



**2021**

**Mini Convention Trip**

**Caliph Toppers**

**Istanbul / Turki**

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

**Double ACE Credit**

**From 1st Jan 2021 To 15th Jan 2021**

# 2021 Mini Convention Trip

## Caliph Toppers Istanbul / Turkey

Double (2x) ACE Credit From 1st Jan 2021 To 15th Jan 2021

### Eligibility

1. New Agency Executives / Agency Executives / Agency Directors are to participate based on rank as at 1st January 2021 as described in **Table 1**.
2. Each Agency Director eligible to participate for one category only, whichever has the highest value of reward, as illustrated in an example in **Table 1**.

Table 1

Rank	Category (Personal Sales)	Direct Unit Sales	Direct Unit + G1	Direct Unit + G1 + G2
New Agency Executives	Yes	-	-	-
Agency Executives	Yes	-	-	-
Agency Director	Yes	Yes	Yes	Yes

### Requirements

1. The requirements for the 2021 Mini Convention Trip - Caliph Toppers Istanbul are described in **Table 2**.

Table 2

Category	Requirements	ACE Requirements	Cases	Rewards Entitlement
Personal Sales	1st Jan 2021 – 31st Mar 2021	RM 78,000	8	One Ticket
Direct Unit + G1	1st Jan 2021 – 31st Mar 2021	RM 158,000	-	One Ticket
Direct Unit + G1 + G2	1st Jan 2021 – 31st Mar 2021	RM 250,000	-	One Ticket

2. Further details on the reward and ACE calculations are as follows:
  - ▶ All ACE must be in forced within the qualifying period.
  - ▶ All non-full pay products Traditional or Investment Link Product (less than 10 years policy paying term) will be 50% credited as illustrated in **Table 3**.

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Table 3

Policy Paying Term (years)	ACE (before prorate)	Calculation	Prorated ACE counted
10 years pay	RM 6,000	RM 6,000 x 100%	RM 6,000
5 years pay	RM 10,000	RM 10,000 x 50%	RM 5,000

- Further details on 2021 Mini Convention Trip - Caliph Toppers Istanbul ACE calculation :
  - All ACE must be captured within the contest 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).
- For Agency Directors who qualify under Personal Sales and Group category, will only be rewarded for ONE category only, whichever brings the highest reward value.
- Agent hierarchy is based as at the Contest Commencement Date & Fixed across up to the contest End Date.
- Minimum 20 qualifiers to form the trip, otherwise qualifier may opt to Cash in Lieu.
- Maximum 2 tickets per qualifier.
- No double counted for others trip reward calculation. To qualify trip Switzerland & LA, qualifier must produce another ACE production required as illustrated in **Table 4** :

Table 4

Category	ACE Achieved from (1st Jan – 31st Mar)	ACE Achieved from (1st Jan – 30th Jun)	ACE Achieved from (24th Dec 2020 – 30th Nov 2021)	Reward Entitlement
Personal Sales	90,000	160,000	300,000	One Ticket Istanbul only
	80,000	200,000	360,000	One Ticket Istanbul & One Ticket Switzerland Only
DG + GI	160,000	500,000	2,000,000	One Ticket Istanbul OR One Ticket Switzerland And 2 Tickets Economy Class Los Angeles OR One Ticket Business Class Los Angeles

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9. All product entitles for Double (2x) ACE credit but exclude Short Paying (less than 10 years) term product as illustrated in **Table 5** :

Table 5

Product	Paying Term	ACE (RM)	ACE Entitlement for 2x Credit
Invest First	5 years paying term	10,000	No
	10 years paying term	12,000	Yes
Future First	5 Years Term	2,000	No
	15 Years Term	3,000	Yes

10. DTC Product not counted for this contest.

### Production Credit Calculation

- "ACE" refers to all annualized regular contributions.
- Regular top-up is given 100% 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. Refer illustration as per table 6:
- The total 10% excess of Regular Top-up and Ad-hoc Top-up will be subjected to a maximum cap of 20% of the required ACE. Illustration calculation as per **table 6** :

Table 6

Category	Maximum 20% ACE Required	Product	ACE	ACE Qualifying Calculation	Maximum ACE Qualifying to be Counted
Personal Sales	RM 78,000 x 20% = RM 15,600  <b>Maximum Qualifying Amount is RM 15,600</b>	Invest First	Basic Contribution RM 5,000	RM 5,000 = RM 5,000	RM 5,000
			Regular Top-up RM 20,000	1st RM 5,000 = RM5,000 Bal RM 15,000 @ 10% = RM 1,500	RM 5,000 RM 1,500
			Ad Hoc Top-up RM 200,000	RM 200,000 x 10% = RM20,000	RM 14,100
				RM 31,500	<b>RM 25,600</b>

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Category	Maximum 20% ACE Required	Product	ACE	ACE Qualifying Calculation	Maximum ACE Qualifying to be Counted
Direct Unit + G1	RM158,000 x20% = RM 31,600	Invest First	<b>Agent A</b>		
			Basic Contribution RM 5,000	RM 5,000 = RM 5,000	RM5,000
OR	<b>Maximum Qualifying Amount is RM 31,600</b>				
			Regular Top-up RM 20,000	1st RM 5,000 = RM5,000 Bal RM 15,000 @ 10% = RM 1,500	RM5,000 <b>RM1,500</b>
Direct Unit + G1+G2					
			Ad Hoc Top-up RM 500,000	RM 500,000 x 10% = RM50,000	<b>RM 30,100</b>
				RM 31,500	<b>RM 41,600</b>
<b>Agent B</b>					
			Basic Contribution RM 2,000	RM 2,000 = RM 2,000	RM2,000
			Regular Top-up RM 20,000	1st RM 2,000 = RM2,000 Bal RM 18,000@10% = RM 1,800	RM 2,000 <b>Nil</b>
				RM 5,800	<b>RM 4,000</b>
<b>Agent C</b>					
			Basic Contribution RM 8,000	RM 8,000 = RM 8,000	RM 8,000
			Regular Top-up RM 30,000	1st RM 8,000 = RM8,000 Bal RM 22,000@10% = RM 2,200	RM 8,000 <b>Nil</b>
				RM 18,200	<b>RM 16,000</b>

- Short paying term applied to all products with payment (less than 10 years) will be given 50% production credit.

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### General Provisions

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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 no of cases entitled will be recalculate accordingly and may affect qualification for incentives accordingly.
2. Similarly, any incidents of Replacement of Policy (ROP), cancellation from Inception (CFI) or Free Look Cancellation (FLC) and Lapsed cases, 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.
3. Agent who are terminated for one reason or another during the contest period will automatically cease to participate in the contest.
4. Qualifier who are terminated by the Company before the rewards are disbursed, will have their rewards forfeited.
5. Rewards won by qualifiers are not transferable.
6. Incentive payout / cash in lieu (if any) will be credited to Agent's account 3 months after end of respective contest.
7. Benefit in Kind (BIK)  
Please be informed that the cost of the tour package (in the event of your participation in the convention) is taxable under the directive of the Inland Revenue Board (IRB)".