



Terms & Conditions for Q4 Top Rankers for Introducing GI – For 2018 Star Club Qualifiers

1. This campaign is for the Financial Consultants
2. GI is defined as: any successful introduced sale for car (comprehensive & TPFT) and annual travel policies (single, family & group) with DirectAsia.
3. To be eligible for this campaign, FCs must have:
 - Minimum 10 DirectAsia general insurance new business case counts by 31st Dec 2018
 - Confirmed to be a QCE Qualifier by 31st Dec 2018

Prizes are awarded to the top 25 rankers with the highest GI case counts, after FC has qualified QCE.

4. Double qualification is allowed for this event. Ex: Winners from “Weekly Top Rankers Incentive” are allowed to win prizes from the “Q4 Top Rankers for GI”. Vice versa.
5. Failure to achieve criteria for either GI or being a QCE qualifier by 31st December 2018, will void FC’s eligibility
6. CFI (Cancelled from Inception) cases for Direct Asia & Prudential will be excluded for computation. In the event of cancellation within 6 months, prizes will be clawed back
7. Winners will be notified at Prudential Flying Start 2019.
8. Should there be occurrence of similar rankings and case counts, affected FCs will be differentiated by a point system

Aggregation of total points from all products successful introduced will be used to determine in individual rankings

Ex: FC Alan has 4 case counts (1 car comprehensive, 3 Travel Family) Total Points: 10 points

FC Bernard has 4 case counts (3 car comprehensive, 1 Travel Single) Total Points: 13 points

FC Claire has 4 case counts (4 Travel Family): 8 points

In this perspective, ranking is determined and finalized as, 1st place: FC Bernard, 2nd place: FC Alan and 3rd place: FC Claire

Products	Points
Car Comp	4
Car TPFT	3
Travel Family	2
Travel Single	1

9. Staff & personal policies are excluded in calculation for these campaigns.
10. Winners whom have resigned, terminated or serving notice from employment before 2019 convention travel dates will not receive any form of cash/encashment.
11. In the event of dispute(s), the interpretation of the T&Cs by Direct Asia & Prudential Steering Committee shall be final.