



Q4 2022 Bonus Contest

Recruitment Super Booster

1st October to 31st December 2022

Recruitment Super Booster

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

Eligibility of Participation & Reward

- Agency Executive & Agency Director are to participate based on rank as at 30 Sept 2022

Requirements

- All cases must be submitted & approved within contest period.

| ACE Requirements | Non CP/CPE | CP/CPE |
|------------------|------------------------|------------------------|
| | Recruiter Cash Rewards | Recruiter Cash Rewards |
| 25,000 | RM 700.00 | RM 1,500.00 |
| 40,000 | RM 1,500.00 | RM 3,000.00 |
| 60,000 | RM 2,000.00 | RM 4,000.00 |
| 80,000 | RM 3,000.00 | RM 6,000.00 |

- Validation will be done from 1 March 2023 until 31 May 2023. Payout is expected to be on 15 June 2023 - 30 June 2023
- D0 persistency for newly recruited AE is 90% by 15 June 2023
- New Agency Executive refers to Agency Executive contracted with the company from 1 Oct 2022 to 31 Dec 2022
 - 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.
 - If the direct leader is the also recruiter, he / she will be entitled for both introducer and recruiter cash rewards.
- Recruiter 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.

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Production Credit Calculation

1. All payment methods **EXCEPT DIRECT BILLING (CASH)**
2. Ad-hoc & regular top up premiums are given full ACE credit, but limited up to one time of the regular premium portion. Excess will be excluded. Ad-hoc/single plan is 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.