



Q4 2022 Bonus Contest

Productivity Bonus

1st October to 31st December 2022

Productivity Bonus

Contest Period : 1st October 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	Oct	Nov	Dec	Catch Up	Cash Rewards
1	1	1	1	5	RM 300.00
2	2	2	2	8	RM 600.00
3	3	3	3	11	RM 900.00
4	4	4	4	14	RM 1,200.00
5	5	5	5	17	RM 2,000.00

2. Minimum premium size RM2,400 and D0 persistency is 85%
3. Validation will be carried out from 1 Jan 2023 - 28 Feb 2023 to ensure all policies remains in-force until 28 Feb 2023
4. Persistency ratio is calculated as at 28 Feb 2023. Bonus payout is expected to be paid on 15 March 2023 - 31 March 2023

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

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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.