

INCENTIVE TRIP 1 GUANGZHOU, CHINA  
CHALLENGE TRIP LOS ANGELES, USA  
INCENTIVE TRIP 2 TOKYO, JAPAN

# HOLLYWOOD

BEVERLY HILLS

# 23

CAMPAIGN PERIOD  
28 DEC 2010 to 27 DEC 2011

NATIONAL SALES CONVENTION  
ANNUAL AWARDS & NITE 2012



**PUBLIC MUTUAL**  
(2349-A)  
WHOLLY-OWNED SUBSIDIARY OF PUBLIC BANK

# National Sales Convention (NSC) & 2012 Trips Quotas

TRIPS QUALIFICATION		NSC	AAN	PERSONAL NET NSC POINTS
Incentive Trip 1 Guangzhou, China (4D/3N)	1 Ticket	1 ticket	1 ticket	900,000 – 1,499,999.99
	1 ticket + cash RM3,000	1 ticket	1 ticket	2,100,000 – 2,874,999.99*
Incentive Trip 2 Tokyo, Japan (5D/3N)	1 Ticket	1 ticket	1 ticket	1,500,000 – 2,099,999.99
	1 ticket + cash RM2,000	1 ticket	1 ticket	2,100,000 – 2,874,999.99*
Challenge Trip Los Angeles, USA (9D/6N)	1 ticket	1 ticket	1 ticket	2,875,000 – 3,899,999.99
	1 ticket + cash RM3,000	1 ticket	1 ticket	3,900,000 – 5,599,999.99
	1 ticket + cash RM7,500	1 ticket	1 ticket	5,600,000 and above

\* Qualifiers who achieve this tier will get the opportunity to choose either to participate in Incentive Trip 1 or Incentive Trip 2 and its respective cash rewards. Qualifiers will not be reimbursed the cost difference between the two trip packages, if any.

# Terms and Conditions for Calculation of the Net NSC Points

- Only sales into equity and balanced funds of Public Series of Funds and Public Series of Shariah-based Funds can qualify for NSC points
- Sales must be **submitted and processed** by Head Office from **28 December 2010 to 27 December 2011**
- RM 1 of Qualified Cash/EPF Sales = 1 NSC Points
- Excluded from this contest
  - a. Sales of low-load units (MM / Bonds)
  - b. Sales under pink form
  - c. Switching sales **other than** from low-load units of bond and money market funds into equity/balanced funds
  - d. Sales of downlines equalised before or as at 1 January 2011
  - e. Sales transferred in during the contest period into UTC's PS or GS

**Please refer to the 23<sup>rd</sup> NATIONAL SALES CONVENTION ANNUAL AWARDSNITE 2012 booklet for further details**

# Terms and Conditions for Calculation of the Net NSC Points

- Net NSC Points = Qualified NSC Points – (Redemption above approved redemption limit)
- Approved Redemption Limit is 25% of NAV as at 1 Jan 2011

UTC	NAV (As at 1 Jan 2011)	Redemption Limit	Redemption Value	Redeemed Value in excess of the approved limit	NSC Qualified Points	Net NSC Points
A	8 mil	8 mil x 25% = 2 mil	3 mil	3 mil – 2 mil = 1 mil	5 mil	5 mil – 1 mil = 4 mil
B	0 mil	0 mil x 25% = 0 mil	1 mil	1 mil – 0 mil = 1 mil	3 mil	3 mil – 1 mil = 2 mil
C	5 mil	5 mil x 25% = 1.25 mil	1 mil	0 mil (Redemption Value is less than Redemption Limit)	4 mil	4 mil – 0 mil = 4 mil

# NSC TRIPS REFUNDS & TRANSFERS

- Please refer to the 23<sup>rd</sup> NATIONAL SALES CONVENTION ANNUAL AWARDS NITE 2012 booklet for details

# Annual Awards Night 2012

To recognise the achievements of Top Achievers in year 2011 in their respective categories during Annual Awards Nite 2012.

All award winners must also be qualifiers for NSC.

UTCs can compete in more than one category.

Some categories may not be competed more than once.

Campaign period is from 28 December 2010 to 27 December 2011. Cumulative sales must be submitted and processed by HO by 27 December 2011.

Please refer to the NSC booklet for details and the Terms and Conditions.

# Categories of Awards

CATEGORY	SALES	MINIMUM CRITERIA	APPROVED REDEMPTION LIMIT
Top UTC – Personal Producer	PS (exclude CS)	Min. 50 unique investors	25%
Top UTC – Group Agency Manager	GS (exclude CS)	-	25%
Top UTC – Agency Manager	GS (exclude CS)	-	25%
Top UTC – Agency Supervisor	GS (exclude CS)	-	25%
Top New UTC	PS (exclude CS)	Min. 30 unique investors	25%
Top UTC – Corporate Sales Producer	CS from PS only	a) Min. corporate sales of RM10M b) Min. of 3 unique corporate clients, each with min. sales of RM500K	25%
Top UTC – EPF Personal Producer	EPF – PS	Min. 50 unique investors	n/a
Top New UTC – EPF Personal Producer	EPF – PS	Min. 30 unique investors	n/a
Top Recruiter	PS (include CS)	Min. 5 qualified new recruits with minimum PS of RM50K and a min. of 5 unique investors each	n/a

PS - Personal Sales, GS – Group Sales, CS – Corporate Sales (For more information of the definitions above, please refer to the NC booklet)

# Annual Awards Night 2012

Example : Computation of Net Qualified Sales

Agency Manager Category

UTC	GS NAV (As at 1 Jan 2011)	Redemption Limit	Redemption Value	Redeemed Value in excess of the approved limit	NSC Qualified Points	Net NSC Points
A	<b>RM43 mil</b>	RM 43mil x 25% <u>= RM10.75 mil</u>	<b>RM16 mil</b>	RM16 mil – RM10.75 mil = <u>RM5.25 mil</u>	<b>RM30 mil</b>	RM30 mil – RM5.25 mil = <u>RM24.75 mil</u>
B	<b>RM0 mil</b>	RM0 mil x 25% = <u>RM 0 mil</u>	<b>RM2.5 mil</b>	RM2.5 mil – 0 = <u>RM2.5 mil</u>	<b>RM20 mil</b>	RM20 mil – RM2.5 mil = <u>RM17.5 mil</u>
C	<b>RM20 mil</b>	RM20 mil x 25% <u>= RM5 mil</u>	<b>RM2 mil</b>	RM0 (Redemption Value is less than Redemption Limit)	<b>RM20 mil</b>	RM20 mil – RM0 = <u>RM20 mil</u>



Reach For The

# TOP

NEW  
**UTC**  
CAMPAIGN  
2011



**PUBLIC MUTUAL**  
(23479-A)

WHOLLY-OWNED SUBSIDIARY OF PUBLIC BANK

# Special Incentives for New UTC

## Part A : Training and Cash Incentive

Achieve the set sales targets below within 6 months from your joining date and be rewarded accordingly

Personal Sales	Rewards
RM40,000 – RM69,999	Training vouchers worth RM340.00
RM70,000 – RM99,999	Training vouchers worth RM340.00 + Cash RM100
RM100,000 and above	Training vouchers worth RM340.00 + Cash RM200

- Vouchers are not transferable and valid for 1 year from the month you qualified
- Your joining date can be found in your Agent Appointment Letter
- Sales must be submitted and processed by the Head Office within 6 months starting from the Date of Joining
- Campaign period : 1 January 2011 to 31 December 2011

# Special Incentives for New UTC

## Part B : Qualify for Incentive Trip 1 with a lower quota

Achieve a minimum Net NSC Points of 700,000 points to qualify for Guangzhou, China

\* You are given a 2<sup>nd</sup> chance to qualify in 2012 if you don't qualify in 2011

Year	Example 1	Example 2
2011 (Year 1) Year of Joining	Not qualified (23 <sup>rd</sup> NSC /AAN 2012)	Qualified (23 <sup>rd</sup> NSC /AAN 2012)
Year 2012 (Year 2)	One more chance to qualify at reduced NSC requirement (24 <sup>th</sup> NSC / AAN 2012)	To qualify based on normal NSC points requirement (24 <sup>th</sup> NSC/AAN 2012)

HOLLYWOOD

**KICK START**

C A M P A I G N 2011

Accelerate your trip qualification with bonus NSC points



CAMPAIGN PERIOD  
28 DECEMBER 2010  
- 29 APRIL 2011\*\*



**PUBLIC MUTUAL**  
(2349-A)

WHOLLY-OWNED SUBSIDIARY OF PUBLIC BANK

# KICK START CAMPAIGN 2011

Earn additional NSC qualifying points and accelerate your trip qualification by

1. Bringing in sales within the campaign period from 28 December 2010 to 29 April 2011 and receive additional 25% NSC Qualifying Points
2. Meet the quota set below within the campaign period and receive BONUS NSC qualifying points as stated below

TYPE OF SALES	QUALIFIED PERSONAL SALES QUOTA * (RM)	ADDITIONAL NSC QUALIFYING POINTS	BONUS NSC QUALIFYING POINTS
Qualified EPF and Cash Sales	< 200,000	+ 25% extra	NIL
	200,000 – 399,999	+ 25% extra	+ 50,000
	400,000 – 599,999	+ 25% extra	+ 120,000
	600,000 and above	+ 25% extra	+ 200,000

Sales must be **submitted** from **28 December 2010 – 29 April 2011**, and **processed by 31 May 2011**

# KICK START CAMPAIGN 2011

Sales must be submitted from 28 December 2010 – 29 April 2011, and processed by 31 May 2011

The sum of Additional NSC Qualifying Points + Bonus NSC Qualifying Points awarded are subject to a maximum of **500,000 points** only

UTC	TOTAL QUALIFIED SALES FROM 28 DEC 2010 TO 29 APRIL 2011 [A]	ADDITIONAL NSC QUALIFYING POINTS [B]	BONUS NSC QUALIFYING POINTS [C]	TOTAL ADD + BONUS POINTS ALLOWED [B+C]	TOTAL NSC QUALIFYING POINTS [A+B+C]
A	150,000	$150,000 \times 25\% = 37,500$	0	0	187,500
B	450,000	$450,000 \times 25\% = 112,500$	120,000	232,500	682,500
C	1,000,000	$1,000,000 \times 25\% = 250,000$	200,000	450,000	1,450,000
D	1,500,000	$1,500,000 \times 25\% = 375,000$	200,000	<b>500,000</b>	2,000,000

# PROMOTION

## PROMOTION FROM AGENCY MANAGER TO GROUP AGENCY MANAGER

		Regular Promotion	Optional Promotion
Designation		Group Agency Manager	Senior Career Manager
Sales Quota	PS	RM2,500,000	RM22,000,000
	PSNAV	-	RM16,500,000
	GS	RM18,000,000	-
Minimum Duration		24 months	24 months
Downlines for Promotion		8 UTCs, 4 AS	Nil
Rolling Period		48 months	60 months
Maintenance Quota at GAM/SCM level	PS	RM200,000	RM3,000,000
	TS	RM1,000,000	-
	Recruitment	2	-
	PSNAV	-	RM16,500,000
Min. no of ACTIVE unitholders		-	200

# HIGHLIGHTS

- For NSC Qualifications, Promotions, New UTC Campaign and other incentives, only sales into equity and balanced funds of Public Series of Funds and Public Series of Shariah-based Funds or switching from low-loaded funds into equity or balanced funds will be taken into account.
- Each Campaigns / Incentives has its own campaign period . You are to refer to the relevant booklets for further details and the Terms and Conditions.
- UTCs are advised to refer to relevant Campaign booklets, UTConnect, respective branches or to call Agent Services hotline for details and Terms and Conditions .

# HIGHLIGHTS

Sales cut-off dates usually fall on the last business day of the month. However cut-off dates are scheduled earlier for the months of

**January**  
**August**

**March**  
**September**

**June**  
**December**

## Example of cut-off and submission dates

<b>Month</b>	<b>Cut-off Dates</b>	<b>Sales submission dateline</b>
April 2011	29 April 2011	25 April 2011
June 2011*	27 June 2011	21 June 2011

\* The cut-off dates are for illustration purposes. It may differ from the actual dates. Consultants are advised to confirm the actual sales cut-off dates from Agent Services, their respective branches or from UTC Connect.

# HIGHLIGHTS

- Brainstorming sessions are conducted on Mondays from 10 am till 12 pm at the Training Centre Cheras
- Please refer to the file given for relevant info on brainstorming and training dates
- Sales cut off dates are also given in the file