



2022 INITIATIVES



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2022 Million Dollar Round Table

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ANNUAL AWARD
&
RECOGNITION

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

Personal Sales Category

Life Sales Category – Conventional & Takaful

NO	CATEGORY	CYNR	BA/ ASM	BDM/ GAM
1	Requirement	≥ ANP & AFYC 50,000 and 20 cases	≥ ANP & AFYC 100,000 and 20 cases	≥ ANP & AFYC 150,000 and 20 cases
2	Reward	Trophy for Top 3 Awardees		
		Recognition on stage during GV AAP		

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

Personal Sales Category

Life Sales Category – SLM Takaful Only

NO	CATEGORY	CYNR	BA/ ASM	BDM/ GAM
1	Requirement	≥ AFYC 25,000 and 10 cases	≥ AFYC 50,000 and 10 cases	≥ AFYC 75,000 and 10 cases
2	Reward	Trophy for Top 3 Awardees		
		Recognition on stage during GV AAP		

Note:

1. Cases is refer to AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

Personal Sales Category (Persistency Award)

Life Sales Category – Conventional & Takaful

NO	CATEGORY	DESCRIPTION
1	Requirement	≥ 9 months for 5 cases per month
2	Reward	Plaque
		Recognition on stage during GV AAP

Note:

1. Cases is refer to AIA & SLM Sales and based on picked up cases by end of the month.

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

Personal Sales Category (Jaguh Award)

Life Sales Category (Conventional & Takaful) and Loan Acceptance and Fund Investment

NO	CATEGORY	DESCRIPTION
1	Requirement	≥ 100 cases (Life Insurance) or
		≥ 50 cases (Life Insurance) & Balance cases from Loan Acceptance or Fund Investment
2	Reward	Plaque
		Recognition on stage during GV AAP

NOTE:

- Production is refer to:
 - AIA & SLM Sales (Life Insurance)
 - AHAM Sales (Fund Investment)
 - GVMA Sales (Loan Acceptance)
- Cases based on picked up figure as at 31st Dec 2022.

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

Personal Sales Category (Excellence Achiever - EA)

Life Sales Category (Conventional & Takaful) and Fund Investment

NO	CATEGORY	DESCRIPTION
1	Requirement	≥ ANP & AFYC 300,000 or
		≥ ANP & AFYC 150,000 and UTF 2 million
2	Reward	Trophy
		Recognition on stage during GV AAP

Note:

1. Sales Production is refer to ANP (AIA Sales), AFYC (SLM Sales) and UTF (AHAM Sales) and based on picked up figure as at 31st Dec 2022.

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

Group Sales Category

Life Sales Category – Conventional & Takaful

CATEGORY	BDM	GAM
Requirement	≥ ANP & AFYC 500,000	≥ ANP & AFYC 1,000,000
Recruitment	3 CYNR	6 CYNR
Reward	Champion, 1 st runner up & 2 nd runner up – Trophy 3 rd runner up & others – Plaque	
	Recognition on stage during GV AAP	

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.
2. Recruitment based on contracted CYNR count as at 31st Dec 2022. CYNR is refer to head count of Current Year New Recruit who contracted either with AIA, SLM or both from 1st Jan – 31st Dec 2022.

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

Top Recruiter Award

Life Sales Category – Conventional & Takaful

NO	CATEGORY	DESCRIPTION
1	Requirement	Direct Recruit 3 CYNR
2	Reward	Trophy for Top 3 Awardees
		Recognition on stage during GV AAP

Note:

1. Recruitment based on contracted CYNR count as at 31st Dec 2022. CYNR is refer to head count of Current Year New Recruit who contracted either with AIA, SLM or both from 1st Jan – 30th Dec 2022.

ANNUAL AWARD & RECOGNITION

Period: 1st Jan 2022 – 31st Dec 2022

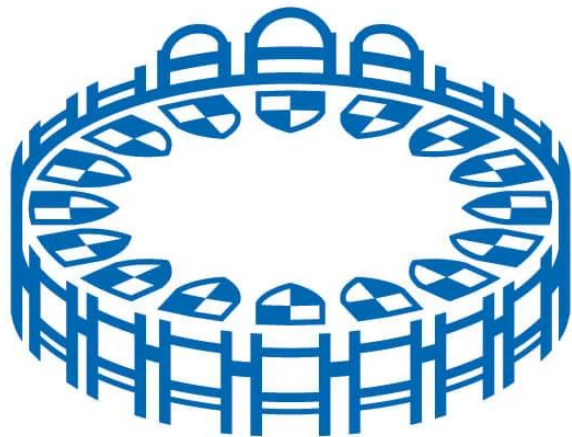
Cash Subsidy

2022 ANNUAL AWARD (TOP 3) / EA/ MDRT AWARDEES TO ATTEND
GV 2023 ANNUAL AWARD PRESENTATION (AAP)

BRANCH	CASH SUBSIDY
East Malaysia	RM300/ Person
Penang/ JB	RM200/ Person

Note:

Subsidy based on reimbursement of flight/ accommodation



MDRT®

2022
MILLION DOLLAR
ROUND TABLE

2022 MDRT REQUIREMENTS

Period: 1st Jan 2022 – 31st Dec 2022
Life Sales & Fund Investment

Method	Category	Million Dollar Round Table (MDRT)	Court of the Table (COT)	Top of the Table (TOT)
Method 1	First Year Premium (FYP)	≥ 330,900	≥ 992,700	≥ 1,985,400
		Min 165,450 must be from Life Insurance Products		
Method 2	First Year Commission (FYC)	≥ 110,300	≥ 330,900	≥ 661,800
		Min 55,150 must be from Life Insurance Products		
Method 3 (AIA only)	Annual Income (Personal Sales ONLY)	≥ 191,100	≥ 573,300	≥ 1,146,600
		Min 54,950 must be from Life Insurance Products. Further, min 54,950 must be from NB		
Method 4 (SLM only)	Annualized First Year Contribution (AFYC)	≥ 330,900	≥ 992,700	≥ 1,985,400

Note: First Time MDRT Qualifier must qualify by FYP or FYC only.

2022 MDRT AWARD & BENEFITS



Period: 1st Jan 2022 – 31st Dec 2022

Awards and Benefits

- 1 2023 Membership Registration Fee (MDRT – USD 550, COT – USD 600, TOT – USD 1,100)

- 2 Professional Portrait Photography

- 3 Special Name Card 200 pcs

- 4 Special Recognition on AAP

- 5 MDRT Premier T-shirt (1st time Qualifier/new t-shirt for those qualified 5 times)

- 6 MDRT Jacket (1st time Qualifier/new Jacket for those qualified 5 times)

- 7 Blazer worth RM800 – for COT/ TOT only (1st time Qualifier/new blazer for those qualified 5 times)

- 8 COT & TOT Special Dinner with BOD

- 9 Shopping cash Allowance with condition qualify Tier 1 Incentive
(MDRT – RM 1,000, COT – RM 2,000, TOT – RM 3,000)

- 10 Family Trip Worth RM5,000 (TOT only)

Notes:

MDRT qualification method	Entitlement
FYP or FYC (commission)	Entitle All awards and benefits from item 1 to 10
Annual Income (AIA) or AFYC (SLM)	Entitle awards and benefits from item 1 to 4

2022 MDRT **Early Bird Cash Incentives**

Qualification	Category	MDRT	COT	TOT
Pure SLM MDRT	AFYC	330,900	992,700	1,985,400
Pure AIA MDRT	FYP			

Achievement Period	MDRT		COT		TOT	
	SLM	AIA	SLM	AIA	SLM	AIA
Q1 2022	30,000	30,000	75,000	75,000	120,000	120,000
Q2 2022	20,000	20,000	55,000	55,000	90,000	90,000
Q3 2022	15,000	15,000	35,000	35,000	60,000	60,000
Q4 2022	10,000	-	15,000	-	30,000	-
Rookie Bonus (T + 100 Days Challenge)	10,000	-	30,000	-	50,000	-

Note: Above cash incentive will be payable based on achievement at whichever is higher basis and will release after result finalize.

2022 MDRT INCENTIVE

Qualification	Category	MDRT	COT	TOT
Pure SLM MDRT	FYC	330,900	992,700	1,985,400
Pure AIA MDRT	FYP			
 Hokkaido Trip		1 Ticket	2 tickets	3 tickets



PREMIER STAR LEADER

PREMIER STAR LEADER

Period: 1st Jan 2022 – 31st Dec 2022

Life Sales Category (Conventional & Takaful) and Fund Investment

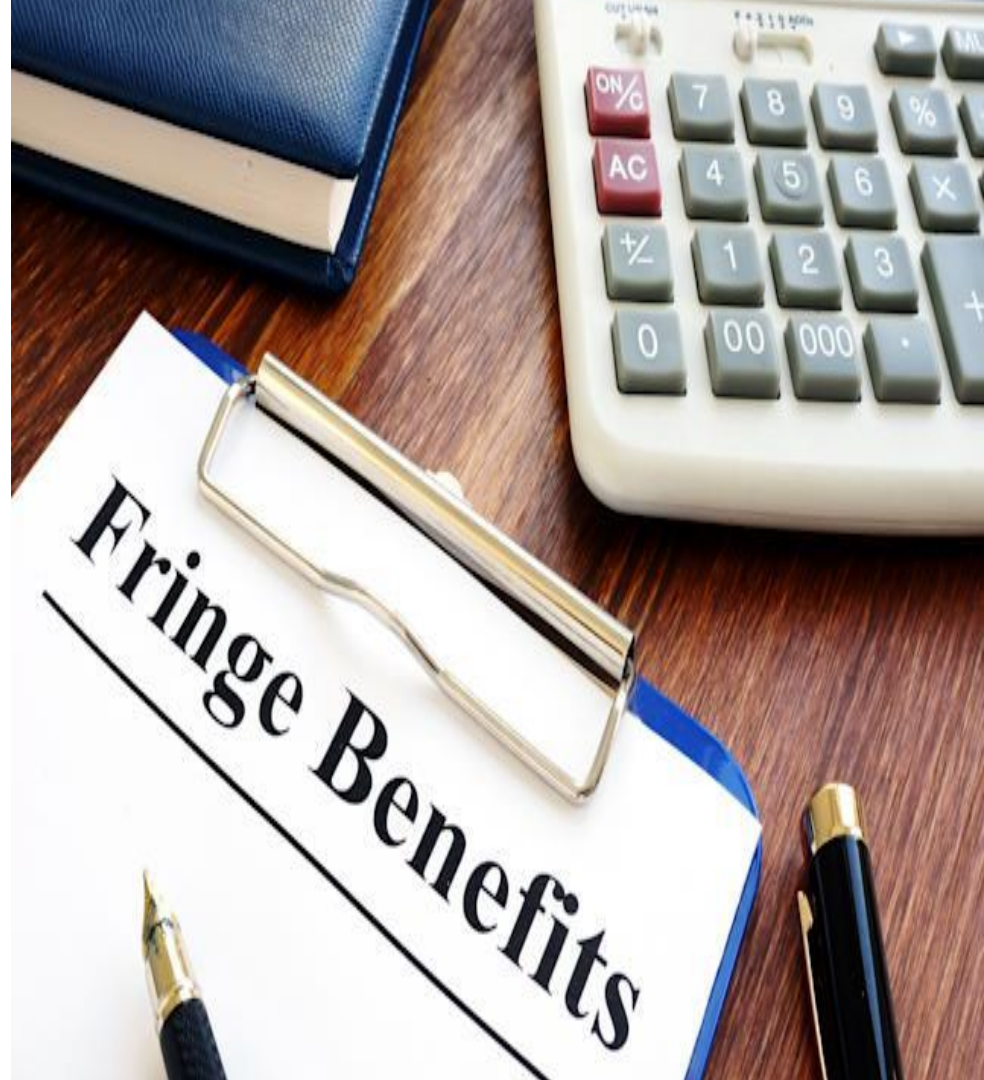
DESCRIPTION	GAM	BDM
Production - Pure Life or Pure Fund or mix (half on each category)	1. ≥ ANP & AFYC 2 million/ 2. Fund 20 million (UTF)	1. ≥ ANP & AFYC 1 million/ 2. Fund 10 million (UTF)
CYNR	6	3
Manpower	15	8
Group PR 1	85%	
Assignment	Submit a Business Plan (3-5 years)	
Rewards	<ol style="list-style-type: none"> Special Recognition with Trophy at AAP 2023 Tier 2 Incentive – 1 ticket Special Name Card Blazer Jacket REVISED 	

Note:

1. Result based on picked up Production, headcount of contracted CYNR & Man Power as at 31st Dec 2022.
2. Life Sales Production is refer to ANP (AIA sales) and AFYC (SLM Sales).
3. The CYNR and Manpower count are refer to headcount of contracted CYNR and Man Power in AIA, Sun Life and Fund Investment.



FRINGE BENEFITS



FRINGE BENEFITS

Period: 1st Jan 2022 – 31st Dec 2022

SLM GAM OFFICE SUBSIDY

Life Sales Category – Takaful

NO	AFYC	GROUP PRI	RENTAL SUBSIDY (YEARLY)
1	≥ 600,000	≥ 85%	RM 12,000
2	≥ 900,000	≥ 85%	RM 18,000
3	≥ 1,200,000	≥ 85%	RM 24,000
4	≥ 1,800,000	≥ 85%	RM 36,000
5	≥ 2,400,000	≥ 85%	RM 48,000
6	≥ 3,600,000	≥ 85%	RM 100,000
7	≥ 6,000,000	≥ 85%	RM 200,000

Note:

1. Regular Top up and Single top up are not included in production count.
2. Sales Production is refer to AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.
3. Combination of GAM sales is allowed provided they are using the same office with the pre-approval by the Board Of Director (BOD).
4. The above subsidy is not catered for existing GAM/ BDM who use offices under GV Management arrangement, office commitment letter applied as usual.

FRINGE BENEFITS

Period: 1st Jan 2022 – 31st Dec 2022

GV OFFICE RENTAL SUBSIDY (AIA + SLM)

Life Sales Category – Conventional & Takaful

NO	ANP & AFYC	GROUP PR1	RENTAL SUBSIDY (YEARLY)
1	≥ 1,200,000	≥ 85%	RM 12,000
2	≥ 2,400,000	≥ 85%	RM 24,000
3	≥ 3,600,000	≥ 85%	RM 36,000
4	≥ 4,800,000	≥ 85%	RM 48,000
5	≥ 6,000,000	≥ 85%	RM 60,000

Note:

1. Combination of GAM sales is allowed provided they are using the same office with the pre-approval by Board Of Director (BOD) .
2. The above subsidy is not catered for existing GAM/ BDM who use offices under GV Management arrangement, office commitment letter applied as usual.
4. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.
5. If GAM had claimed the SLM GAM Office Subsidy, the entire Sales will be excluded in the production count on this subsidy.

FRINGE BENEFITS

Period: 1st Jan 2022 – 31st Dec 2022

SLM Admin & Operation Incentive

Life Sales Category – Takaful

CATEGORY	AFYC	CASH INCENTIVE
BDM Group/ GAM Direct Group	≥ 300,000 (for New Promoted BDM only)	RM 3,000
	≥ 600,000	RM 6,000
	≥ 1,200,000	RM 12,000
GAM GROUP	≥ 1,000,000	RM 6,000
	≥ 2,000,000	RM 12,000
	≥ 3,000,000	RM 18,000

Note:

1. Sales Production is refer to picked up figure as at 31st Dec 2022.
2. GAM is allowed to claim the GAM category as above or BDM Category based on Direct Group Sales. Only one incentive will be payable based on sales performance at whichever is higher basis.

FRINGE BENEFITS

Period: 1st Jan 2022 – 31st Dec 2022

GV Admin & Operation Incentive (AIA + SLM)

Life Sales Category – Conventional & Takaful

CATEGORY	ANP & AFYC	CASH INCENTIVE
BDM Group/ GAM Direct Group	≥ 300,000 (for New Promoted BDM only)	RM 3,000
	≥ 600,000	RM 6,000
	≥ 1,200,000	RM 12,000
GAM GROUP	≥ 1,200,000	RM 6,000
	≥ 2,400,000	RM 12,000

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.
2. GAM is allowed to claim the GAM category as above or BDM Category based on Direct Group Sales. Only one incentive will be payable based on sales performance at whichever is higher basis.
3. If leader had claimed the SLM Admin & Operation Incentive, the entire Sales will be excluded in the production count on this incentive.

FRINGE BENEFITS

Period: 1st Jan 2022 – 31st Dec 2022

Group Term Life (GTL) & Critical Illness (CI) Coverage

Life Sales Category – Conventional & Takaful

NO	RANK	ANP & AFYC	GTL + CI (50% OF GTL)
1	ASM & above (Personal Sales)	≥ 150,000	50,000
2	BDM (Group Sales)	≥ 500,000	50,000
		≥ 1,000,000	100,000
		≥ 1,500,000	200,000
3	GAM (Group Sales)	≥ 1,000,000	100,000
		≥ 2,000,000	200,000
		≥ 3,000,000	300,000

Note:

1. CI benefit is on accelerated basis. If BDM/GAM not fulfill group sales category, he/she is allowed to entitle the personal sales category if fulfill the requirement.
2. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.

PROMOTION



PROMOTION

Period: 1st Jan 2022 – 31st Dec 2022

Life Sales Category – Conventional & Takaful

PROMOTION	PERSONAL SALES	GROUP SALES	MANPOWER	PR1	APPOINTMENT
BA to ASM	FYP 50,000	-	-	≥ 85% (Personal)	Every 1 st day of the following month
ASM to BDM	FYP 100,000	FYP 250,000	Two Direct ASM	≥ 85% (Personal)	1 st day of July/ January
BDM to GAM	-	FYP 800,000	Three Direct BDM <i>OR</i> Two direct BDM and One indirect BDM <i>OR</i> Two direct BDM and Two direct ASM	≥ 85% (Group)	1 st day of January

Note:

1. The Group Sales included all the sales (Personal and Group Sales) generated since he or she joined GV.
2. CYNR without PR1, must meet minimum PRO 85%.



MAINTENANCE
OF
CONTRACT

MAINTENANCE OF CONTRACT

Period: 1st Jan 2022 – 31st Dec 2022

Life Sales Category – Conventional & Takaful

Agent Contract with AIA or SLM

CONTRACT	DESCRIPTION	REQUIREMENTS
AIA	All Rank	(i) Personal Sales picked up \geq ANP 30,000 and (ii) Personal PR1: \geq 85%
SLM	All Rank	(i) Personal Sales picked up \geq FYC 18,000 or (ii) Personal Sales picked up \geq 12 cases

Note:

1. Sales Production is refer to picked up figure as at 31st Dec 2022.

MAINTENANCE OF CONTRACT

Period: 1st Jan 2022 – 31st Dec 2022

Life Sales Category – Conventional & Takaful

Leader Category (BDM & GAM)

RANK	BDM	GAM
Group Sales	(i) Picked up \geq ANP & AFYC 150,000 and (ii) PR1: \geq 85%	(i) Picked up \geq ANP & AFYC 300,000 and (ii) PR1: \geq 85%
Recruitment	Two CYNR (BDM Group)	One BDM (met MOC) & Three CYNR (GAM Group)
BDM/ GAM WHO CONTRACTED \geq 15 YEARS		
Requirements	(a) Personal Sales picked up \geq ANP & AFYC 100,000 and PR1: 85% or	
	(b) Group Sales picked up \geq ANP & AFYC 250,000 and PR1: 85%	
GAM SPIN OF BENEFIT (SOB) ENTITLEMENT		

GAM have to meet MOC (position maintain) in order to enjoy SOB

Note:

1. Sales Production is refer to ANP (AIA Sales) & AFYC (SLM Sales) and based on picked up figure as at 31st Dec 2022.
2. Recruitment based on contracted CYNR count as at 31st Dec 2022. CYNR is refer to head count of Current Year New Recruit who contracted either with AIA, SLM or **AHAM** from 1st Jan – 31st Dec 2022.



FOREIGN TRIP INCENTIVES



FOREIGN TRIP INCENTIVES

Period: 1st Jan 2022 – 31st Dec 2022

Personal Sales Category

Life Sales Category – Conventional & Takaful

CATEGORY	INCENTIVE TRIP	SALES	RANK	ANP & AFYC	PR1/ PRO	TICKET
Tier 1	Hokkaido, Japan	AIA & SLM	ALL	≥ 340,000	≥ 85%	1
Tier 2	Xi An, China	AIA & SLM	ALL	≥ 175,000	≥ 85%	1
Tier 3	Krabi, Thailand	AIA & SLM	ALL	≥ 80,000	≥ 85%	1

Note:

1. ANP is refer to AIA sales and AFYC is refer to SLM sales.
2. Max 2 tickets for each Tier Incentive.
3. AIA and SLM PR will be measured if the agent contracted with AIA and SLM. Existing agent refer to PR1 while CYNR refer to PRO.

FOREIGN TRIP INCENTIVES (ROOKIE CATEGORY)

Period: 1st Jan 2022 – 31st Dec 2022

Personal Sales Category

Life Sales Category – Conventional & Takaful

INCENTIVE TRIP	SALES	PRODUCTION	PERIOD	PR1/ PRO*	TICKET
Krabi, Thailand	AIA & SLM	ANP & AFYC \geq 45,000	6 months from contracted month	\geq 85%	1

Note:

1. Max 1 ticket for this incentive.
2. Six months period will be given for CYNR to contest on this incentive (refer following slides for further explanation).
3. Existing agent refer to PR1 while CYNR refer to PRO.
4. For Rookie who have been promoted or direct appoint to BDM or GAM during the drive period, they are still eligible to contest on this incentive.

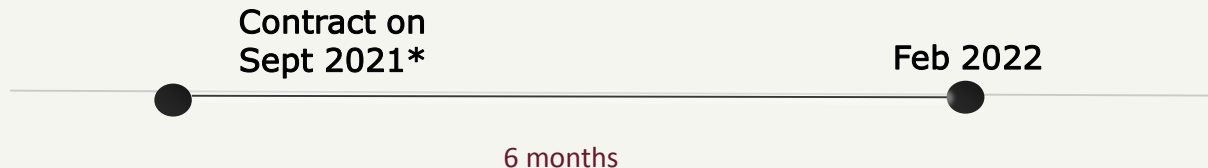
ROOKIE includes:



- **2022 CYNR (contract in year 2022)**
Within 6 months from contract month



- **ONLY Special for 2022**
2021 CYNR (contract from Aug 2021 onwards) Within 6 months from contract month



Note:

* Contract month is refer to earliest contract month either on AIA or SLM.

FOREIGN TRIP INCENTIVES (RECRUITING INCENTIVE)

PERIOD: 1ST JAN 2022 – 31ST DEC 2022

PERSONAL SALES CATEGORY (ALL RANK)

LIFE SALES CATEGORY – CONVENTIONAL & TAKAFUL

INCENTIVE TRIP	REQUIREMENTS	TICKET
Krabi, Thailand	Recruit ≥ 2 CYNR with 1. ≥ 1 Foreign Trip Qualifier and 2. Another CYNR met MOC*	1

Note:

1. Max 1 ticket for this incentive.
2. CYNR is refer to head count of Current Year New Recruit who contracted either with AIA, SLM or both from 1st Jan – 31st Dec 2022.
3. * MOC is refer to SLM MOC or AIA MOC.