



**GREAT EASTERN LIFE FIELD FORCE AND AGENTS
ASSOCIATION MALAYSIA (1980) (GELFAAM)
3442/83 (SELANGOR)**

4 March 2011

(For internal circulation to GELFAAM members only)

To all GELFAAM Members
Malaysia

Dear Member

Re: 5% Overriding Commission on CAB and HB Premium

The long tussle between both Associations and Great Eastern on the 5% overriding commission on CAB and HB premium for the 7 years i.e. from 1997 to 2003 has achieved a certain milestone. The Company has agreed and paid the outstanding commission as per your 'C' contract based on the 2004 production. This overriding commission has been credited to your individual accounts end of February 2011.

This piece of information will certainly bring smiles to many of you and we at GELFAAM equally rejoice on the occurrence of this event. However, we are still pursuing matters that have not been finalized with regards the above commission payout, such as the interest that we have requested on the sum and that the calculations should be based on the production from 1997 to 2003. We will keep you informed on the outcome.

The matters with regards the removal of Clause 18, Takaful agency contract and others are still pending. Discussions are still underway as there are still many issues that need to be clarified before any conclusion can be made.

The key issues on Takaful contract matters include:

- Termination without reason
- CBT by subordinate impact clawback on upline
- Issuing of superceding circulars
- PR promotion/termination
- ROP issues ??

GELFAAM feels that further discussions need to be held with management for fine tuning of the Takaful contract before we give the go ahead. We request all members to be patient and wait for our green light.

With your strong support we have achieved success in our negotiations with the company. We will cross the other hurdles with your support and backing which we look forward to.

Regards.

Yours sincerely

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MICHAEL K.M. CHIN
PRESIDENT
GELFAAM