



TBE Contest

1 Jan to 31 March 2021

Award :

**Full TBE costs refund
or RM80 (for industry recruit)**

Submit 2 cases, any product, any ACE, any term,
except DTC product within 2 weeks after contracted period

2021 TBE Incentives Contest

Contest Period : 1st Jan 2021 – 31st March 2021

Eligibility

All New Agency Executive contracted from 1st January 2021 to 31st March 2021.

Requirements

- The requirements and rewards for the 2021 TBE Incentives Contest are described in **Table 1**.

Table 1

Category	Type	Validation Period	No. of Cases Requirement	Reward
New Agency Executives	Fresh Recruit (Passed TBE)	2 Weeks from Agency Executive's contracted date	2 Cases	RM 80 TBE Fee Reimbursement
	Industry Recruit (Existing TBE)	2 Weeks from Agency Executive's contracted date	2 Cases	RM 80 TBE Fee Reimbursement
	Non-Industry Recruit (Existing TBE)	2 Weeks from Agency Executive's contracted date	2 Cases	RM 80 TBE Fee Reimbursement

- New Agency Executive refers to Agency Executive contracted with the company from 1st January 2021 – 31st March 2021.
 - ▶ Rejoined Agency Executive and Direct Appoint Agency Director are not counted as New Agency Executive.
 - ▶ **All new recruits from industry / non-industry contracted within contest period.**
 - ▶ **All new fresh recruits contracted within contest period will entitled to the reward.**
- Each New Agency Executive recruited will have **FULL** 2 weeks to qualify for the contest.
 - ▶ This is counted AFTER the contracted date.
 - ▶ Example are illustrated in **Table 2**.

2021 TBE Incentives Contest

Contest Period : 1st Jan 2021 – 31st March 2021

Table 2

Scenario	Description	Validation Period
1	New Agency Executive contracted on 15th Jan 2021	Validation period will be until 28th January 2021. • Full 2 weeks counted from 15th January 2021 – 28th January 2021

4. Further details on the reward payout and No of cases calculations are as follows:
 - ▶ All Product counted except DTC Product.
 - ▶ All short pay product with paying term less than 10 years is counted.
 - ▶ No ACE requirement for no of cases counted.
5. Further details on the validation requirements are as follows:
 - ▶ All cases must be submitted and paid within contest period. Only applications approved by 1 month after validation period will be counted.

General Provisions

1. Production and/case count for new business cases which are found to be reduced or cancelled within the contest period shall be adjust accordingly. If the reduction or cancellation happen after the end of the contest period, the adjustments shall take place in the period where such an event occurs. This will cause the ACE entitled will be recalculate accordingly and may affect qualification for incentives accordingly.
2. Similarly, any incidents of Replacement of Policy (ROP), lapsed, 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 agent will be counted.
4. Agent who are terminated for one reason or another during the contest period will automatically cease to participate in the contest.
5. Qualifier who are terminated by the Company before the rewards are disbursed, will have their rewards forfeited.

2021 TBE Incentives Contest

Contest Period : 1st Jan 2021 – 31st March 2021

6. Rewards won by qualifiers are not transferable.
7. **Incentive payout / cash in lieu (if any) will be credited to Agent's account 3 months after end of respective contest.**
8. Benefit in Kind
(BIK) Please be informed that the cost of reimbursement is taxable under the directive of the Inland Revenue Board (IRB)"