



Q4 2022 Bonus Contest

Personal Production & PR Bonus

1st January to 31st December 2022

Production/Persistency Bonus

Contest Period : 1st January 2022 to 31st December 2022

Eligibility of Participation & Reward

1. Agency Executive & Agency Director are to participate based on rank as at 30 Sept 2022 based on personal production

Requirements

1. All cases must be submitted within contest period and approved by 31 Dec 2022.

Category	Both Inv Link + Traditional		Traditional Product Only
	% x FYC	2022 Cases	% x 2nd Year Renewal
ACE Requirement	PR D0 – 90%	Requirement	PR D1 – 85%
360k	13%	14	8%
240k	11%	14	6%
120k	9%	14	5%
90k	8%	12	2%
60k	6%	12	1%
40k	4%	12	0%
Less than 40k	0%		0%

2. New Agency Executive coded on 1 June 2022 onwards only required to do 70% of the ACE & Cases to qualify for the bonus
3. 2nd year bonus only applicable for Traditional Products only.
4. Validation will be carried out from 1 Jan 2023 – 28 Feb 2023 to ensure all policies remains in-force until 28 Feb 2023
5. Persistency ratio is calculated as at 28 Feb 2023. Bonus payout is expected to be paid on 15 March 2023 – 31 March 2023

Production/Persistency Bonus

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Production Credit Calculation

1. All payment methods **EXCEPT DIRECT BILLING (CASH)**
2. Ad-hoc & regular top up premiums are **EXCLUDED**
3. Short pay products with payment term less than 10 years will be given 50% production credit.
4. No double counting between Caliph Group & FWD Contest

General Provisions

1. New business premiums which are found to be reduced or cancelled, within the contest period or within 6 months from the end of the contest period, shall be adjusted accordingly and subjected to claw back of prizes / commission, where applicable.
2. All cases with dishonoured cheques submitted but not replaced within the contest period will be automatically excluded.
3. Only new business premiums from new cases will be counted. Advanced premiums paid for old cases are excluded.
4. Only new business cases originally credited to a AE/AD will be counted. Transfer of cases from one AE/AD to another, will not be allowed at any stage.
5. AE/AD who are terminated for one reason or another during the contest period will automatically cease to participate in the contest.
6. Qualifiers who are terminated by the Company before the rewards are disbursed, will have their rewards forfeited.
7. Rewards won by qualifiers are strictly not transferable
8. The Company's decision on any matter concerning these rules is final.
9. The Company reserves the right to make any amendments to the existing rules & regulations, including its positioning, as and when deemed necessary.

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