table 6*.

2016 Production Segmentation Band	Requirements				Rewards
	Direct Team		District Group		
	ANP/ANC	Additional Requirement	ANP/ANC	Additional Requirement	
LA / LB / LC / LD / New UM / New DM	30% Growth from average FY2016 quarterly ANP/ANC OR RM500,000 for LB / LC / LD / New UM / New DM	Minimum 5 Active Life Planners every month	30% Growth from average FY2016 quarterly ANP/ANC OR RM1,000,000 for LB / LC / LD / New UM / New DM	Minimum 10 Active Life Planners every month	2 Tickets to Colombo + Extra Night
LB / LC / LD / New UM / New DM	300,000	Minimum 3 Active Life Planners every month	600,000	Minimum 6 Active Life Planners every month	1 Ticket to Colombo + RM2,000 + 1 Extra Night
LC / LD / New UM / New DM	200,000		400,000		1 Ticket to Colombo + Extra Night
LD	150,000		300,000		1 Ticket to Colombo

Table 6

3. Further details on Q2 2017 Mini Convention Challenge are as follows:
 - 3.1. All ANP/ANC must be captured within the contest period, **by 31 May 2017**. ANP/ANC is captured when the premiums/contributions are paid and set in force.
 - 3.2. ANP/ANC from Individual Life and Takaful business lines only will be counted.
 - 3.3. Any detection of multiple cases (involving the same product) with the same life-assured will result in the cases being counted as just 1 case only.
 - 3.4. Cases must be submitted via iPOS to be counted.
4. Special Product Bonus Credits for Q2 2017 Mini Convention Challenge are described in *Table 7*.

Products	Special Product Credit		
	March 2017	April 2017	May 2017
A-Life Link / A-Life Link-i With AIA Vitality (min 15% Cover Boost)	2.0x Credit	1.5x Credit	1.0x Credit
A-Life Cancer 360/ A-Life Cancer 360-i	3.0x Credit	2.0x Credit	1.5x Credit

Table 7

5. AHM/AHM-i ANP/ANC will be counted, in the following conditions:
 - 5.1. ANP/ANC by annual payment mode only will be counted.
 - 5.2. Cases do not need to be submitted via iPOS to be counted.
6. New Life Planners, Rejoined Agents and Direct Appointed Leaders contracted with the Company from 1 December 2016 onwards will be considered under the **Production Segmentation Band G** in FY2017.
7. Life Planners/Leaders from a lower Production Segmentation Band may qualify for the rewards of a higher Production Segmentation Band, if the requirements for the higher tier can be met.
 - 7.1. For example – Band E, with TPC of RM60,000 to < RM120,000 in 2016. If he produces an ANP of RM130,000 within the contest period, he will qualify for 1 Ticket to Colombo + RM1,000 + extra night.
8. **Life Planners under the Production Segmentation Bands of E, F or G who qualify for the Q2 2017 Activity Bonus, Q2 Bangkok Challenge (kindly refer to the separate Rules and Regulations document issued for this contest) AND the Q2 2017 Mini Convention Challenge will only be rewarded for the Q2 2017 Mini Convention Challenge.**

D) Rewards Entitlement

1. One Mini Convention Trip ticket entitles the qualifier to a 3 or 4-day trip depending on qualifying criteria, including:
 - 1.1. Round trip economy flight and ground transfer
 - 1.2. Accommodation in Colombo on a twin-sharing basis.
 - 1.3. Meals as per Colombo Package
2. All Mini Convention Trip flights will be ex-Kuala Lumpur only.
 - 2.1. An allowance of RM 300 per ticket utilized will be given to qualifiers from East Malaysia only, to cover for travel and accommodation expenses.
3. Cash in lieu is allowable on **opt out** basis as described in *Table 8*.

Rewards Trip	Cash In Lieu Amount	New Life Planner
2 Tickets to Colombo + Extra Night	RM 7,000 (RM3,500 each)	Additional RM1,000 cash in lieu
1 Ticket to Colombo + RM2,000 + 1 Extra Night	RM 4,900	
1 Ticket to Colombo + RM1,000 + Extra Night	RM 4,200	
1 Ticket to Colombo + RM1,000	RM 3,500	
1 Ticket to Colombo	RM 2,800	

Table 8

E) Production Credit Calculation

1. "ANP/ANC" refers to all annualized regular premiums. Single premium will be given 10% production credit.
2. A-PlusSaver premiums are given full ANP credit, but limited up to one time of the insurance portion premium. The balance of the A-PlusSaver premiums will be given 10% production credit.
3. Short pay products with payment term less than 10 years will be given **100%** production credit.
4. AHM/AHM-i will be given 100% production credit, for annual payment mode only.
5. 1-year term renewable cases will not be counted.

F) General Provisions

1. Production and/or case count for new business cases which are found to be reduced or cancelled within the contest period shall be adjusted accordingly. If the reduction or cancellation happens after the end of the contest period, the adjustments shall take place in the period where such an event occurs. This will cause the total production count to be negatively affected for the period concerned and may affect compensation and/or qualification for incentives accordingly.
2. Similarly, any incidents of Replacement Of Policy (ROP), Cancellation From Inception (CFI) or Free Look Cancellation (FLC) will be applied on the date on which the incident occurred. The application will not be backdated to the policy's initial captured date.
3. Only new business cases originally credited to a Leader will be counted. Transfer of cases from one Life Planner / Leader to another, will not be allowed at any stage.
4. Leaders who are terminated for one reason or another during the contest period will automatically cease to participate in the contest.
5. Qualifiers who are terminated by the Company before the rewards are disbursed, will have their rewards forfeited.
6. Rewards won by qualifiers are not transferable, and if not in the form of cash, are not redeemable for cash unless specific provisions are indicated.
7. The Company's decision on any matter concerning these rules is final.
8. Results verification process starts when the final results are released, for a period of **2 weeks**. Any results & verification requests after the 2-week period will not be entertained.
9. The Company reserves the right to make any amendments and/or corrections to the existing rules & regulations, including its positioning, as and when deemed necessary.