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Ref : MXM/MEMO/12.02.2011/MRKT2011-0001
Date : February 12, 2011
Attn. : MXM Agents/ Branches / Service Centres / MXM Agency Stations
C.C. : Sam Tang – General Manager
Ho Chai Lee – Assistant General Manager
All HODs

RE : **MXM SUPREMA i-SERIES MEMBERSHIP PROGRAM**

The management is pleased to announce that in this New Year of 2011, we have designed a series of AGENCY SALES FORCE program for our valued AGENTS to ENJOY higher personal commission in the year of rabbit. The new program is none other than:

“MXM Suprema i-Series MEMBERSHIP Program”

At a Glance of the Uniqueness of MXM Suprema i-Series:

- 1. Enhanced** benefits: Suprema 500i & Suprema 350i
 - 2. Additional** Takaful Insurance Underwriter to cater our members' needs
 - 3. Flexible** Payment Option: Flexi Payment Plan (FPP)
 - 4. Even Lower Price:** Family Rate
 - 5. Flexibility** to become MXM Agent
 - 6. Star Reward 1-3-5**
 - 7. Enhanced** Personal Commission
 - 8. Additional** Points for Promotion & Maintenance System.
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- 1. Enhance Benefits: Suprema 500i & Suprema 350i**
 - a) The Comprehensive Health Screening will be upgraded from 45 to 52 tests.
 - b) Comprehensive health screening for all i-Series Membership Program will be upgraded from 2 yearly to yearly - till members reach the age of 80 years old.
 - c) Members join under the EPP or Full Payment for 24 months & 12 Months (Individual or Family Program) will get a FREE* Blood Pressure Machine.

* Blood Pressure Machine is a seasonal promotion and it will end on 8th March 2011 and only 1 (One) adult will be entitled for the Blood Pressure Machine for each family Program.
 - 2. Additional Takaful Insurance Underwriter to cater our members' Needs**

Members will have the option to select the below insurance underwriters arranged exclusively by Pathlab Health Management (M) Sdn. Bhd. for both Suprema 500i & Suprema 350i.

 - a) Suprema (The Pacific Insurance Berhad)**
 - b) Suprema Ikhlas (Takaful Ikhlas Sdn. Bhd.)**

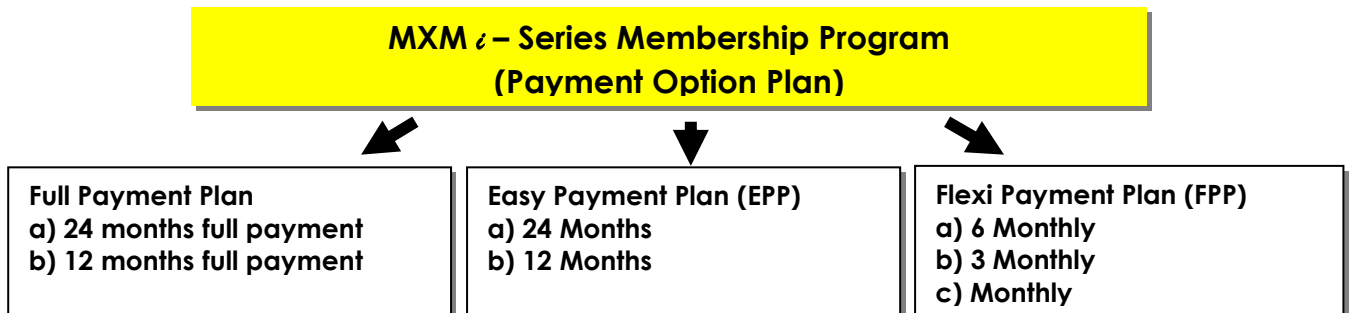
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Note:

- i) New submissions for Suprema 500 & Suprema 350 will cease effective 8th March 2011 except for renewal cases.
- ii) Existing members are welcome to upgrade their membership to ϵ – Series Program.

3. New Payment Option: Flexi Payment Plan (FPP)

Please refer to the chart below for various payment options made available for the convenient of our members:

**Flexi Payment Plan (FPP)**

- (a) Members are required to provide the credit or debit card information in order to process the subsequent payments.
- (b) Monthly Payment: Members are required to make 3 months membership fees in advance and the subsequent monthly payment will start effective from 4th month onwards.

4. Even Lower Price: Family Rate

(a) A flexible and affordable "Family rate" is offered not only to a group of **family members** but to **individual** as well as **junior**.

- (b) Rename of existing membership package:
 - Principal => Individual Package
 - Supplementary => Family Package
 - Junior => Junior Package (remain unchanged)

(c) Entitlement to enjoy the family rate are as below: -

- i) Min 1 adult (Suprema 500i / Suprema 350i) + 1 Xtra Program
- ii) Min 1 adult (Suprema 500i / Suprema 350i) + 1 adult / Junior (Suprema 500i / Suprema 350i)
- iii) 1 existing MXM Member + 1 or more adult / Junior (Suprema 500i / Suprema 350i)

5. Flexibility to become a MXM Agent

(a) All new & existing agents who join under family rate are also allowed to sign up as MXM agent.

(b) MXM Agency Fee

Program Payment Type	Agency Fee
Full Payment / EPP (24 Months)	RM200 (Every 2 years)
Full Payment / EPP (12 Months)	RM100 (Every Year)
FPP (6 Months)	
FPP (3 Months)	
FPP (Monthly)	

Cont...3/-

6. Star Reward

In accordance with our new Suprema ϵ – Series Membership Program, we are renaming our Reward 1-3-5 to Star Reward, which consist of 3 categories: 1-Star, 3-Star and 5- Star.

Remarks: Submission of FPP 3 Monthly & Monthly Payment is also entitled for Star Reward Points.

Points accumulation for Star Reward is based on the below:

Payment Option	Suprema 500 ϵ & 350 ϵ			Xtra Program (Silver/Gold/Platinum/Diamond)
	Individual	Family	Junior	
24 Months (Easy Payment Plan / Full Payment)	3	2	0.5	1
12 Months (Easy Payment Plan / Full Payment)	1.5	1	0.25	0.5
6 Monthly (Flexi Payment Plan)	1	0.75	0.175	0.35
3 Monthly / Monthly (Flexi Payment Plan)	0.75	0.5	0.125	0.25

7. Enhanced Personal Commission

- Get an irresistible Personal Commission of up to RM1, 000 when you successfully signed-up a Suprema 500 ϵ -Series Program & up to RM 150 for Xtra Silver Program.
- Full commission regardless of whether your member signs up as MXM agent.
- Pairing Bonus, National Bonus and Family Fund will not be applicable for all Suprema ϵ – Series Program.

Please refer to our MXM Suprema ϵ -Series product leaflet & MXM Cash Reward Program Leaflet for more details and its terms and conditions.

8. Additional Points for Status Promotion & Maintenance System.

In Suprema ϵ -Series Program, Agent will also be entitled for additional Points under Status Promotion and Maintenance Points System.

Below is the comparison table between the existing SUPREMA 500 & 350 & SUPREMA 500 ϵ & 350 ϵ for the Status Promotion & Maintenance Points System.

Existing SUPREMA 500 & 350 Status Promotion & Maintenance Points System (OLD)			
Promotion & Maintenance Points	Principal	Supplementary	Junior
	2	1	0.5

NEW SUPREMA 500 ϵ & 350 ϵ Status Promotion & Maintenance Points System (NEW)			
Promotion & Maintenance Points	Individual	Family	Junior
	3	2	0.5

For more details as well as the terms and conditions pertaining to Suprema ϵ -Series Program, kindly refer to MXM's website: www.mxm.com.my. Suprema ϵ -Series product leaflet & MXM Cash Reward Program Leaflet will be uploaded in our website.

So, hurry in your recruits to earn your New Year prosperity benefits! Should you have further enquiries, please do not hesitate to contact our Agency Sales & Marketing Department at 03-77212981/ 987 as we continue to assure you of our best services at all times.

MXM...Making Dreams Come True!

Marketing Department