

Recruitment Booster Campaign

1 Jan to 31 March 2021



1

Cash Reward

RM1,500 for introducer
+
Tissot Watch for new recruit

For new agent achieving
RM50,000 ACE

2

Cash Reward

RM750 for introducer
+
Cerruti Watch for new recruit

For new agent achieving
RM30,000 ACE

3

Cash Reward

RM500 for introducer
+
Coach Watch for new recruit

For new agent achieving
RM20,000 ACE

2021 Recruitment Booster Campaign

Contest Period : 1st January 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 Recruitment Booster Campaign are described in **Table 1**.

Table 1

Category	Validation Period	ACE Requirement	New Agency Executive Cash Reward	Recruiter/Introducer Cash Reward
New Agency Executive	3 months from Agency Executive's contracted date	RM 20,000 ACE	RM 500	Brand COACH Watch
		RM 30,000 ACE	RM 750	Brand CERRUTI Watch
		RM 50,000 ACE	RM 1,500	Brand TISSOT Watch

- 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.
 - ▶ **No maximum limit on the reward entitled by the qualifiers.**
 - ▶ **All introducer from all rank will entitled to the introducer rewards.**
 - ▶ **All new agency executive contracted within contest period will entitled to the reward.**
- Each New Agency Executive recruited will have **FULL 3 months** to qualify for the contest.
 - ▶ This is counted from the month **AFTER** the contracted date.
 - ▶ The New Agency Executive's contracted month will be considered as a bonus month, where any requirements met within this period will be recognized and counted.
 - ▶ Example are illustrated in **Table 2**.

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

Table 2

Scenario	Description	Validation Period
1	New Agency Executive contracted on 15th January 2021	Validation period will be until 30th April 2021. <ul style="list-style-type: none"> ▶ 3 full months counted from 1st February 2021 – 30th April 2021 ▶ January 2021 is considered a bonus month; any requirement produced will still be recognized and counted for the contest.
2	New Agency Executive contracted on 24th March 2020	Validation period will be until 30th June 2021. <ul style="list-style-type: none"> ▶ 3 full months counted from 1st February 2021 – 30th June 2021 ▶ March 2021 is considered a bonus month; any requirement produced will still be recognized and counted for the contest.

4. Further details on the reward payout and ACE calculations are as follows :

- ▶ All ACE must be in forced within the **qualifying period from Agency Executive's contracted date**.
- ▶ All ACE captured is applied to **all products**.
- ▶ **Regular top-up** are given full ACE credit, but limited up to one time of the basic contribution. The balance of the Regular top-up contribution will be given 10% production credit.
- ▶ **Ad hoc top-up** will not be counted for ACE credited.
- ▶ All non-full pay products (less than 10 years policy paying term) will be pro-rated on a weighted basis as illustrated in **Table 3** :

Table 3

Policy Paying Term (years)	ACE	Calculation	Full ACE Counted
5	RM 20,000	$\frac{RM\ 20,000 \times 5}{10}$	RM 10,000
9	RM 50,000	$\frac{RM\ 50,000 \times 9}{10}$	RM 45,000

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- ▶ All full pay products (10 years and above policy paying term) will be counted 100% accordingly as illustrated in **Table 4** :

Table 4

Policy Paying Term (years)	ACE	Calculation	Full ACE Counted
10	RM 50,000	RM 50,000 x 100%	RM 50,000
15	RM 80,000	RM 80,000 x 100%	RM 80,000
≥ 20	RM 30,000	RM 30,000 x 100%	RM 30,000

- A Sample of the 2021 Recruitment Booster Campaign calculation is provided in **Table 5**.

Table 5

Scenario				
Each New Agency Executive A to E submit ACE as per table (based on 20 years paying term within qualifying validation period)				
Reward Calculation				
Introducer	New Agency Executive	ACE	New Agency Executive Cash Reward	Recruiter/ Introducer Cash Reward
Introducer A	A	RM 20,000	Brand Coach Watch	RM 500
	B	RM 30,000	Brand Cerruti Watch	RM 750
	C	RM 10,000	-	-
	D	RM 40,000	Brand Cerruti Watch	RM 750
	E	RM 50,000	Brand Tissot Watch	RM 1,500
Total	Total reward entitled by Introducer A			RM 2,750

- All ACE must be captured within the qualifying validation period. ACE are captured when the contributions are set-in force. (All cases must be submitted and paid within contest period. Only applications approved by 30th April 2021 will be included).

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

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.
6. Rewards won by qualifiers are not transferable.
7. **Double counted for others trip reward calculation. If qualifier entitle for Istanbul, Switzerland or Los Angeles, ACE credit for trip reward will not be deducted in order to qualify for Recruitment Booster Campaign.**
8. **Incentive payout / cash in lieu (if any) will be credited to Agent's account 3 months after end of respective contest.**