

ELIGIBILITY : ALL RANKS
PERSONAL SALES



HEALTHIER, LONGER,
BETTER LIVES

SEPTEMBER 2021

FIRST 10 DAYS CHALLENGE

V+ Quantum Leap

TIER

MIN. REQUIREMENTS

REWARD

A

2 CASES
captured

Life/Takaful/Individual PA



Total
RM 13,000
ANP/ANC
Individual Life & Takaful

RM 650

B

2 CASES
captured

Life/Takaful/Individual PA



Total
RM 8,000
ANP/ANC
Individual Life & Takaful

RM 350

**QUANTUM LEAP UP TO
50% EXTRA BONUS!**

For eSales Builder and iCari users!

RM200 ADDITIONAL BONUS

For September 2021 V+ Quantum Leap Challenge Qualifiers with Higher ANP/ANC Tier compared to September 2021 First 10 Days Challenge

Please refer to the R&R for more details

Contest Period: **1 - 10 September 2021**

September 2021 First 10 Days Challenge: V+ Quantum Leap

A) Contest Period

1 – 10 September 2021

B) Eligibility

All Ranks Personal Sales

C) Requirements

- The requirements for the **Group A: September 2021 First 10 Days Challenge** and **Group B and C: V+ Quantum Leap Extra Bonus** category are as described in Tables 1 and 2 respectively:

Group A: September 2021 First 10 Days Challenge			
Tier	Min Requirements		Rewards (RM)
	Personal Sales		
	ANP/ANC (RM)	Number of Cases	
A1	13,000	AND	650
A2	8,000		2

Table 1

Group B and C: V+ Quantum Leap Extra Bonus		
Tier	Min Requirements	Additional Bonus
B1	Complete at least 30 eSales Builder Activities OR 10 iCari Activities	20%
B2	Complete at least 30 eSales Builder Activities AND 10 iCari Activities	50%
C	Achieved Higher Tier in September 2021 V+ Quantum Leap Challenge vs September 2021 First 10 Days Challenge	RM 200
Notes: 1. IMPORTANT: Each participant can only qualify for either one (1) Additional Bonus under Group B. 2. IMPORTANT: Each participant MUST be a member of at least one (1) Peer Group to fulfill the 30 eSales Builder Activities . 3. Activities that are counted towards the 30 eSales Builder Activities are as follows: 3.1. Successfully scheduling appointments with customers on eSales Builder. 3.2. Successfully updating call outcome after calls with customers on eSales Builder. 4. Activities that are counted towards the 10 iCari Activities are as follows: 4.1. Must generate and <u>share</u> at least 10 unique Content Links via iCari. 4.2. Each content shared must have views/clicks from customers/prospects to be counted.		

Table 2

2. **Group A: Tier A1 and A2:**

- Each participant can only qualify for either one (1) reward from either one (1) of the tiers.
- Only Participants who have captured the min ANP/ANC **AND** at least 2 cases **within 1 – 10 September 2021** will be entitled for the respective Rewards.

3. **V+ Quantum Leap Extra Bonus: Group B and C:**

- Refers to Additional Bonus on-top of the rewards from **Group A** upon fulfilling the respective requirements.
- Each participant can only qualify for max 2 tiers of the rewards under this category as per the following combinations:
 - Tier B1 + C
 - Tier B2 + C
- Any participants who failed to qualify for **Group A**, will **NOT** be eligible for any of the V+ Quantum Leap Extra Bonus.

3.4. **Group B: Tier B1 and B2:**

3.4.1. Each participant can only qualify for additional bonus under either one (1) of the tiers.

3.4.2. **Tier B1** – Each participant must perform at least **30 eSales Builder Activities** OR at least **10 iCari Activities** to qualify for the **20% Additional Bonus**:

a) **30 eSales Builder Activities** is counted upon fulfilling all the following:

- (i) Must enroll in eSales Builder.
- (ii) **IMPORTANT:** Must be a member of at least one (1) Peer Group.
- (iii) Must perform at least **30 eSales Builder Activities** as follows:
 - Successfully scheduling appointments with customers on eSales Builder.
 - Successfully updating call outcome after calls with customers on eSales Builder.
 - Note: Kindly refer to the “eSales Builder” section for more details.

b) **10 iCari Activities** is counted upon fulfilling all the following:

- (i) Must generate and share at least 10 unique Content Links via iCari.
- (ii) Each content shared must have views/clicks from customers/prospects to be counted.
- (iii) Note: Kindly refer to the “iCari” section for more details.

c) The above requirements must be fulfilled **within 1 – 10 September 2021**.

3.4.3. **Tier B2** – Each participant who performs at least **30 eSales Builder Activities** AND at least **10 iCari Activities** will qualify for the **50% Additional Bonus**.

a) The above requirements must be fulfilled **within 1 – 10 September 2021**.

3.4.4. Illustration

No.	30 eSales Builder Activities	10 iCari Activities	Qualified Tier	Qualified Additional Bonus	Remarks
1	Yes	Yes	B2	50%	Meets both 30 eSales Builder Activities and 10 iCari Activities.
2	No	Yes	B1	20%	Only meets 10 iCari Activities.
3	Yes	No	B1	20%	Only meets 30 eSales Builder Activities.
4	No	No	-	Zero	Failed to meet either 30 eSales Builder Activities and 10 iCari Activities.

3.5. **Group C: Tier C:**

3.5.1. Refers to Additional Bonus on-top of the rewards from **Group A** and **Group B** upon fulfilling the respective requirements.

3.5.2. Each participant must achieve a **higher tier in the September 2021 V+ Quantum Leap Challenge vs this contest (September 2021 First 10 Days Challenge)** to qualify for the **RM 200 Additional Bonus**.

- a) Participants who qualify under **Tier A1** in this contest must qualify under **Tier A4 or higher** (i.e. Tier A1 to A4) in the September 2021 V+ Quantum Leap Challenge for the **RM 200 Additional Bonus**.
- b) Participants who qualify under **Tier A2** in this contest must qualify under **Tier A5 or higher** (i.e. Tier A1 to A5) in the September 2021 V+ Quantum Leap Challenge for the **RM 200 Additional Bonus**.
- c) Any participants who failed to qualify under Group A, will **NOT** be eligible for the Additional Bonus under this tier.
- d) Kindly refer to the “September 2021 V+ Quantum Leap Challenge” R&R for more details.

e) Illustration

No.	Sep 2021 First 10 Days Challenge Qualified Tier	Sep 2021 V+ Quantum Leap Challenge Qualified Tier	Qualified under Tier C	Remarks
1	A1	A1	Yes	Achieved <u>higher</u> tier in Sep 2021 V+ Quantum Leap Challenge vs Sep 2021 First 10 Days Challenge.
2	A1	A4	Yes	Achieved <u>higher</u> tier in Sep 2021 V+ Quantum Leap Challenge vs Sep 2021 First 10 Days Challenge.
3	A1	A5	No	Failed to achieve <u>higher</u> tier in Sep 2021 V+ Quantum Leap Challenge vs Sep 2021 First 10 Days Challenge.
4	A2	A4	Yes	Achieved <u>higher</u> tier in Sep 2021 V+ Quantum Leap Challenge vs Sep 2021 First 10 Days Challenge.
5	A2	A5	Yes	Achieved <u>higher</u> tier in Sep 2021 V+ Quantum Leap Challenge vs Sep 2021 First 10 Days Challenge.
6	Did not qualify	A5	No	Failed to qualify for any tier in Sep 2021 First 10 Days Challenge.

4. Each participant can only receive up to a max of **RM 1,175** rewards under this contest.
5. Any participant who qualifies under both this contest and **September 2021 V+ Quantum Leap Challenge** under **Group A**, will only be rewarded under either one (1) of the contest, based on whichever with the highest reward value:
 - 5.1. Kindly refer to the "September 2021 V+ Quantum Leap Challenge" R&R for more details.
6. Further details on the contest are as follows:
 - 6.1. **ANP/ANC** refers to Annualized New Premium (ANP)/Annualized New Contribution (ANC) captured for Individual Life and Family Takaful:
 - 6.1.1. All cases are captured when the premiums/contributions are paid and set in force.
 - 6.1.2. All cases must be captured within the contest period, **by 10 September 2021**.
 - 6.1.3. **All cases must be submitted via iPoS to be counted.**
 - 6.1.4. Kindly refer to the "Agency Compensation Handbook" for more details on ANP/ANC.
 - 6.2. **Cases** refers to policies captured for Individual Life, Family Takaful, Medical Upgrade Campaigns, and Individual Personal Accident (IPA):
 - 6.2.1. All cases are captured when the premiums/contributions are paid and set in force.
 - 6.2.2. All cases must be captured within the contest period, **by 10 September 2021**.
 - 6.2.3. **All cases must be submitted via iPoS to be counted.**
 - 6.2.4. **For Medical Upgrade Campaigns:**
 - a) ANP/ANC will be counted.
 - b) Number of Cases will be counted.
 - 6.2.5. **For Individual Personal Accident (IPA):**
 - a) ANP/ANC will **NOT** be counted.
 - b) Number of Cases will be counted.

D) Illustrations

1. Illustrations on **Rewards Calculation** for **Group A: September 2021 First 10 Days Challenge** category:

No.	Captured ANP/ANC (RM)	No. of Cases	Qualified Rewards (RM)	Remarks
1	13K	6	650	-
2	8K	6	350	-
3	8K	1	Zero	Failed to meet min 2 cases.
4	7K	2	Zero	Failed to meet min total RM 8K ANP/ANC.

2. Illustrations on **Rewards Calculation** for **Group A: September 2021 First 10 Days Challenge** and **Group B and C: V+ Quantum Leap Extra Bonus** category:

Scenario 1:			
<ul style="list-style-type: none"> LP A qualifies for the following: <ul style="list-style-type: none"> RM 650 from Tier A1 50% Additional Bonus from Tier B2 RM 200 Additional Bonus from Tier C 			
Reward from Group A (RM)	Reward after Additional Bonus from Group B (RM)	Reward after Additional Bonus from Group C (RM)	Final Reward (RM)
650	975 650 + (650 × 50%)	1,175 975 + 200	1,175

Scenario 2:			
<ul style="list-style-type: none"> LP B qualifies for the following: <ul style="list-style-type: none"> RM 650 from Tier A1 20% Additional Bonus from Tier B1 RM 200 Additional Bonus from Tier C 			
Reward from Group A (RM)	Reward after Additional Bonus from Group B (RM)	Reward after Additional Bonus from Group C (RM)	Final Reward (RM)
650	780 650 + (650 × 20%)	980 975 + 200	980

Scenario 3:			
<ul style="list-style-type: none"> LP C qualifies for the following: <ul style="list-style-type: none"> RM 350 from Tier A2 RM 200 Additional Bonus from Tier C 			
Reward from Group A (RM)	Reward after Additional Bonus from Group B (RM)	Reward after Additional Bonus from Group C (RM)	Final Reward (RM)
350	350 (Did not qualify for Tier B1 or B2)	550 350 + 200	550

Scenario 4:			
<ul style="list-style-type: none"> LP D qualifies for the following: <ul style="list-style-type: none"> RM 350 from Tier A2 			
Reward from Group A (RM)	Reward after Additional Bonus from Group B (RM)	Reward after Additional Bonus from Group C (RM)	Final Reward (RM)
350	350 (Did not qualify for Tier B1 or B2)	350 (Did not qualify for Tier C)	350

E) Rewards Payment

1. All payments to qualifiers will be processed **after 10 September 2021** once the validation has been finalized.
2. Each qualifier will receive notification via AIA Life Planner App (ALPA) upon release of payments.

F) Self-Purchase Policies

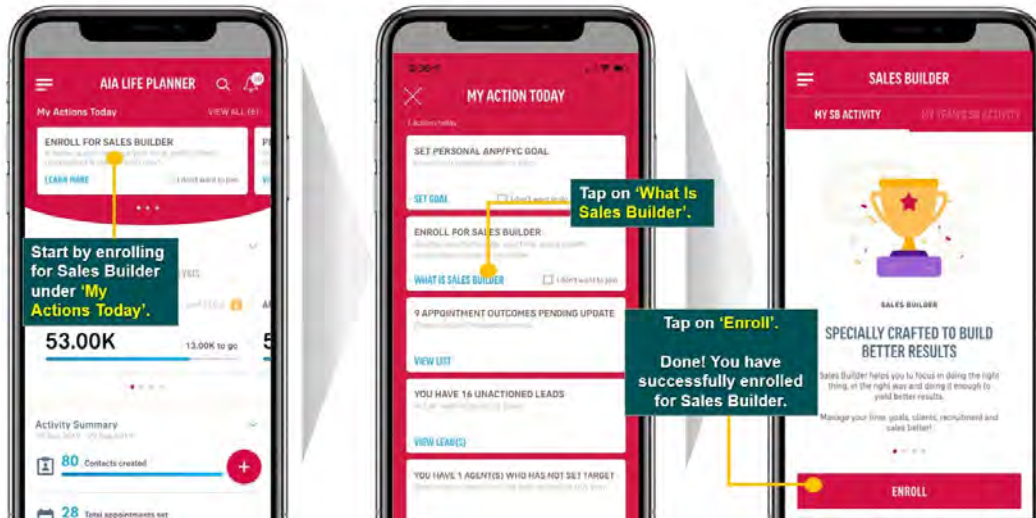
1. Applicable for all self-purchased policies by the participants for their own-self or their immediate family members (i.e. parents, children or spouse).
2. Any such policies that are withdrawn under any circumstances after the contest has been closed, AIA reserves the rights to perform any adjustment and/or to claw-back the rewards accordingly:
 - 2.1. The above circumstances are also applicable for any impact to the leader's rewards (if any).
 - 2.2. In addition, any other treatment not mentioned herein, will be subjected to the Agency Contest's General Provisions – Kindly refer to the “2021 Agency Contest's General Provisions” for more details.

G) MDRT/COT/TOT – Method 3 Annual Income

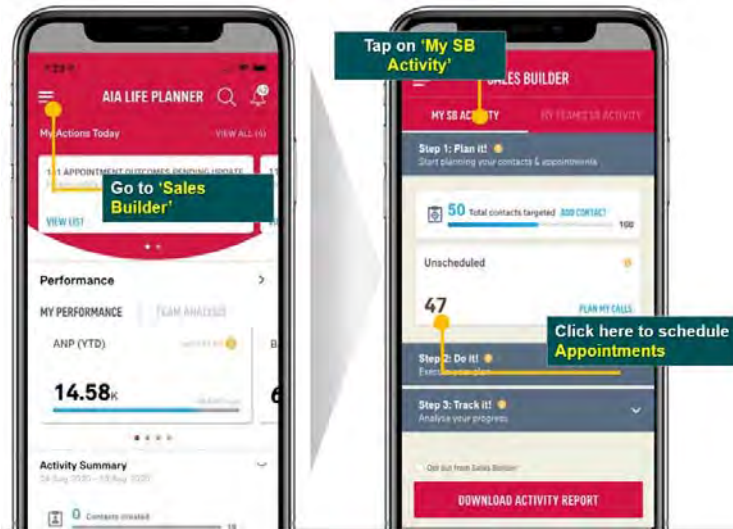
1. All cash rewards qualified from this contest will be counted for MDRT/COT/TOT qualification under Method 3 Annual Income:
 - 1.1. Only cash rewards from Personal Sales category will be counted.
 - 1.2. These will be counted for Total Annual Income and New Business Income under Unlimited Credit.
2. Any other forms of rewards including but not limited to Benefit-in-Kind (BIK), gifts or items, trip tickets, trophy or medals, certificates, and etc. are **NOT** counted.
3. Any Cash-in-Lieu (CIL) due to any reasons (e.g. trip cancellation and etc.) are **NOT** counted.
4. Kindly refer to the “2022 Supreme MDRT and MDRT Challenge” for more details on Method 3 Annual Income.

H) eSales Builder

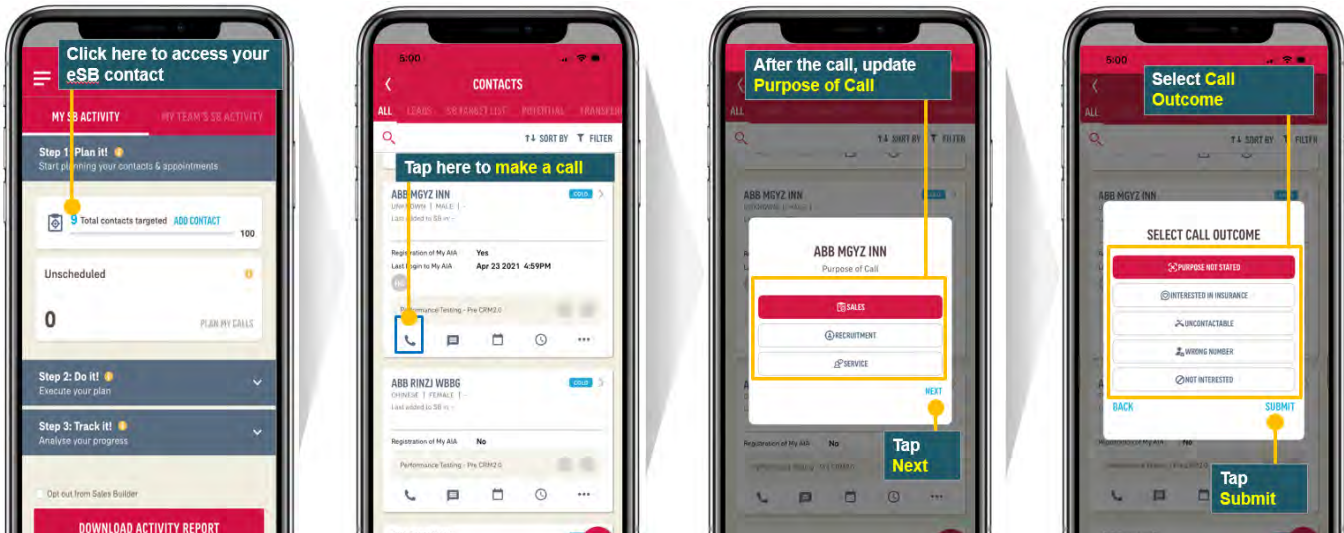
1. Steps to enroll in eSales Builder:



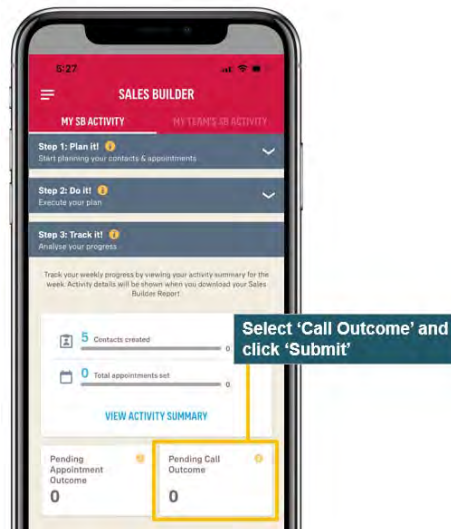
2. Steps to schedule appointment with customers in eSales Builder:



3. Steps to update call outcome in eSales Builder:



3.1. In the event, the call outcome was not updated after the call, steps to locate contacts pending call outcome:

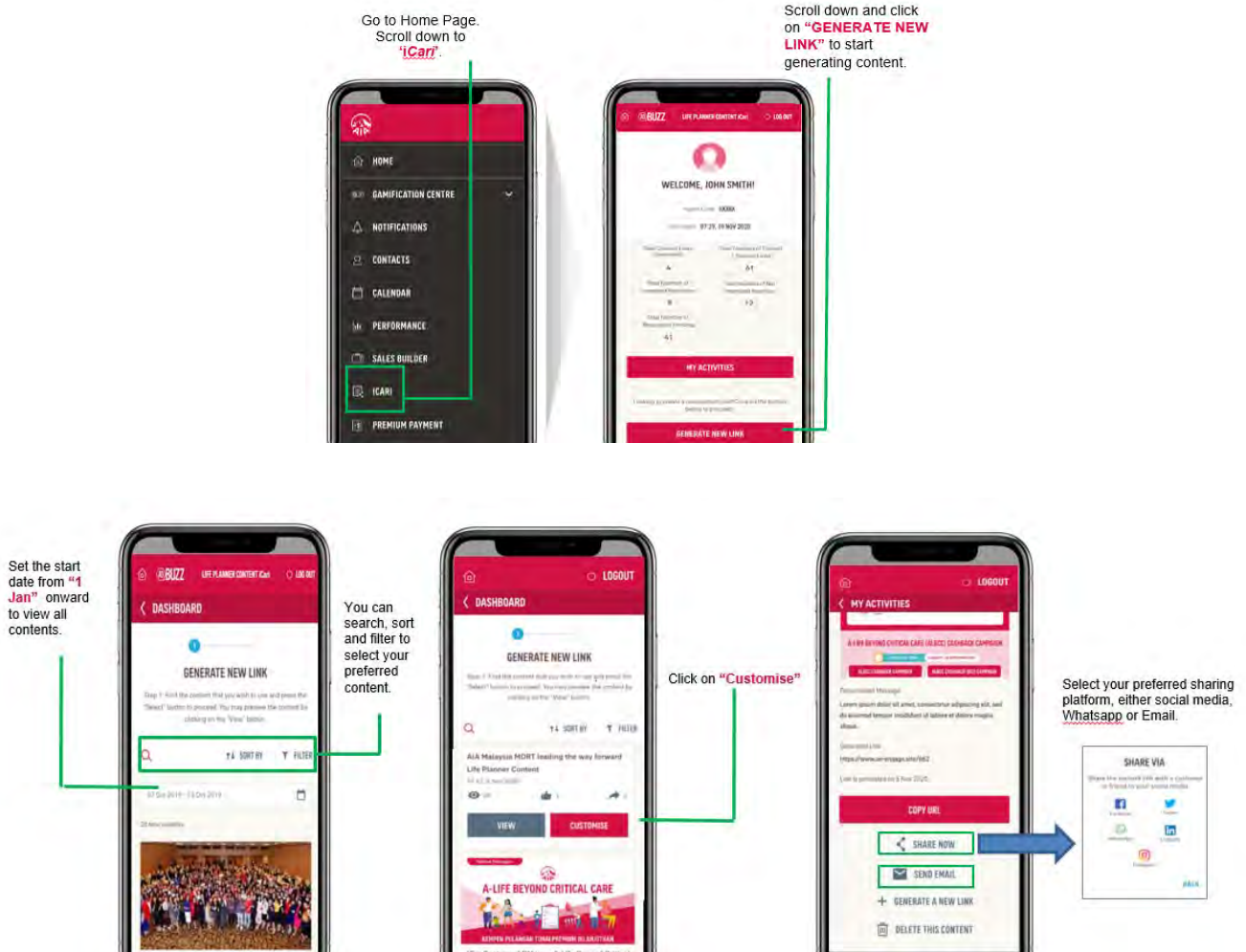


4. For further details, kindly refer to following resources:

- 4.1. **“Agency Circular 011/01/2021: Launch of e-Sales Builder (eSB) on AIA Life Planner App”** which was published on 13 January 2021 in AIA Life Planner Portal (ALPP).
- 4.2. Link to Peer Group guideline → [Click here](#)

I) iCari

1. Steps to Generate and share Content links:



2. For further details, kindly refer to **"Agency Circular 013/01/2021: Launch of iCari – Simple & Powerful Tool to Help You Generate Hot Leads"** which was published on 13 January 2021 in AIA Life Planner Portal (ALPP).

J) General Provisions

1. Kindly refer to the **"2021 Agency Contest's General Provisions"** for more details.