# How to Pay Best Practices

Leaders Call Oct 20, 2021

By #CoachBobet BobetPrudente.com

# **#CoachBobet Prudente**

- Senior Marketing Director International Marketing Group (IMG) Associate Financial Planner **Registered Financial Planners Philippines** Certified Global Financial Advisor Association of Certified Global Professionals. Licensed Life Underwriter Licensed by Insurance Commission and Manila Bankers Life □ "Iskolar ng Bayan", BS Math 30+ years senior management Core Competence Software development **Business Intelligence Service Management Call Center Operations** □ Admin for Facebook groups and pages Kaiser/IMG Talk, Kaiser/IMG Knowlegebase IMG Members Group: Kaiser/IMG Talk
  - Financial educator, planner, adviser, speaker and author





https://bit.ly/coachbobet-bio

#### TIPS

#### (Tipid, Ipon, Palago, Saya) Pampayaman 101

Kaya mo bang



# T.I.P.S.

(Tipid, Ipon, Palago, Saya) Pampayaman 101

Bobet & Mary Ann Prudente Financial Educators, Planners

"Bobet and Mary Ann are on fire! They're on a mission: To prosper you. It's high time to make the change Read this book and find out how."

> Bo Sanchez Best-selling Author

How to Grow Rich Slowly But Surely

https://bit.ly/tips-lazada

## Disclaimer

This material is from #CoachBobet, and all information contained in it is based on his understanding of IMG procedures and practices as expressed in meetings and published materials.

□ The views and opinions expressed here by #CoachBobet are his alone, and do not necessarily reflect the official policy or position or procedure of IMG or any team / hierarchy in IMG.

Materials, especially screen shots are time sensitive. Some materials may no longer be updated and reflect situations and conditions at the time they are viewed.

# **The Happiness Formula** + GRATITUDE + GRACE + GENEROSITY - MISTAKES - MISERY / ANGER HAPPINESS

HAPPINESS IS A MATHEMATICAL PROBLEM.

If you can increase the + (PLUS)
 And decrease the - (MINUS)

Your happiness will grow! If the MINUSes are bigger than the PLUSes, you will lose!

## Best practice

From Wikipedia, the free encyclopedia

A **best practice** is a method or technique that has been generally accepted as superior to any alternatives because it produces results that are superior to those achieved by other means or because it has become a standard way of doing things, e.g., a standard way of complying with legal or ethical requirements.

# In the beginning...

Customers pay via bank deposits, remittances
 Customers submits proof of payment

- Encode bank details, reference numbers
- Takes picture of proof of payment
- Upload images

U Verifier

- Manually downloads images, matches encoded details
- Manually confirm details with bank transactions
- Manually ensure no duplication
- Manually submit to accounting for posting
- Etc

 $\square$  Accounting ( with IMG then to provider )

Manually post

#### Error prone ba ang mga steps na iyan?

# **Community Quarantine 2020**

Mar 08, 2020 Philippine Public HealthEmergency
 Mar 14, 2020 Community Quarantine Manila
 Mar 17, 2020 ECQ for Luzon
 Global lockdown

□ Consequences

- Public transport suspended
- Mass grathering prohibited
- Skeletal workforce, social distancing
- Essential services only

#### Consequences for IMG, Kaiser

- Horrendous backlog!
- Unhappy customers!
- Magdagdag ng support! (impossible with skeletal workforce and social distancing)

Enjoy this latest Addition to our long list of Membership Benefits! Exclusive Perks Benefits from Our New Partner - Palawan Express Pera Padala! D Indox ×	and	
IMG-Corp noreply@img-corp.net <u>via</u> emails.ph Thu, Feb 27, 202 to me ▼	), 2:59 /	۹M
Good news, IMG Members! Our mission to reach every Filipino in the country is now getting more accessible and simple because one money remittance services is now our partner, the *PALAWAN EXPRESS Pera Padala*!	of the o	cour
Transact Your Payment Now In Any Palawan Express Pera Padala Branch And Enjoy The Perks And Benefits Of This Partnership > Inbox ×	ē	Ľ
IMG-Corp noreply@img-corp.net via emails.ph Wed, May 6, 2020, 6:11 PM 🙀	+	:
<ul> <li>Feb 27, 2020 – IMG announces Palawan partner</li> <li>Dear Valued M</li> <li>Mar 14, 2020 – Manila Quarantine / lockdown</li> <li>The long wait is</li> <li>Skeletal workforce, horrendous backlog</li> <li>Enjoy the perks</li> <li>May 06, 2020 – Transact at Palawan! 4,000 cashiers nation</li> <li>May 13, 2020 – BDO accepts ePay transactions!</li> </ul>	nwi	de
IMG's BDO Bills Payment Facility Is Now Ready To Accept All Kinds of Payment Transactions > Index x	Ð	Ľ
IMG-Corp noreply@img-corp.net <u>via</u> emails.ph Wed, May 13, 2020, 10:12 PM ★ to me ◄	*	:
Dear IMG member,		
Heres another exciting news!		
We have just completed the enhancement of our Bills Payment facility under our partnership with BDO. The enhanced facility is now capable of accept	ng all ki	nds

# **No Uploads Necessary**

#### Palawan / BDO

- Customers pay at 4,000 Palawan Branches, hundreds of BDO branches, or online or mobile
- □ No Uploads necessary
- □ Customers wait for posting.

#### Old mode of payment

- Customers pay via bank deposits, remittances
- Customers submits proof of payment
  - Encode bank details, reference numbers
  - Takes picture of proof of payment
  - Upload images
- □ Verifier
  - Manually downloads images, matches encoded details
  - Manually confirm details with bank transactions
  - Manually ensure no duplication
  - Manually submit to accounting for posting
  - Etc
- Accounting
  - Manually post
- Customers wait for posting





# You want fast, or slow?

#### **No Uploads**

- D Palawan
- BDO bills payment
- Neuracash
- Credit Card



#### With Uploads

- Bank deposit / transfer
- □ Remittance
- □ Instapay
- Pesonet



## **Payment Channels**

**Best Practices** 

- □For Kaiser sub-pay, scheduled payments BDO Bills Payment
- □For ePay (e.g. kiosk2, eApp new business) BDO Bills Payment and Palawan Pawnshop
- □For urgent transactions (e.g. eJoin) Credit card/Paypal is best for urgent, instant approval payment, one time transactions

## □For flexibility

Bank deposit is slowest, but most flexible option (deposit, transfer, remittance, Instapay, Paymaya)

#### **BDO Bills payment (OTC)** for Kaiser sub-pay



zero. Teller will either see it as 17 digits no space, or with dashes.

# **BDO Bills payment (OTC)**

#### **for Other Kiosk Transactions**

BDO BILLS PAYM INTERNATIONAL 0693 JUAN PEDRO DE EPAYPH88KK8L PHP 50.00	IENT L MARKETING GROUP LA CRUZ	Total Due PHP 50.00 Status: PENDING
Deposits Current Savings Time Deposit/	Account Name Account No.	Cash Transaction Slip
For Account with Deposit Beference	Payor's Name	Reference No.
Bills Payment	Company Name INTERNATIONAL MARKETING GRO Subscriber's Name	Institution Code Product Code UIP Subscriber's Account No. EDAVDH88KK81
Cash Card Sale Reload Payment Loan Trade	Borrower's Name	Promissory Note No. / Trade Reference No.
	INTERNATIONAL 0693 JUAN PEDRO DE EPAYPH88KK8L PHP 50.00 Deposits Current Savings Current Savings For Account With Deposit Placement Bills Payment Cash Card Sale Reload	INTERNATIONAL MARKETING GROUP 0693 JUAN PEDRO DELA CRUZ EPAYPH88KK8L PHP 50.00 Deposits Account Name Current Savings Account No. Pine Deposit/ Payor's Name Bills Payment Company Name NTERNATIONAL MARKETING GRO Subscriber's Name JUAN PEDRO DELA CRU

## **BDO Bills payment (OTC)** How to fill up deposit slip



3. Subscriber name: <Kaiser policy owner> Or <payor name>

← → C ☆ 🔒 mybdo.com.ph/fo/paybil	ls	TRUE MONEY PHILIPPINES INC	* (	<b>()</b>
🗰 Apps 🛛 👖 Go out your comfor 🚹 TRM Official	Webpa 🛉 Object Debugger 🛉	TYREPHIL SALES CORPORATION		<b>,</b>
		UPS DELBROS INTERNATIONAL EXPR	Many say IMG is not in the list	
		UPS DELBROS INTERNATIONAL EXPR	of Company Billers, because	
		UPS SCS PHILIPPINES INC - WITH ACC	this is a long 2 part list:	
		UPS SCS PHILIPPINES INC - ONE OFF	this is a long 5 part list.	
We find ways	ווית ת	VITA REALTY CORPORATION	Enrolled company billers	
	Pay Bills	WESLEYAN UNIVERSITY PHILIPPINES	Company biller not	
		ZUELLIG PHARMA CORPORATION	requiring on rollmont	
		*** Unenrolled Company/Biller ***	requiring enrollment	
NAVIGATE	Pay Bills and Reload » Bills Payment » <b>Pay Bill</b> s	102 E DELOS SANTOS REALTY CO INC	Unenrolled company biller	
My Accounts	Welcome, BOBET1	2GO EXPRESS – ON CREDIT		
Send Money	Your last login was August 13, 2020, 17:27:0	A D GOTHONG MANUFACTURING COF	IMC will be in one of them	
· · · · · · · · ·	rou nave o invalid login attempt(s).	A TUNG CHINGCO MANUFACTURING		
Pay Bills and Reload	Dermient Dotaile	AAA EQUITIES		
Enroliment	ayment Details	AB CAPITAL SECURITIES INC - TRADIT	IONAL ACCOUNTS	
More Services	ay from ay this Company/Biller	Choose One	· · · · · · · · · · · · · · · · · · ·	
		Pay a Company/Biller that is not yet	enroiled Check this	
Profile Settings > A	mount			
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## **BDO Bills payment** Online – Kaiser Sub-Pay

Payment Details			
Pay from Pay this Company/Biller	005378003500(CA-PHP-Checking)       ✓       View Balance         INTERNATIONAL MARKETING GROUP         ✓       Pay a Company/Biller that is not yet enrolled		~
Amount Remarks Subscriber Number Subscriber Name	5882 Kaiser premium 80880100006951300 Juan dela Cuz	Specify amount Optional remark Subscriber number 17 digit Kaiser policy no Subscriber name	

#### **Enrollment Details**

Would you like to enroll this company/biller for future payments?

#### Check this

if you are enrolling a Kaiser sub-pay account.

Yes, I wish to enroll this Company/Biller in my account.

#### **BDO Bills payment** Online – ePay Transaction

Payment Details		
Pay from Pay this Company/Biller	005378003500(CA-PHP-Checking) View Balance	~
	Pay a Company/Biller that is not yet enrolled	
Amount	500.00	Specify amount
Remarks	Fidelity Membership	Optional remark
Subscriber Number Subscriber Name	EPAYPH31IPZWZ CHRIS	Subscriber number EPAYPH< <i>epayreference</i> > Subscriber name

# Enrollment Details Would you like to enroll this company/biller for future payments? Do NOT check this if you are paying for an ePay Transaction Yes, I wish to enroll this Company/Biller in my account.

## **BDO Bills payment Online – ePay Transaction**

Amount:

Description:

Deadline:

	PAYMENT INSTRU	Payment Details	
Channel:	BDO Bills Payment	Pay from	005378003500(CA-PHP-Checking)
Company Name:	International Marketing Group, Corp.	Pay this	INTERNATIONAL MARKETING GROUP
Institution Code:	0693	Company/Biller	
Subscriber Name:	Roberto Prudente		Pay a Company/Biller that is not yet
Subscriber No:	EPAYPH31S7XQ3	Amount	1,000.00

International Marketing Group, Corp.	1 dy this	
0693	Company/Biller	
Roberto Prudente		Pay a Company/Biller that is not yet enrolled
EPAYPH31S7XQ3	Amount	1,000.00
PHP 1,000.00	Remarks	soldivo
Kiosk2 Cart		
8:35pm on Tuesday 29th December 2020	Subscriber Number	EPAYPH31S7XQ3
	Subscriber Name	Roberto Prudente

View Bal

#### **BDO Bills payment** Online – Transaction

Are you sure you wan	to proceed? Please verif	y the following details:
----------------------	--------------------------	--------------------------

**Payment Details** Pay from 005378003500(CA-PHP-Checking) Pay this Company/Biller INTERNATIONAL MARKETING GROUP Amount PHP 500.00 Remarks Fidelity Membership Subscriber No. EPAYPH31IPZWZ Subscriber Name CHRISTI SCOBIN Payment Schedule Transaction Type Immediately Payment Date 08/17/2020

х

Reminder: Please check your account balance before making another transaction.



#### **BDO Bills payment** Online – Transaction Confirmation

Detail Summary	
Payment Details	
Reference Number	BP-20200817-442660
Pay from	005378003500(CA-PHP-Checking)
Pay this Company/Biller	INTERNATIONAL MARKETING GROUP
Amount	PHP 500.00
Remarks	Fidelity Membership
Subscriber No.	EPAYPH31IPZWZ
Subscriber Name	CHRIS
Payment Schedule	
Transaction Type	Immediately
Payment Date	08/17/2020

#### It is a good idea to take a screenshot

## **BDO Bills payment** Online – Transaction Confirmation, Printable

<ul> <li>You have successfully paid your For inquiries, your Reference N</li> </ul>	bills. mber is BP-20200817-442660	
Payment Details		
Reference Number Pay from Pay this Company/Biller Amount Remarks	BP-20200817-442660 005378003500(CA-PHP-Checking) INTERNATIONAL MARKETING GROUP PHP 500.00 Fidelity Membership	
Subscriber No. Subscriber Name	EPAYPH31IPZWZ CHRISTI	
Payment Schedule		
Transaction Type Payment Date	Immediately 08/17/2020	

Reminder: Please check your account balance before making another transaction.

#### It is a good idea to save PDF

## **BDO Bills payment** Online - Enroll scheduled Payments

Payment Details		
Pay from Pay this Company/Biller	005378003500(CA-PHP-Checking)       View Balance         INTERNATIONAL MARKETING GROUP       2. Select IMG	
Company/Biller	Pay a Company/Biller that is not yet enrolled <b>1. Check this</b>	
Amount Remarks	S,882.00     3. Specify amount       Monthly premium     and optional remark	
Subscriber Number Subscriber Name	808801000069513004. Specify policy detailsRoberto PrudenteSubscriber no = 17 digit policy number Subscriber name = policy holder	

#### **Enrollment Details**

Would you like to enroll this company/biller for future payments?

Yes, I wish to enroll this Company/Biller in my account.

5. Check this to schedule future payments.

Sometimes system will say 17-digit subscriber number is invalid. Recheck. If it does not work, try 5 digits dash 5 digits dash 5 digits dash zero zero

## **BDO Bills payment** Online - Schedule Payments

Payment Details		
Pay from Pay this Company/Biller	005378003500(CA-PHP-Checking)       View Balance         INTERNATIONAL MARKETING GROUP (80880-10000-69513-00)       •         Pay a Company/Biller that is not yet enrolled	Select enrolled account
Amount Remarks	5,882.00     2.       Scheduled monthly Payment	Specify amount and optional remark
Subscriber Number Subscriber Name	80880-10000-69513-00 Roberto Prudente	

Payment Schedule			
O Immediately	C Later Date	Regular Scheduled Date	3. Check <i>Regular</i>
Frequency Start Date End Date Day of Month	MonthlyVAugustVJulyV2021V19V		4. Specify details

## **BDO Bills payment** Online

#### THRU BDO ONLINE BANKING

Step 1- Log on at your personal internet banking in https://online.bdo.com.ph and prepare the amount to be paid

Step 2 – Once logged in

- Click Pay Bills
- Click Bills Payment, click Pay Bills
- Tick Pay a Company that is not yet enrolled (if you haven't enrolled IMG)
- Choose International Marketing Group in the dropdown under Unenrolled Company/Biller
- Fill in the Amount to be Paid
- · Fill up remarks with your notes or comments like installment number, etc
- Subscriber Number: EPAYPH31IPZWZ
- Subscriber Name: CHRISTINI
   COBIN
- Then submit

#### **BDO Bills payment** Online - Verification

#### FOR OVER THE COUNTER AND ONLINE BANKING

Step 3 - You will receive a Confirmation Notice from IMG once your payment is credited to IMG's account and uploaded in our system. Wait for 3 to 5 working days from our receipt of remittance for IMG to process and transmit your payment to the Provider.

Step 4 - If the nature of your payment is for transmittal to providers like Kaiser, Manila Bankers Life, Mutual Fund principals, Non life and others, wait for 5-10 working days for the provider to process and post your payment and or issue the policy/COR, etc.

## **Best Practices for BDO**

□ If you have BDO online banking access

- Always use BDO bills payment (online, mobile, ATM)
- Avoid BDO bank deposit / transfer
- Use scheduled transfers for Kaiser premiums
- Never deposit to BDO account no. 0042-8001-3600
- □If you want to do over the counter payment
  - Consider over the banking BDO bills payment
  - There is usually a BDO branch (1,459) near you!

□Use the BDO account number 0042-8001-3600 only for remittance or inter-bank transfers.

# Spot the mistakes!



Pag Bills Payment, huwag sulatan ang deposit portion
 Pag Bills Payment, magsulat lang sa Bills Payment portion
 Ang common sense, hindi common

3 BDO	Cash Transaction Slip	Currency Preso
Deposits     Account Name     Current     Savings     Account No.		Use separate Denom
For Account with Deposit Reference Facility	Reference No.	10
Bills Payment NTERNATIO	NAL MINTE GALOUR Product Code	Sarran M
	2018 2183172dSKW	
Cash Card Cardholder's Name	ne/Contact No. Cash Card No.	
Payment     Borrower's Name     Loan     Trade	Promissory Note No. / Trade Reference	- No.
Machine Validation		
2018218317zdskw	4029.00 Cash	
#ccc87d0e-0bb3 074T PHP 0.00	602	
24 JUI 2020 10:39:38 600 01232	UVL	

Pag subscriber number 2 formats lang ang allowed

Kaiser 17 digit policy number

h n.

nes.

Epay reference number ( from epay )

U We never use the Kaiser application number sa Bills Payment

-		Cash Transao		A Peso
BM		ULU		Use separate slip
		COAU	IP-IM6-	Denominal
Deposits	Account Name	nkanneder	and all ground	
Savings	Account No.	100	1000 100 100 100 100 100 100 100 100 10	1,00
Piacement	N4288027	Reference No.	doda	14.2129 -
For Accol with Depa		-	Product Code	103502
Facility Bills Payment	Company Name	أنجار البدار بليبر بالجر النبار الاتراب		1 1 1 1 1 1 1
and the second		Cuberiber's Account No.		The state of the second
	Subscriber's Name	Subscriber Street		
Cash Card	Cardholder's Name/Contact No.	Cash Card No.	(	- Aller and
Sale Reload			L. Duferrara No.	
Payment	Borrower's Name	Promissory Note No. / Tra	de Reference No.	
Loan _ trade	at Acat Cach Only Donacit	000 2 647 00	Conversion of the	001-11-
CUITE	PO27129 Cash Unity Depusit	PHP 2,047.00		031111
TNTER	NATIONAL MARKETING CROUP THE	11 11:2,047.00		Till Cash I
136 0	n nine manerand didor 1110		The Ballie Print	Device Cash
Ref#:			ALL BEAUTINE	Total Cash
Date:			ep Ref Fee:0.0	00
Overr	ide ID : 3241 3241	**** 1/0 3	241 88	
428:	YAKAL - CHINO ROCES AVENUE			. 17/2012
State Manager	This serves as your receive and	Host accepte	d also the second	
the second s	tompt when n	nachine validated.	and the second second	And the second second

- This used an obsolete BDO payment instructions asking members to use a different BDO account number, and specifying account number in deposit transactions.
  - No longer supported because BDO no longer encodes extra information for deposit transaction )

□ Instructions superceded by IMG May 13, 2020 BDO bills payment memo

#### **PAYMENT INSTRUCTIONS FOR KAISER SUBPAY - BDO BILLS PAYMENT**

Institution Code:	0693
Company Name:	International Marketing Group
Subscriber Name:	
Subscriber No:	1000116520
Amount:	PHP 88,732.00

Total Due PHP 88,732.00

Pag subscriber number 2 formats lang ang allowed

- Kaiser 17 digit policy number
- Epay reference number (from epay)

□ We never use the Kaiser application number sa Bills Payment

BDO		Cash Transaction Slip
Deposits	Account Name	the dollarship of the fiscal the Fight
Savings	Account No.	analyzer of galaxy companies
For Account with Deposit Reference Facility	Payor's Name	Reference No.
Bills Payment	Company Name INTERNATIONAL MARKETING GROUP	Institution Code Product Code
	Subscriber's Name JUAN PEDRO DELA CRUZ	Subscriber's Account No. 0042-8001-3600
Cash Card	Cardholder's Name/Contact No.	Cash Card No.
Payment Loan Trade	Borrower's Name	Promissory Note No. / Trade Reference No.
Machine Validation		

- □ This is the most common mistake. Never use the BDO account number as subscriber no.
- Note that a payment without a policy number or subscriber number can never be posted.
- **Ang common sense, hindi common.**
# Palawan Pawnshop

- Recommended for over-thecounter, 4,000+ locations nationwide
- No forms upload necessary, posting under weeks.
- Faster issue resolution, faster commission processing
- Nominal graduated extra charges
- Sometimes the cashier makes encoding mistakes



Announced May 6, 2020

# How to Kiosk2

#### IMG Kiosk





#### **#CoachBobet** @Divisoria.biz

# ePay Reminder

I understand that I should only use this epay reference number once and cannot use again in another payment transaction.

# An ePay Reference Number is a unique number It is like an ATM OTP one time pin. Use it EXACTLY for one payment transaction! Use it to pay EXACTLY the indicated amount

**#CoachBobet** @Divisoria.biz

# ePay Reminder

- I understand that I should only use this epay reference number once and cannot use again in another payment transaction.
- ✓ I understand that I should check and I should make sure that ALL the information I will supply in my Palawan form are correct at all times.
- I further understand that in the event that I made a mistake in encoding any of the information in my Palawan Form, it will cause a delay in processing my transaction/s and it will require me to pay a re-processing fee.

Make sure ALL information supplied are correct at all times
 Any mistake in encoding will cause delay in processing transaction
 Be mindful of digit "0" vs letter "O" and digit "1" vs letter "I" or "L"
 IMG may require payment of re-processing fee





### **PAYMENT INSTRUCTIONS**

Channel:	Palawan Express Pera Padala			
Transaction Code:	VKM			
Receiver Name:	OTHERS H1LOEPL IMG		Total Due	
Amount:	PHP 1,000.00		PHP 1,000.00	
Purpose of Transaction: Kiosk2 Cart Status: PEND				
Relationship to Receiver: CLIENT/MEMBER				
Deadline:	4:05am on Friday 9th October 2020			

Click here to view your PRE-FILLED "Send Money Form"

#### **#CoachBobet** @Divisoria.biz



MURA, MABILIS, WALANG KUSKOS-BALUNGOS!

Palawan Pawnshop Building, 170 Rizal Avenue, Puerto Princesa City 5300

#### SEND MONEY FORM

Transaction Code:	VKM		Date: Time:	
SENDER:				
Name	✔ ROBERTO PRUDENTE			
Mobile No.	✓ 09175024557			
Suki Card #				
RECEIVER:				
Name	✓ OTHERS H1LOEPL IM	G		
Mobile No.	✓			
Destination Bran	nch			
AMOUNT ₽	✔ 1,000.00			
Purpose of Transaction		Fee	-	
Relationship to Receiver		Total		

#### **Over the Counter**

### Steps:

- 1. Prepare the cash for the amount to be paid as stated above and the printout or screenshot of the Pre-filled Send Money Form, then go to the nearest Palawan branch.
- 2. Fill up the Send Money Form available in the Palawan Express branch by copying the printout or screenshot of the pre-filled Send Money Form generated in Kiosk2. If the person transacting in Palawan is not the policyholder, client or member, but just a representative, do not copy the sender details in the pre-filled Send Money form. The representative must use his personal information as required by Palawan Express.
- 3. You will receive a Confirmation once your remittance is received from Palawan and uploaded in our system. Wait for 3 to 5 working days from our receipt of remittance for us to process your payment, post and or transmit to providers (as applicable).
- 4. If the nature of your payment is for transmittal to providers like Kaiser, Manila Bankers Life, Mutual Fund principals, Non life and others, wait for 5-10 working days for the provider to process and post your payment and or issue the policy.

#### **Over the Counter**

#### Important Reminders

- 1. Make sure to get a reference number first before paying.
- 2. Pay the exact amount as indicated in the transaction reference in ePay.ph.
- 3. If you are paying for more than one account or for multiple ePay.ph reference numbers, pay separately for each reference number. Do not combine or lump in one Palawan Express payment transaction.
- 4. There is NO need for you to upload your proof of remittance in our portal / kiosk as the report coming from Palawan will be simply uploaded in our system and the payments will be auto posted, as long as you follow correctly the instructions and you provided the correct folio number. The moment you upload the proof of remittance, this will just complicate IMG processing so please DO NOT upload unless you are requested by IMG office.
- 5. An ePay.ph reference number can only be used once. If you made a short payment by mistake, do not try to correct it by making another send money transaction with the same reference no.
- 6. If in case you made a mistake in transacting your payment and Palawan Express had already completely processed it, please contact us immediately so we can give you the instruction/s on what to do next to correct it. Palawan Express cannot do anything to correct it when this happens.
- 7. For any specific question regarding your account or your payment, please email us at <a href="mailto:support@img-corp.com">support@img-corp.com</a>

### Palawan Pawnshop Reminders

Make sure ALL information supplied in are correct at all times
 Any mistake in encoding will cause delay in processing transaction
 Be mindful of digit "0" vs letter "O" and digit "1" vs letter "I" or "L"
 IMG may require payment of re-processing fee
 Kaiser sub-pay, MOST18 sub-pay, IMG Soldivo

- You can use the same reference repeatedly
- KAISER <17 digit policy number> IMG
- MANILABANKERS <9 digits policy number> IMG
- IMGSOLDIVO <member code with letters> IMG
- □ OTHERS
  - You can use it EXACTLY for one payment transaction!
  - An ePay Reference Number is a unique number
  - It is like an ATM OTP one time pin.
  - Use it to pay EXACTLY the indicated amount
  - OTHERS <epay reference number> IMG

### Palawan Pawnshop Reminders

# If you make a mistake: IMG may require payment of re-processing fee

□ Mistakes are very "expensive" especially mistakes that look valid, e.g.

- Using incorrect but valid Kaiser policy number
- Using incorrect but valid IMG member code number
- □ For example, mistakes using valid Kaiser policy number
  - When processed, it became credited to valid Kaiser policy number
  - To correct: several procedures will be undertaken
  - IMG accounting will process request (paperwork, controls, audits)
  - IMG accounting will transmit request to Kaiser
  - Kaiser accounting will process request (paperwork, controls, audits)
  - Kaiser accounting will execute request (accounting, IT, OPMS)
  - Kaiser accounting will credit to correct policy
  - Kaiser accounting will confirm change with IMG
  - etc

### Palawan Pawnshop How to Fill Up



By signing this form, I acknowledge that transactions under Palawan Express

### Palawan Pawnshop How to Check



By signing this form, I acknowledge that transactions under Palawan Express

### Palawan Pawnshop Kaiser Sub-Pay



### Palawan Pawnshop Manila Banker Sub-Pay



### Palawan Pawnshop IMG Soldivo Subscription

- 1. Get IMG member code with letters
- 2. On send money form fill in
  - □ Transaction code VKM
  - □ Sender name: person paying
  - Sender mobile: mobile of person paying
- 3. Receiver name IMGSOLDIVO *<member code>* IMG
- 4. You can reuse reference number for IMG Soldivo subscriptions

Code	VKM	Date: Time:
SENDER:	記録が見ていません。	AND SERVICE AND
Name	Person payin	g>
Mobile No.	🖌 <mobile of="" per<="" td=""><td>son paying&gt;</td></mobile>	son paying>
Suki Card #		
RECEIVER	No. of the second s	
Name		199KF IMG
Mobile No.	1	
Destination Bran	nch	
		<u></u>
AMOUNT #	1	
Purpose of	1	Fee
telationship to	1	
COCUTAN		Total
		CONTRACT IN CONTRACT OF CONTRACT

### Palawan Pawnshop ePay Transactions



#### **Common Payment Mistakes** Palawan Pawnshop Cashier

Receiver name encoding

- Mis-encoding of digits "0" vs letter "O", digit "1" vs letter "I" or "L"
- □Member code with the letters, e.g.
  - 229099 instead of 229099 PH
- Duplicate encoding
  - OTHERS OTHERSW1G15BHIMG IMG



=	ŧV	82		
BALAN	CE	CREDITS		
PI	₱ 35,627.6	8 🕈		
	Available Balanc	e		
CASH IN	TRANSFER	SAVE MONEY		
BILLS PAYMEN	T CASH OUT	TRANSACTIONS		

- Receive IMG Commissions and payments
- Pay Bills thru the Kiosk
- Transfer funds
- Request cheque for pickup at IMG office
- Transfer to another Neuracash account
- Load Neuracash wallet

#### **Conveniently!**

#### FOR IMG INTERNAL USE ONLY.

Register and activate your Neura Cash Account Now! > Inbox ×					
IMG-Corp noreply@img-corp.net <u>via</u> emails.ph to me ▼	Thu, Dec 24, 2020, 2:35 I	PM			
Dear IMG member,					
You are about to unfold the benefits and privileges of the IMG E-wallet facility.					
The newest and innovative IMG Membership benefit that everybody would love is finally here!	The newest and innovative IMG Membership benefit that everybody would love is finally here!				
Experience Money Convenience with NeuraCash > Inbox ×	6	9 (			
IMG-Corp norept to me *Dec 24, 2020 – Activate Neuracash L Jan 08, 2021 – Enroll in Fund Transfer set U Jan 09, 2021 – IMG sends money!We can no lon 	ervice wi	ith			
Get full access to the convenience that NeuraCash offers by utilizing one of its services, the Fund Transfer se	rvice. How to enable t	this			
International Marketing Group just sent you with Ne	<mark>uraCash</mark> . >	Inbo			
NeuraCash <noreply@neuracash.com> to me ╺</noreply@neuracash.com>	Sat, J	Jan 9			
Dear PRUDENTE, ROBERTO,					
International Marketing Group just sent you money with NeuraCash.					

#### The Story of a Neuracash Transaction

from: <b>ePay.ph</b> <support@epay.ph> <u>via</u> amazonses.com to: bobet.prudente@gmail.com date: Oct 17, 2021, 5:12 AM subject: Payment Instruction for Transaction Ref: E2HNIM67</support@epay.ph>		<ul> <li>5:12am ePay via Neuracash</li> <li>User goes to Neuracash, transacts</li> <li>Waits for OTP mail</li> <li>Inputs OTP to Neuracash</li> <li>5:14am ePay APPROVED payment.</li> </ul>	
APPROVED: NeuraCash Payment:	F2HNM6Z >	S:15am Manila Bankers posted	
<b>ePay.ph</b> <u>via</u> amazonses.com to me  ▼ Thank you. Your <mark>payment</mark> has been auto-approved by the s	Sun, Oct 17, 5:14 AM	AMAZING!	
Subscriber Name: Roberto Ylagan Prudente	Manila Bank to me ▼	ers Life Sun, Oct 17, 5:15 AM (	
Subscriber No: EPAYPHF2HNM6Z Trans Date: 2021-10-17 05:13:54	Dear ROBERTO YLAGAN PRUDENTE,		
Amount: PHP 9580	Thank you! Your payment	has now been posted to our system	

#### The Story of a Neuracash Fund Transfer

#### Sent 8:52:35pm

	Roberto Prudente bobet.prudente@gmail.com Edit Profile		
Transaction ID: 2B4461			
Date	2021-10-18 20:52:35		
TransCode	1002		
Description	Sent Money		
User	maryann.prudente@gmail.com		
Gross Amount	-PHP1,000.00		
Fees	PHP0.00		
	RHR1 000 00		

NeuraCash <noreply@neuracash.com>       8:52 PM (3 r         to me ▼          Dear Mary Ann Ocampo Prudente,          Roberto Ylagan Prudente just sent you money with NeuraCash.          Payment details          • Amount: PHP1,000.00       • Transaction ID: HB447X         • Message: Please acknowledge</noreply@neuracash.com>
Dear Mary Ann Ocampo Prudente, Roberto Ylagan Prudente just sent you money with NeuraCash. Payment details • Amount: PHP1,000.00 • Transaction ID: HB447X • Message: Please acknowledge
Roberto Ylagan Prudente just sent you money with NeuraCash. Payment details Amount: PHP1,000.00 Transaction ID: HB447X Message: Please acknowledge
Payment details  Amount: PHP1,000.00  Transaction ID: HB447X  Message: Please acknowledge
Amount: PHP1,000.00     Transaction ID: HB447X     Message: Please acknowledge
· · · · · · · · · · · · · · · · · · ·

#### Rcv: 8:52:35pm





Mary Ann Prudente maryann.prudente@gmail.com

Edit Profile

Transactio	n ID: <b>HB447X</b>
Date	2021-10-18 20:52:35
TransCode	1001
Description	Received Money
User	bobet.prudente@gmail.com
Gross Amount	PHP1,000.00
Fees	PHP0.00
Net Amount	PHP1,000.00

# **Amazing Processing**

#### Neuracash

Customer pays from IMG network

Processing inside IMG network

#### **BDO/ Palawan / Credit Card**

- Customer pays form external network
- Payments transferred from external to IMG network
- Processing inside IMG network

### **FASTER!**



Add more tran	saction	Add more Premiu 🥕	m Items
edit IMGM Soldivo	F: PRUDENTE 1197 IMG - Strategic Growth Fund - Additional	PHP 5000	Ē
First Name:	ROBERTO		
Email:	PRUDENTE		
Total <b>5000</b>	Neu	raCash Bills Payment	
Total <b>5000</b>	Neu E	raCash Bills Payment DO Bills Payment	
Total <b>5000</b>	Neu E	raCash Bills Payment DO Bills Payment Palawan	
Total <b>5000</b>	Neu E	raCash Bills Payment DO Bills Payment Palawan Credit Card	
Total <b>5000</b>	Neu E Remittance /	raCash Bills Payment DO Bills Payment Palawan Credit Card Bank Deposit / Bank Transfer	
Total <b>5000</b>	Neu E Remittance /	raCash Bills Payment BDO Bills Payment Palawan Credit Card Bank Deposit / Bank Transfer Pay at Cashier	



Submit

J Talli Oli Jaluluay 2014 Octobel 202

- I understand that I should only use this epay reference number once and cannot use again in another payment transaction.
- I understand that I should check and I should make sure that ALL the information I will supply in my NeuraCash Bills Payment form are correct at all times.
- I further understand that in the event that I made a mistake in encoding any of the information in my NeuraCash Bills Payment Form, it will cause a delay in processing my transaction/s and it will require me to pay a re-processing fee.

Submit





	PAY	MENT INSTRUCTIONS	ePay Screen
Channel: Biller Name: Subscriber Name: Subscriber No: Amount: Description: Deadline:	NeuraCash Bills Paym International Marketing Roberto Prudente EPAYPHK2HWBE2 PHP 5,000.00 Kiosk2 Cart 12:51am on Saturday 23	g Group 3rd October 2021	Total Due <b>PHP 5,000.00</b> Status: PENDING
<b>€</b>	EURA		Bills Payments
	саѕн	Biller Name*	OUP
Roberto Prudente bobet.prudente@gmail.com Edit Profile		Subscriber Name * Roberto Ylagan Prudente	NeuraCash Screen
		EPAYPH Reference No * EPAYPHK2HWBE2	
Basic —	Fully Verified	Net Amount* 5000	
A Home			N SEND

		Bi	lls Payments		
Biller Name* INTERNATIONAL MARKE	TING GROUP				
Subscriber Name * Roberto Ylagan Prudente					
EPAYPH Reference No * EPAYPHK2HWBE2	EPAYPH Reference No * EPAYPHK2HWBE2				
Net Amount* 5000					
	Enter One	e-Time-Pin	SEND		
Start Date	Your OTP was emailed to you.		End Date		
09/20/2021	Cancel	Ok	10/21/2021		



#### Roberto, Your NeuraCash OTP is 4T3MW 😕

NeuraCash <noreply@neuracash.com>

to me 👻

Hi Roberto,



#### 3. Transaction approved in Neuracash

Date Created 0	Biller 0	Subscriber Name 0	Subscriber No 0	Net Amount 0
2021-10-20 00:57:14	INTERNATIONAL MARKETING GROUP	Roberto Ylagan Prudente	EPAYPHK2HWBE2	5,000.00

## **Balance Transfer Feature**



Balance Transfers					
Send to Individual 2. Send to individual	using an email			$\rightarrow$	
<del>\</del>	Send to Individual			80 80	
Send Money To * maryann.prudente@gmail.com					
Net Amount* 1000					
Message * September share in the group FB ads car	mpaign budget	Enter One	e-Time-Pin		
	N SEND	Your OTP was en	nailed to you.		
3. Fill in form with ema	ail,	Cancel	Ok		
amount and remarksl		5. Fill in	ОТР		
		from	email		

### Load Neuracash

#### **Other Payments**

+ IMG Soldivo Fund

+ Neuracash Load

+ Fidelity Membership

+ IMG Events

+ IMG Events with Insurance

+ IMG ID

+ Items

+ IMG Auto Program

+ IMAX - Asset Preservaction Service

+ Haven of Infinity - Memorial Lots

#### **Neuracash Load**

Neuracash Load		
Agent Code		
<b>Q</b> Search		
ltem		
~		
Amount:		
PHP ✔ 0.00		
Qty: qty		
Next		

- U We load into a NeuraCash agent code
- BUT we balance transfer to a Neuracash email address,. A bit strange

# **Paying Multiple Provider**



Pay multiple providers.

Possibly multiple slow payment transactions

### With NeuraCash Load



Multiple fast payment transactions

### **Typical Aggregated Remittance Scenario**

International member aggregates multiple member payments, e.g. 10 members paying in in Euros
 Makes one remittance payment and gets one proof of payment

International member uses the one proof of payment for multiple epay transactions!
 The proof of payment is not the same as correct payment mount!

### **Prone to errors ba iyon?**
### **Typical Aggregated Remittance Scenario**



One aggregated remittance proof of payment with total of all transaction amounts
 The same proof of payment is used for all the transactions, wrong amounts!
 Confusing, prone to errors!

### Aggregated Remittance With Neuracash Load



One remittance payment to Neuracash wallet. Correct amount

One Neuracash payment for each ePay transaction, Correct amount.

Accurate transactions. No errors!

## **Common Payment Mistakes**

#### **Using the proof of payment more than once**

- Payments for one month can not be used to pay for two months.
- Payment of member 1, can not be used to pay for members 1 and 2.

#### □ Mix up. Uploading mis-matched payment'

- Be extra careful to transact using the correct proof of payments
- Do NOT upload proof of payment of JUAN for transaction of PEDRO.

#### □ Using the same ePay reference more than once

ePay references are currently for one time use only

#### □ Using OLD payment methods no longer listed as supported methods

- Most methods paying directly to Kaiser accounts are no longer listed as supported
- They may still work, but may be discontinued anytime

#### □ Using one aggregated proof of payment for multiple transactions

- This is allowed and normally done by international members to save on remittance fees and charges. For example, one remittance for 10 new members.
- BUT THIS IS NOT RECOMMENDED, because it delays the payment process due to the extra accounting, reconciliation processes.

### **Common Mistake**

Transaction	DESCRIPTION					
	Proof of payment uploaded to the wrong proposal					
	Multiple use of EPAY reference number for Bills Payment facility					
EAPP	Incorrect EPAY reference number used when paying					
	Late uploading of Proof of payment					

## **Common Mistake**

	Delay Processing of payment due to:							
	1. Non-uploading of proof of payment. Client is not aware that payment must always be uploaded thru Kiosk2 except for auto-							
	approved payments							
	2. Incomplete payment details							
	3.Already used proof of payment							
	4. Unclear copy of proof of payment							
	5. INCORRECT policy number (applicable for subpayment only)							
	6. Incorrect Beneficiary details							
	7. Non- uploading of appropriate form thru Kiosk2							
	8. WRONG bank account number used							
	For Auto- approved_payment channels (Bills Payment, Palawan and NeuraCash)							
	1. Initially transacted as Bills Payment (with EPAY reference number) but client complete the process thru bank transfer/ online							
	banking. As a result payment is not auto-posted; hence uploading thru Kiosk2 is required							
EAPP/ SUBPAYMENT	2. Initially transacted as Palawan Express Padala (with EPAY reference number) but client process it as as bank transfer/ bank							
	deposit. Two different platforms which resulted to delays in processing due to validation with PAlawan and with partner bank							
	where the money is transferred to.							
	3. EPAY reference number used already for EAPP was re-used for Kaiser_subpay							
	4. Payment for several premiums transacted as one/ lump-sum							
	5. Incorrect EPAY reference number used when paying (subscriber number mistaken for clients contact nos.)							
	<u>FRIENDLY REIMINDERS:</u>							
	1. Select the "Reinstatement" button when paying Kaiser reinstatement fee and upload the revised reinstatement form (3 pages)							
	2. Select the "Amendment" button when paying Kaiser amendment fee and upload the amendment form (1 page only)							
	3. DO NOT USE "Regular Subpay" button when transacting Kaiser Payment for reinstatement/amendment.							
	4. "Regular Subpay" button is intended for ACTIVE Kaiser policy only and should not be used when paying Kaiser							
	reinstatement/amendment fee							
	5. ALWAYS TRANSACT the payment according to its PURPOSE							

## **Common Mistake**

	Delay Processing of payment due to:
	1. Incomplete payment details
	2. Already used proof of payment
EJOIN	3. Unclear copy of proof of payment
	4. WRONG bank account number used
	5. Payment wrongly transacted as "Others"
	6. Incorrect EPAY reference number used when paying (for auto- approved payment channels)

	<ol> <li>Payment transacted to a different member or Kaiser's</li> <li>Payment transacted as other Payment types (payment transacted as OTHERS, FORMSSOLDIVO ADDITIONAL)</li> </ol>
IMG SOLDIVO FUNDS	For Auto- approved payment channels (Bills Payment, Palawan and NeuraCash) 1. Wrong/ mismatched amount inputted during the generation of EPAY reference number with the amount entered when completing the payment process 2. Incorrect EPAY reference number used when paying

### **Maling Paniniwala!**

## We thought policies lapse because of unposted payments

## Payments are unposted because of lapsed policies.

## **Words of Wisdom**

□Pay within the grace period.

- Pay on or before due date
- Pay within 30 days of due date

□Reinstate lapsed plans

Go through the reinstatement procedure

## **Most Common Mistake**

### □Failing to reinstate

□Wrong payment procedure

- Do NOT use Kaiser sub-pay
- Do NOT use direct BDO payment
- Do NOT use direct Palawan Payment

□Wrong reinstatement procedure

## **Checking OR Pic**

### **Download the OR PIC in OPMS Payment History! Check remarks, if you need to comply!**

8520 KF P	RUDENTE MARY	ANN O				
OR# U SAIR# E	001730316 CK-405998	GIF King's Court I Bldg., 2129 Chino Roces VAT Reg. TIN: 2	No. 17 DUE DATE:	30316		
RECE	IVED FROM:	PESINABLE WALTER T	TIN:	IFI	DATE PAID:	05/11/2
BUSIN	NESSINAMEISTY	UEOK 5 LIBERTAD ISABEL LEY	TE		NEXT DUE DATE:	
ADDR	ESS: ENT FOR:	DESCRIPTIO	DESCRIPTION			NT
Ann No	800013476481		Pendir	ng Premium*	Php2,647.00	
Pol No	10001-03455-00			(see rema	irks)	
Total Sales (\ Less: Vat Total	/at Inclusive)	VATable VAT Exempt VAT Zero Rat	ed Sale	REMARKS For compliance:		
less: SC/PW fotal Due less: Withhol	D Discount	TOTAL Sale			-	
Citizen Tin		VALUE ADDE	D TAX	Pnp2;647.00		

### **Reinstatement Procedure**

- 1. Download 3-page reinstatement form
- 2. Fill out form
- 3. Convert to image
- 4. Submit reinstatement request via kiosk2
  - a. Submit the complete 3-page form via Kiosk2
  - b. Pay premium due
  - c. Plus P300 reinstatement

### Many error prone steps!

## How To Read OPMS Payment History

## **Current Bill**

Planholder:Application Number:Policy NumberDue Date12/11/2019Mode Of PaymentMONTHLYNo. Of Payments Made42	Payment summary
---	-----------------

### ACCOUNT SUMMARY

Previous Balance			
No. of Installment Due		10	
Total Installment Due	2	26,470.00	
Over/Under Payment		0.00	Account summary
Surcharge		2,018.10	-
Current Charges:			
Premium		2,647.00	
Reinstatement Fee		300.00	
TOTAL AMOUNT DUE	2	28,788.10	
Plan Name	K-45		
Effectivity Date	05/11/2015		
Maturity Date	05/11/2035		Plan summary
Modal Installment	2,647.00		
Years To Pay	7		
Years To Mature	20		

## **Payment History**

INST NO	SATR NO	OR NO	DATE PAID	DUE DATE	NEXT DUE DATE	BUSSTYPE	PAYTYPE	PREMIUM	PENDING	OR PIC
1	00247171	0000545600	05/11/2015	05/11/2015	06/11/2015	NEW BUSINESS	CASH	3,147.00	0.00	±
2	00252691	0000581589	06/11/2015	06/11/2015	07/11/2015	SUB-PAY	CASH	2,647.00	0.00	
3	A146323	0000592577	07/03/2015	07/11/2015	08/11/2015	SUB-PAY	CASH	2,647.00	0.00	
7	00278116	0000672794	01/05/2016	11/11/2015	12/11/2015	SUB-PAY	CASH	2,645.00	0.00	
7	00270115	0000671920	01/05/2016	11/11/2015	10/11/2015	CLIP DAV	CASH	2.00	0.00	

**Date Paid.** Date the payment is RECEIVED

**Due Date.** Date the payment is EXPECTED.

**Next Due Date.** Date the NEXT payment is EXPECTED

### 

□ Best practice is pay on or before due date

Grace period of 30 days

42	ECK-EBE06C	0001845978	07/04/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	300.00	0.00	

Please take note that our standard turn around time to process and post your payment is within 30 to 60 days for transactions from March 1 onwards.

Rest assured that though your payment is not yet posted in your OPMS, you have the protection and coverage of your policy and you will continue to enjoy its full benefits for as long as you have paid your premiums on time and you will keep the copy of your proof/s of payment available for presentation whenever necessary.

## Lapsing

INST NO	SATR NO	OR NO	DATE PAID	DUE DATE	NEXT DUE DATE	BUSSTYPE	PAYTYPE	PREMIUM	PENDING	OR PIC
1	00247171	0000545600	05/11/2015	05/11/2015	06/11/2015	NEW BUSINESS	CASH	3,147.00	0.00	÷
2	00252691	0000581589	06/11/2015	06/11/2015	07/11/2015	SUB-PAY	CASH	2,647.00	0.00	
3	A146323	0000592577	07/03/2015	07/11/2015	08/11/2015	SUB-PAY	CASH	2,647.00	0.00	

41	ECK-E1B449	0001627391	12/28/2019	11/11/2019	12/11/2019	12/11/2019 Next due date is 12/11/2019				
42	ECK-EBE06C	0001845979	07/04/2020	12/11/2019	Payment	made 7/4/2020	more th	an 30 day	/s late	
42	ECK-EBE06C	0001845978	07/04/2020	12/11/2019	01/11/2020	DEPUSIT UNLT	САЭН	300.00	0.00	1.1
42	ECK-995A06	0001889178	08/10/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	2,647.00	0.00	
42	ECK-FC75E4	0001921810	09/10/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	267.00	0.00	
42	ECK-8F00C9	0001921809	09/10/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	2,380.00	0.00	1.1

## Reinstatement

- UPDATE- member will pay the premiums due on all the missed months + surcharge of 1.5%/months or 18%/annum from the date of each unpaid installment.
- REDATE- member will only pay the premium for the month but the maturity period will be moved
- Requirements:
  - **Re instatement application form**
  - Re-instatement fee of Php 300.00
- The member shall be considered a new applicant subject to preexisting conditions and for purposes of contestability of insurance coverage and to any other requirements for a new applicant for membership in effect at that time
- Can be done within 2 years of the first unpaid due date
- Kaiser will cancel the contract without need of notice to the owner if he fails to reinstate within the period
- □ All reinstated plan shall be subjected to the new price

## Reinstatement

INST NO	SATR NO	OR NO	DATE PAID	DUE DATE	NEXT DUE DATE	BUSSTYPE	PAYTYPE	PREMIUM	PENDING	OR PIC
1	00247171	0000545600	05/11/2015	05/11/2015	06/11/2015	NEW BUSINESS	CASH	3,147.00	0.00	÷
2	00252691	0000581589	06/11/2015	06/11/2015	07/11/2015	SUB-PAY	CASH	2,647.00	0.00	
3	A146323	0000592577	07/03/2015	07/11/2015	08/11/2015	SUB-PAY	CASH	2,647.00	0.00	

23	D096252	0000995640	10/20/2017	09/11/2017	10/11/2017	SUB-PAY	CASH	2,647.00	0.00	OR PIC
24	D112737	0001029773	12/18/2017	12/11/2017	01/11/2018	SUB-PAY	CASH	2,647.00	0.00	OR PIC
24	D112741	0001029772	12/27/2017	12/11/2017	01/11/2018	REINSTATEMENT	CASH	300.00	0.00	OR PIC

## **Deposit Only**

INST NO	SATR NO	OR NO	DATE PAID	DUE DATE	NEXT DUE DATE	BUSSTYPE	PAYTYPE	PREMIUM	PENDING	OR PIC
1	00247171	0000545600	05/11/2015	05/11/2015	06/11/2015	NEW BUSINESS	CASH	3,147.00	0.00	±
2	00252691	0000581589	06/11/2015	06/11/2015	07/11/2015	SUB-PAY	CASH	2,647.00	0.00	
3	A146323	0000592577	07/03/2015	07/11/2015	08/11/2015	SUB-PAY	CASH	2,647.00	0.00	
41	ECK-E1B449	0001627391	12/28/2019	11/11/2019	12/11/2019	SUB-PAY	CASH	2,647.00	0.00	OR PIC
42	ECK-EBE06C	0001845979	07/04/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	2,647.00	0.00	
42	ECK-EBE06C	0001845978	07/04/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	300.00	0.00	
42	ECK-995A06	0001889178	08/10/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	2,647.00	0.00	
42	ECK-FC75E4	0001921810	09/10/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	267.00	0.00	
42	ECK-8F00C9	0001921809	09/10/2020	12/11/2019	01/11/2020	DEPOSIT ONLY	CASH	2,380.00	0.00	

Payments made while a policy is lapsed is booked as "DEPOSIT ONLY"

These are not considered payments until policy is reinstated.

## **Pending Verification**

Verified Pend	ding Verification				
DATE PAID	REFERENCE	INST NO	SATR NO	ПЕМ	AMOUNT
09/29/2020	K2-11E9O7X-2265891	7	ECK-9B1D55	KAISER ULTIMATE SUBPAY	26,470.0
09/29/2020	K2-11E9O7X-2265891	7	ECK-9B1D55	KAISER ULTIMATE-PROCESSING FEE	500.0

### Contains payments "received by system" which have not yet been verified

## **Account Summary**

### ACCOUNT SUMMARY

#### Previous Balance

No. of Installment Due	10	
Total Installment Due	26,470.00	Overdue amount
Over/Under Payment	0.00	
Surcharge	2,018.10	Surcharge / late
Current Charges:		charges
Premium	2,647.00	
Reinstatement Fee	300.00	Reinstatement fee
TOTAL AMOUNT DUE	28,788.10	Total amount due

PLEASE DISREGARD IF PAYMENT HAS BEEN MADE.

"DEPOSIT ONLY" payments do not affect Total Amount Due

Pending Verification payments do not affect Total Amount Due

### How to Resolve Issues Best Practices

### Procedures

- Use IMG Knowledgebase
- Use Portal newsletters
- Ask SMD

## Payment / Transaction Issues

- Tickets
- Ask SMD

## Knowledgebase



http://img-corp.net/membersonly/faq/



## Knowledgebase

### International Marketing Group

#### General

- Where can I ask for assistance regarding IMG ...
- How can I ask for assistance regarding IMG is ...
- How can I follow up my requests? ...

#### Preferred Payment Options for ePay Transactions

- OVERVIEW
- NEURA CASH
- BDO Bills Payment
- PALAWAN PAWNSHOP
- Credit Card
- Same Bank Online Transfer
- Over the Counter (Bank)
- Remittance / Bank Deposit / Bank Transfer / Instapay / PesoNet
- BancNet
- Pay at Cashier

#### Dos & Don'ts in Payment

• Dos & Don'ts in Uploading your Proof of Pay...

#### Frequently Asked Questions (FAQ) on NeuraCash

- What email address should I use for NeuraC ...
- Why do I need to submit a Bank Statement if...
- Is it possible to change the nominated bank ...
- Can I transfer my staled commission checks ...
- How soon will my fund transfer request going ...
- See all 9 articles

## Knowledgebase

#### IMG Soldivo / Payments

- o What is the IMG Soldivo Fund?
- How to top-up IMG Soldivo Funds
- · How to top-up IMG Soldivo Funds via Palawa ...
- How to top-up IMG Soldivo Funds using ban ...

#### IMG Soldivo Fund Redemption

- How do I process my redemption requests ...
- How long would it take for my redemption p
- Would I be able to check in my Portal my Net ...
- How do I receive the proceeds of my redemption ...

#### **Zoom Registration**

• Do's & Don'ts in Zoom Registration

#### ePay Transactions / Payments

o What are ePay Transactions?

Online Submission of Promotion and Qualifications i the Member's Portal

- Submission Process
- Helpful Tips on your Online Submission

### And more!

 BDO Bills payment
 Membership benefits
 Kaiser / Products/ Procedures etc
 Manila Bankers / Products / procedures etc

## Tickets



### **Creating Tickets**

#### Via Freshdesk

Submit a ticket	
Requester <b>*</b>	bobet.prudente@gmail.com
Name of Member ★	
Agent Code *	
Concern *	···· <b>v</b>
Subject *	
	SUBMIT CANCEL

## **Choose concern**

	Membership	
Colored a states	Mutual Fund	
Submit a ticket	Promotion	
	VISA CARD	
	ACCESS CODE/LINK	
Requester *	MODIFICATION	
	COMMISSION	
	MARKETING	
Name of Member +	BAP/EBS/FREE AGENT	
vanie of Member 4	QUALIFICATIONS	
	FIDELITY	
	KAISER - NEW BUSINESS	
Agent Code \star	KAISER - SUB PAY / PDF	
-	MOST 18 SUB PAY	
	MUST 18 NEW BUSINESS	
	OTHERS	
Concern \star		*

SUBMIT CANCEL

## **Choose Issue**

#### Submit a ticket

Requester *	bobet.prudente@gmail.com
Name of Member *	
Name of Member 4	Roberto Prudente
Agent Code *	6199kf
concern *	Membership 🗸
	Issue *
	····
Subject *	Unprocessed Membership Upgrade
	Accreditation System Error
	Basic Inquiry

## Email #1. Acknowledgement

### Reference No. 513927 for Confidential Agent Report for policy 80880-10002-39319-00

IMO	6 S	Support	<u>via</u>	freshdesk.com
to m	ne	*		

Wed, Dec 23, 6:29 PM (3 days ago) 🛛 🙀

Dear Roberto Prudente,

"Thank you for submitting a Customer Support Ticket. You should be receiving another email for additional informations that we need to help you with your concern."

#### Please note:

When replying to customer support emails, please do not change the email subject line. Thank you.

To view the status of the ticket or add comments, please visit https://imgcorp.freshdesk.com/helpdesk/tickets/513927

### **Email #2. Request for Information**

### Confidential Agent Report for policy 80880-10002-39319-00 513927- additional information > Intex ×

IMG Support via freshdesk.com

to me 👻

Wed, Dec 23, 6:29 |

Hi Roberto,

may we request you to provide the following applicable informations to help us evaluate your concern.

Policy No

Name of Plan holder

With Payment (Yes/ NO)?

□Use Freshdesk ticket system

- Follow-up once a week
- Update as necessary
- DO NOT DUPLICATE REQUEST
- □Click to Call/Phone Support
  - Use only when urgent
- - Escalate to CEO after 60 days

## **IMG Ticket System**

### Understanding IMG Support



**#CoachBobet** @Divisoria.biz

## **IMG Ticket System**

### Understanding IMG Support

#### **#348413 How to report billing issues**

R Roberto Prudente, reported 2 days ago	4	Ø	Q.
Hi support!			
IMG members can report issues to support@img-corp.com and reque They can access the tickets using freshdesk and the img-corp.net logi	st ticket numł n credentials.	oers.	
How about non-img members?			
How can they access the tickets?			
Sincerely			
Roberto Prudente			

#### Roberto Prudente

R

Click here to reply to this ticket

# ING Ticket System

Best way to follow up is to followup your ticket in Freshdesk!

R Roberto Prudente	
$\begin{array}{ c c c c c c c c c c c c c c c c c c c$	
Any updates?	
+ Attach a file	
<b>REPLY</b> CANCEL	

**#CoachBobet** @Divisoria.biz

### **Phone Support** Understanding IMG Support

□Avoid as much as possible!

□Use only when urgent, e.g. Benefit claims

Let those who really need it, use it.

- Senior citizens
- Handicapped

Urgent need (namatayan, na-ospital, may emergency)
 Kung pila, ang phone support ay "singit sa pila"
 *"Hindi naman tama na hindi makatawag ang namatayan, kasi marami nag-re-reklamo ng posting problem"*

### But if you must... Understanding IMG Support

- □Use published contact numbers,
  - e.g +63-917-500-8388
- □Provide ticket number
- □Make sure references are readily available
  - If possible have ticket open in Freshdesk
# Summary

#### □Use Freshdesk to open, followup tickets

- Best for Opening tickets, even if not IMG member!
- Best for follow-up
- Close ticket when resolved

### □Phone Support

- Phone support is "most expensive" support channel
- Use phone support only if urgent, e.g. claims

#### Escalation

- After 14 days: open ticket
- After 30 days: "Click to Verify"
- After 60 days, ,escalate to CEO

## **Accreditation Reminder**

#### □Accreditation is required every year!

- Due Dec 31<sup>st</sup>, for the following year
- No accreditation, no benefits
- No accreditation, no commissions!
- No Fidelity!
- No accident insurance!
- No free eye glass frames!
- No free unlimited doctor consultation at KMC!
- No Freebies!
- No discounts!
- No Neuracash
- Etc
- etc

Gusto mo ba ng book from #CoachBobet?

### Get T.I.P.S. via Lazada



https://bit.ly/tips-lazada



(Tipid, Ipon, Palago, Saya) Pampayaman 101 Seminar Edition

Bobet & Mary Ann Prudente Financial Coaches @ IMG TrulyRichMakers

"Bobet and Mary Ann are on fire! They're on a mission: To prosper you. It's high time to make the change. "

Bo Sanchez Bestselling Author, 8 Secrets of the Truly Rich

How to Grow Rich Slowly But Surely

## Gusto mo ba ng Slide Decks at IMG Materials?

### 2. Get them at



#### **IMG Materials**

- I Believe
   I Believe lyrics with downloadable MP3
- Believe In Miracles
   Believe In Miracles lyrics with downloadable MP3
- Inspirational Messages
   Inspirational Messages for email drips and posters. Include
- Dominate Graphics
   Downloadable Dominate Graphics

#### **Downloadable Slide Decks**

- How to be Happy Doing it right! Doing it with pride!
  - How to Pay
  - How to Do it Yourself
  - How to Resolve Issues
  - Leaders call Aug 20, 2020
- Creating Follow-up Emails
   Maximizing Dominate Features
   For Following Up (for Titos and Titas and Teka-Teka)
   Leaders Call July 14, 2020
- Centralized Webinars
   Centralized Webinars and Quick Funnel Customization
   World Center Presentation Apr 9, 2020
- Double-Points May 1-15 2020
   A Quick Overview of Double Points Requirements
- Dominate With Zoom Integration Leaders Call May 5, 2020
- Quick Start
   Quick Start online sharing for new members.
   ( Also for Titos, Titas, Lolos & Lolas ).
- Quick Funnels





Get downloadable materials! https://6199kf.imgcorp.com/resources/



Join the **IMG Members Group** discussion on Facebook! https://www.facebook.com/groups/IMGMembersGroup



Get your T.I.P.S from Lazada <u>https://bit.ly/tips-lazada</u>