



Survey Form for Members and Field Force (会员及 field force 意见调查表)

To: All Members and Field Force (全体会员及 field force):

As GE Management often question whether the suggestions given from both the Associations are representative, in order to obtain a more accurate viewpoint from everyone, please complete this Survey Form. Please return this Survey Form from 12 Oct to 28 Oct 2011 to GELFAAM branches. Gelfaam branches will then distribute the findings to the respective Great Eastern's BDM/BDE.

Thank you.

由于 GE 管理层经常质疑两个公会领袖所表达意见的代表性，为了要真正正确的反映大家的看法，请协助完成这份“意见调查表”，并于 10 月 28 日之前交到 GELFAAM 分会，然后再由分会的主席与秘书面呈 GE 各地分行的 BDM / BDE.

谢谢合作。

1) Areas surveyed (Please ✓ as appropriate) 调查事项：请打 ✓ 来表示所要选择的

		Yes 是	No 不
1.	Do you agree for GE to continue its implementation of ROP? 你是否同意 GE 继续执行 ROP 措施? -----	()	()
2.	For ILP policy, should the Premium Holiday affect Persistency Ratio (PR) calculation? 基于 ILP 保单有 Premium Holiday, 因此此保单是否适宜计算续保率 (PR)? -----	()	()
3.	Do you agree Supremacy Point to be used as basis for Supremacy Awards? 你是否同意用 Supremacy Point 来获取海外旅游奖? -----	()	()
4.	Do you agree GE to adopt "one contract"? 你是否同意 GE 只实施一个代理合约? -----	()	()
5.	Do you support both the Associations in negotiating "one contract" to replace the "D" and Builder Contract? 你是否同意授权由两个公会与 GE 协商以制订一项新的代理合约来取代 D 与 Builder 合约? -----	()	()
6.	Do you think the Company and field force are business partners? 你是否认为公司与代理之间是生意上的伙伴关系? -----	()	()
7.	Do you think the Company's implementation of Centralised Phone System that replaces direct communication with GE branches is a better idea? 你是否认为公司推行的电话中央系统化用来取代代理员直接用电话联络分行是一项更好的方法? -----	()	()
8.	Are you satisfied with the Company's products? 你满意公司的产品吗? -----	()	()
9.	Are you satisfied with GE's Supremacy Awards overseas trip arrangement? 你满意 GE 对海外旅游奖的安排吗? (包括旅费价值) -----	()	()
10.	Do you agree with the way GE had implemented requirements of quota conditions on ILP products and penalise those who fail to meet the requirements? 你是否同意公司为了鼓励代理销售更多的 ILP 产品而在 Quota 上加入限制条件, 若不达标, 将被视为不合格者? -----	()	()
11.	Do you feel the use of moon cake these many years as incentive is a good approach? 你是否认为多年来用月饼做奖励品是项好方式? -----	()	()

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