



HEALTHIER, LONGER,
BETTER LIVES

2022 AIA GROUP MDRT

LEADER AWARDS

AIA MDRT. ADVICE FOR LIFE.



LEADER AWARDS

AIA Group Agency Distribution has launched the **AIA Group MDRT Leader Awards** in 2020 to recognise leaders who train and grow MDRTs in their teams from all AIA countries. The launch of the awards has proven the importance of developing best-in-class agents in AIA Group. All our recognised agents stay true to our Purpose of helping people lead Healthier, Longer, Better Lives.

For the **AIA Group MDRT Leader Awards**, leaders are recognised on the number of MDRT members they grow in their teams.

The achievement of these awards is honourable and prestigious. Congratulations to all winners of **2022 AIA Group MDRT Leader Awards!**



LEADER AWARDS



MESSAGE FROM **JACKY CHAN**

REGIONAL CHIEF EXECUTIVE AND GROUP CHIEF DISTRIBUTION OFFICER

Dear AIA Group MDRT Leaders,

Congratulations on achieving AIA Group MDRT Leader Awards for 2022!

Because of your leadership, AIA has achieved Global #1 MDRT Multinational Company for eight years in a row. This is proof of your world-class professionalism, your ability to motivate your teams, and your sincere commitment to protecting our customers and providing the service they need.

You have shown determination in overcoming recent challenges and the spirit to embrace change by transforming your business operations. Your impressive achievements continue to strengthen our competitive edge and build a top-notch premier agency force.

I am delighted with the launch of our first AIA strategic MDRT brand initiative – **AIA MDRT. Advice for Life.** This initiative elevates our positioning as the best of the best, and our commitment to strengthen AIA's MDRT position.

Together, let us help our MDRT qualifiers embrace their role as professional financial and health advisors. We want them to provide our customers with the right advice at the right time, and to develop a fully client-centric approach. In addition, by leveraging our unparalleled health and wellness ecosystem, our teams can create a profound impact on our customers' lives.

This will enable our advisors to continue to achieve MDRT next year, multiplying our MDRT community, growing more quality advisors and Premier Advisors, and ultimately helping millions more people live Healthier, Longer, Better Lives.

Together, let's give 2022 a remarkable finish, and set our sights on another record-breaking year in 2023!

Best regards,

Jacky Chan

Regional Chief Executive and
Group Chief Distribution Officer





MESSAGE FROM RISHI SRIVASTAVA

CHIEF EXECUTIVE OFFICER OF GROUP AGENCY DISTRIBUTION

Dear AIA Group MDRT Leaders,

My warmest congratulations on receiving this year's AIA Group MDRT Leader Award.

We are very proud to announce a total of 2,044 AIA Group MDRT Leader Awardees in 2022. We'd like to offer special recognition to the six awardees who have achieved Platinum status. These extraordinary leaders nurture and manage more than 100 MDRT advisors each.

AIA Agency Leaders play a crucial role in making this happen. Your efforts in recruiting and developing our advisors to achieve MDRT year after year is the reason for our success.

AIA has set a record by becoming the first multinational firm to achieve Global MDRT for eight consecutive years. In order to maintain our position as an industry leader we are launching an AIA MDRT brand initiative with the powerful tagline: **AIA MDRT. Advice for Life.** This initiative highlights our AIA MDRT members for their professionalism, status, and prestige.

The middle class in AIA's markets is forecast to grow to 2.6 billion by 2030. This rapid growth will generate more demand for protection across the various stages of the customer journey. Moreover, customer demands have evolved during the pandemic -- they prefer customised solutions, digitally enabled servicing, and want to be associated with companies and individuals advocating a larger purpose and serving our communities. We believe that AIA MDRT and Premier Advisors are best suited to meet the evolving needs of customers.

We encourage all of you, as MDRT Leaders, to continue to build a high-quality agency force and develop and nurture MDRT advisors. Your success in doing so will make us the unrivalled Premier Agency and the company of choice, and we will celebrate your success in the 2023 AIA-GAMA Leadership Awards.

By building your agency force and supporting AIA MDRT Sustainability initiatives you are making distinct contributions to the communities in which we live and operate, by helping millions more people across Asia live Healthier, Longer, Better Lives.

AIA will work with you, side-by-side, guaranteeing that your team will have the most compelling propositions, supported by our unrivalled distribution platforms, all enabled through Agency x Digital x Marketing x Analytics.

Congratulations again and I look forward to working with you to retain our premier position as the best-in-class agency force. Let's Double Up MDRT!

Best regards,

Rishi Srivastava

Chief Executive Officer of
Group Agency Distribution





CHAN I IENG

SENIOR DISTRICT DIRECTOR

ACHIEVEMENTS

- 1998 : Promoted to District Director
- 2006 : GAMA IMA-Diamond
- 2008 : Top Recruiter Club-Top District Director
- 2010 : Promoted to Senior District Director
- 2011 : Distinguished Manager Award DMA
- 2017 - 2018, 2020 : District Director of the Year
- 2008 - 2022 : MDRT District
- 2012 - 2022 : Premier Agency Leader
- 2019 - Super Grand Districts of the Year - 1st Runner Up

“ Be **better** today than you were yesterday, and be **better** tomorrow than you are today ”

Entering into the insurance industry in the early 1980s, Rosa became the first agent to sell an AIA Macau insurance policy. Staying positive in the face of adversity, she strives to always surpass her own achievements by being better today than she was yesterday, and being better tomorrow than she is today. A lifelong learner, Rosa pushes herself to be more adept and competent in order to achieve ever bigger goals. Focused on building the best team possible, ROSA District has a unique management culture that is based on four simple management concepts: to be fair and just, empathetic, timely, and proactive.

On average, there is an MDRT for every 2.1 members in ROSA District, with the ultimate goal to make all members achieve MDRT. After all, they see it as their mission and responsibility to enable each member to ascend to management level. Identifying and cultivating talent will not only give a sense of accomplishment, it will also nurture the next generation and enable them to pick up the baton, taking the district to new heights. Embracing technology, professionalism, corporatisation, and systemisation are the four drivers propelling the team to excel and train even more outstanding talent.



“ It always seems impossible until it is **done** ”

On her journey to becoming Senior District Director of MARY District, Macau, Maria has had a few ups and downs. Despite joining the insurance industry in 1988 with no established track record or professional networks, with her fighting spirit, Maria persevered. Now, after 33 years, she has become an undisputed leader in the industry, managing a team of nearly 1,000 people. Her enthusiasm and drive, coupled with her hands-on attitude, have made her stand out and succeed.

In light of Maria's exceptional leadership skills and achievements, she has received numerous awards over the years. While it is never easy to climb the ladder, it is even more remarkable for one to sustain their passion and commitment to a profession for so long. Aware of the fierce competition and obstacles facing the insurance industry, Maria knows that she cannot afford to be complacent. Every day she challenges herself to keep going and scale new heights.

MARIA NUNEZ LI

SENIOR DISTRICT DIRECTOR



ACHIEVEMENTS

- 2002 : Promoted to District Director
- 2007 : Top Recruiter Club-Top District Director
- 2008 : Being promoted to Senior District Director
- 2008 - 2022 : MDRT District
- 2012 - 2022 : Premier Agency Leader
- 2022 : Promoted to Premier Senior District Director



SOU LAI CHENG
DISTRICT DIRECTOR

“With ordinary **talent** and extraordinary **perseverance**, all things are **attainable**”

ACHIEVEMENTS

- 2010 : Unit Manager of the Year
- 2012 - 2014, 2016 - 2022 : Premier Agency Leader
- 2020 : Promoted to District Director
- 2020 - 2021 : Super Grand Districts of the Year - Champion
- 2022 : MDRT District

Lai Cheng has been part of AIA for 19 years and has always believed that professional service is the key to success. In 2008, at the age of only 22, she established a team of 13 members. Then, in 2020, she set up the Grand District, which has since grown into a team of 250. As the youngest district director of AIA Macau, Lai Cheng firmly believes that integrity, commitment, professional service, and team development are essential to one's long-term development in the industry. Therefore, over the years, she has built a professional wealth management team worthy of customer recognition.

With MDRT membership considered the most representative indicator, she believes that success can always be replicated. Leading by example, Lai Cheng has been an MDRT member for more than 10 years, and is now a Qualifying COT and Life Member. Not only that, but all of her management team are MDRT members as well, inspiring her colleagues and making positive impacts across the board. Looking ahead, Lai Cheng plans for the MDRT membership of all her team members to be the benchmark, thereby furthering their professional development in wealth management.



CHEN LEI

DISTRICT AGENCY DIRECTOR

Chen Lei joined AIA in 2003 and is now the District Agency Director of AIA Beijing. Over the past 19 years, he has worked hard to develop his team and has won a wide range of accolades, including the AIA No. 1 Best District Agency Director in 2021, AIA Beijing No. 1 Top Notch Family in the same year, and the Beijing Insurance Outstanding Service Star awarded by the Beijing Insurance Industry Association. The team that he founded, the “Ying Jia Family”, is currently the largest sales team in AIA China and has been named the “Most Competitive Insurance Team” by China Finance and Economics Billboards. It has also been rated as the “China Finance 10 Years Influential Team” by China Wealth Management Magazine.



As of 2021, the “Ying Jia Family” is made up of nearly 3,500 members, all of whom have college degrees or above, and has cultivated a total of 27 Directors and 409 Leaders. The quality of the team is reflected in their high productivity levels and outstanding contribution to society. In fact, a total of 423 people from the “Ying Jia Family” have become MDRT members, of which 29 have become COTs and four have become TOTs; an achievement which is now AIA's benchmark. As Chen Lei points out, the mission for his team is to provide unrivalled protection and assurance for Beijing's citizens, thereby giving them a true sense of security.

“ I am ready to commit the second half of my life to promoting **love** and **responsibility** throughout China, so that more **families** and their **loved ones** can be looked after in their old age. This is my **mission** and I would like to **encourage** others to commit to it with me ”

ACHIEVEMENTS

- Founder of “Ying Jia Family” in AIA Beijing
- Central University of Finance and Economics Insurance Financial Planner
- Certified PPM Excellent Manager
- Certified NLP Lecturer
- First Certified and Authorised GAMA Lecturer in China
- Certified by LIMRA-CIMA
- First Certified National Lecturer in AIA China
- Total sum of life insurance coverage in 2021: RMB14.1 billion
- AIA 2021 “Beyond, Navigate” Annual Honour System – Best Regional Agency Director
- AIA Beijing 2021 “Beyond, Navigate” Annual Honour System Team Award – No. 1 Top Notch Family





SUN PENG

DISTRICT AGENCY DIRECTOR

ACHIEVEMENTS

- 2002 : Joined AIA
- 2008 : Promoted to Director
- 2018 : Promoted to District Agency Director
- LIMRA Certified Instructor
- Rated the Top 10 Best Sales Team
- Rated Top Family in AIA China for nine consecutive years
- Won the AIA China President Cup in 2011, 2013, 2014, 2018, and 2019

“Do your **best** for
what you **love**”

Having cultivated 14 Directors over his career, Sun Peng's team comprises more than 2,000 members, all of whom are professionals from a wide range of fields, including insurance officers, doctors, teachers, sales staff, product managers, human resources executives, and auditors from the Big Four. Most have a bachelor's degree or above, and some are PhD students.

Currently, the team has 211 MDRT members, including two TOTs and nine COTs, and has recruited 1,039 people and cultivated 268 Leaders, more than half of whom are members of Five-Star teams. In 2021, the team donated to two local libraries and sponsored less-privileged children to allow them to go to school. Proud to have won the “Platinum MDRT Leader Award” in 2021, the team firmly believes in the motto: “Do your best for what you love”.

He Xiulin joined the company in 1992 out of a desire to change people's lives for the better, becoming one of the first insurance agents in China and, later, the first female Director at AIA. Now in charge of a team of nearly 2,000 people, the "Decheng Family" that she founded is built on the principle of inclusivity and participatory leadership, where everyone supports one another and is empowered to share knowledge in order to grow. One of the top three National Senior Agency Directors in AIA Insurance and the Chairman of the AIA Shanghai Hall of Fame, He Xiulin always emphasises that the success of the "Decheng Family" is forged by each member of the team, individuals who come from a diverse range of backgrounds. A transformational leader who is well-known for her charisma, she often stresses that insurance is about love and responsibility, and that the

intention must always be to benefit society. Firmly believing that being in the insurance industry is a life-long commitment to create value, He Xiulin has helped countless people and continues to keep improving herself. In her 30 years in the industry, times have changed and the market has changed; however, her responsibilities and attitude towards responsibility remains the same.

A "Hundred Member Family" of AIA MDRT, the "Decheng Family" comprises 296 MDRT members and has won numerous awards, such as "Best MDRT Sales Department" in 2021, and one Platinum award, four Diamond awards, and one Gold award in 2022. Among the members of the team, 16 have been named "Four Star Insurance Agent" and 12 have been named "Five Star Insurance Agent" by the Shanghai Insurance Association.

“To improve ourselves with great virtue”

HE XIULIN

EXECUTIVE AGENCY DIRECTOR



ACHIEVEMENTS

- 9,244 customers served and a total of over RMB10.676 billion in comprehensive insurance for customers as of 2021
- 296 members of the "Decheng Family" registered as MDRT members
- "Decheng Family" named "Best MDRT Sales Department" in 2021
- "Decheng Family" won numerous MDRT Leader Awards in 2022, including one Platinum Award, four Diamond Awards, and one Gold Award, all of which accounted for 15% of the winning teams in China
- 16 members of the "Decheng Family" were awarded "Four Star Insurance Agent" and 12 were awarded "Five Star Insurance Agent" by the Shanghai Insurance Association, which accounted for 34% of the award winners in AIA Shanghai
- He Xiulin is the Chairman of the AIA Shanghai Hall of Fame and was named one of the top three National Senior Agency Directors in AIA Insurance in 2021

LEADER AWARDS

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WONG CHOI SING JOSHUA

EXECUTIVE DISTRICT DIRECTOR &
HONOURABLE ADVISOR

“ Throughout my **50-year journey** in insurance, I have always remained **inquisitive**. It is also important to **stay true** to your life's goals. By doing so, you can become the **next AIA legend** ”



YUNG WING KI SAMUEL

EXECUTIVE DISTRICT DIRECTOR &
HONOURABLE ADVISOR

Having joined AIA Hong Kong in 1982, Samuel Yung Wing Ki was appointed Executive District Director and Honourable Advisor in 2020. He manages a team of 18 Senior District Directors and District Directors, more than 170 Managers, and over 1,000 Wealth Management Managers and Financial Planners, with over 400 of them being MDRT, COT, TOT, Life Members, Honour Roll, and Quarter Century. Samuel has received numerous awards and honours over the years in recognition of his outstanding leadership and remarkable achievements, including District Director of the Year for 23 consecutive

“ It's better to do **something imperfectly** than to do **nothing flawlessly** ”

years, AIA President Club District Director of the Year from 2012 to 2017 and from 2021 to 2022, and the AIA MDRT District Award for 14 consecutive years since its inception. In 2022, he won Top District Director of the Year, President Club Top District Director of the Year, and Top 3 MDRT District Award, among others. Samuel also holds an EMBA from the Hong Kong University of Science and Technology.



LEADER AWARDS



WONG KING KWOK RAYMOND

EXECUTIVE DISTRICT DIRECTOR

Raymond Wong King Kwok is a Regional Executive Director at AIA and has more than 3,500 Financial Planning Consultants as part of his “Champion Family Team”, including 24 Senior Regional Directors and Regional Directors. Raymond is also a board member of the New Asia College of the Chinese University of Hong Kong, a permanent Honorary Vice-Chairman of the Hong Kong Polytechnic University Foundation, the Vice-Chairman of the Hong Kong Polytechnic University President Association, and the Founding Chairman of

the Global Outstanding Chinese Association. Over the years, he has focused on developing talent capital and has provided cultural value transfer and leadership training for large government firms. Raymond is an antiques expert and is the Founding President of the China Antique Art Association. He graduated from the Academy of Fine Arts of Tsinghua University, School of Economics and Management of Tsinghua University, with a Master of Arts Management from Sotheby’s School of Art.

“ In the face of **adversity**, the timid will buckle; the **fortitude** sees **opportunities** ”

CHAN WILLIAM

EXECUTIVE DISTRICT DIRECTOR

“ In the **post-epidemic** world, **passion** and **tenacity** are the **foundation** of **success** ”



LEADER AWARDS

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LIN YIM FAI ALAN

EXECUTIVE DISTRICT DIRECTOR

“ With kindness at the very heart, we attract goodness and positivity into our lives ”



YEE TAT KEUNG TERENCE

EXECUTIVE DISTRICT DIRECTOR

“ Diligence and hard work yield rewards ”

LEADER AWARDS

Diamond | AIA Hong Kong & Macau



FUNG SIU LING TOBY

PREMIER SENIOR DISTRICT DIRECTOR

Toby Fung Siu Ling has over 35 years of experience in the insurance industry and has been with AIA since the beginning of her career in 1984. Starting out as a Financial Planner, she quickly learnt the value of customer service and catering to the insurance needs of her clients. Toby's passion for insurance stems from her desire to protect people and their families, and it is this passion for helping others that is the reason she is still in the industry today. As one of the founders of

“Growth mindset – success is a reflection of your attitude”

“AIA Success Family”, Toby oversees eight districts and over 500 agents. In 2018, she was appointed Premier Senior District Director, the first and only female leader to be given this title in AIA Hong Kong. Toby is an active member of the Lions Club of Asia and is also a board member of the New Asia College of the Chinese University of Hong Kong.

WONG NGAO SAN MARCUS

PREMIER SENIOR DISTRICT DIRECTOR

Marcus Wong Ngao San joined AIA roughly 10 years ago and is proud to be part of such an esteemed company. When only 24, Marcus became the first TOT in Asia. Since then, his team has been named Super Grand District twice and is looking to be awarded it for a third time. He sees it as an immense honour to work with such a talented team of devoted professionals and is looking forward to many more years of success.

“Success is not final; failure is not fatal: it is the courage to continue that counts”
– Winston Churchill



LEE CHUN WAI PETER

PREMIER SENIOR DISTRICT DIRECTOR



HUI YUE HON BERNARD

SENIOR DISTRICT DIRECTOR

LEADER AWARDS



CHAN WING YIP OTTO

SENIOR DISTRICT DIRECTOR

Otto Chan Wing Yip is Senior Regional Director and, in 2009, founded AIA Asset Management Zone. Comprising more than 500 professional asset management consultants, it was recognised as one of the top 10 insurance teams in 2016. Ranked no. 1 in the regional

“ **Change** is the only enduring constant in life; we **adapt to thrive** ”

awards for number of clients and total business volume from high-asset customers for 10 consecutive years, AIA Asset Management Zone had the largest number of MDRT in 2021.

WONG YING

SENIOR DISTRICT DIRECTOR

“ Inspired by the **natural flow of water, embrace** all without conflict. Aspire to maintain a strong **sense of self** in this **fluid journey** of our lives ”



TSANG TAK SUN

DISTRICT DIRECTOR



LI KWOK TAI JACK

EXECUTIVE DISTRICT DIRECTOR

“If you fail to prepare,
prepare to fail”

LEADER AWARDS



CHU PAULO

PREMIER SENIOR DISTRICT DIRECTOR

“ Show no fear in turbulent times, resilience is the key to achieving the impossible ”

TOU KAM SENG

SENIOR DISTRICT DIRECTOR



LEONG CHI PANG

SENIOR DISTRICT DIRECTOR



LO PEK CHI

DISTRICT DIRECTOR



AU MAK LAI CHONG

DISTRICT DIRECTOR

LO LAI CHAN

DISTRICT DIRECTOR



CHAN WAI IENG

DISTRICT DIRECTOR

“ Constant dripping
water erodes a
stone, not from its
strength but its
persistence -
Never give up,
never give in ”





XU QINGMEI

DISTRICT AGENCY DIRECTOR

Xu Qingmei joined AIA in 2004 and has approached everything she does with professionalism, integrity, and love. Over the course of her 18-year career, Xu Qingmei, the founder of the AIA Xiaoping team, has become an outstanding insurance consultant who is trusted and highly praised by her customers. Always adhering to the belief that “It is my responsibility to protect your health, wealth, and happiness”, she sees herself as the envoy of hope and uses faith as her foundation to help others. Not only is Xu Qingmei extremely professional, she is also conscientious and courageous in her actions. By “Welcoming everyone with a smile and being calm at heart”, Xu Qingmei is committed to creating the most trusted insurance service platform for entrepreneurs and customers, a harmonious society, and to realise the dream of a great China.

“ **Never** give up on your **passions** or the pursuit of your **dreams** ”

LI OU

DISTRICT AGENCY DIRECTOR

Li Ou joined AIA Guangdong in 1995 and was quickly promoted to Regional Manager for AIA Guangdong in 1997. The first to be appointed a District Agency Director in AIA China, he was also the first to build a 1000-strong team in AIA China. Now a District Agency Director, Li Ou has qualified for all AIA China Dragon Meetings to date, as well as numerous local and overseas summit meetings and MRG Global Challenges.

“ **Live happy,** **work hard** ”



TAN MEIYAN

EXECUTIVE AGENCY DIRECTOR

After joining AIA Guangdong in 1997, Tan Meiyang became a member of the Superstar Club in the same year. Now, after 25 years at the company, and going from a one-man team to heading up a team of 700, including 68 managers and two directors, Tan Meiyang has become a MDRT Lifetime Member and the recipient of numerous awards, having won the Galaxy Top Award for AIA Guangzhou for 16 years. She has also joined the prestigious "Gallop Family" and been a multiple qualifier for the Chief Executive Cup Competition.

“ Love life
and be in
awe of life ”



SUN HAIFENG

EXECUTIVE AGENCY DIRECTOR

Sun Haifeng joined AIA Shanghai in January 1993 and created the first director team in AIA China, the "Jin De Family". Assembled by a group of pioneers in the insurance industry, the "Jin De Family" now has over 100 team managers in Shanghai; the founders of AIA Jiangsu and AIA Chengdu were also cultivated from this family. Upholding the values diligence, virtue, and dedication, the "Jin De Family" aims to cultivate trustworthy, professional insurance agents and entrepreneurs.

“ Diligence and virtue ”

Throughout his career at AIA, Sun Haifeng has firmly held to the idea that "insurance is assurance". Helping customers to achieve healthy, longer, and better lives is what has always motivated him, and after 30 years in the industry, he has not forgotten his original mission: to help others for mutual benefit and to turn the ordinary into the spectacular.





LI FEIFEI

SENIOR AGENCY DIRECTOR

Having joined AIA Jiangsu in 2008, Li Feifei was quickly promoted to Manager in the same year, then Agency Director in 2017, before being made Senior Agency Director in 2020. A multiple winner of numerous awards, such as AIA China 100 Years Helmsman Award and AIA China Diamond MDRT Team for two consecutive years, Li Feifei is also Honorary Chairman at AIA Jiangsu and has qualified many times for the AIA Jiangsu summit and the All-Star Competition.

“**Protect
for love,
aim for
success**”

GU LILI

SENIOR AGENCY DIRECTOR

Gu Lili joined AIA Nanjing in 2011 and is currently a Senior Agency Director. She has also qualified for MDRT for nine consecutive years from 2014–2022 and qualified for COT in 2015. Having cultivated 50 MDRT members, Gu Lili is also the leader of the “Hui Jia Family”, which has been the AIA China MDRT Diamond Team for four consecutive years from 2018–2021.

“**Never stop
striving for
excellence
in everything
you do**”



LEADER AWARDS

YU XU

SENIOR AGENCY DIRECTOR

After joining AIA Shanghai in 1993, Yu Xu went on to establish the “Chang Hong Family” in 2007, which now has six Directors and 80 MDRT members out of the 778 people on the team. Yu Xu regularly attends the annual summit meeting and has been its Chairman twice. An Honour Club winner 28 times, once as Vice President, he is also an MDRT COT member and a Senior Lecturer, as authorised by LIMRA and GAMA in North America.

“Keep your **feet** on the **ground** when things are **going well**; **believe** in the **future** when things are **tough**”

Yu Xu always gives his all in everything he does, actively participating in knowledge sharing and cultivating the growth of AIA. The “Chang Hong Family”, led by Yu Xu, is young, energetic, culturally inclusive, and always determined to improve and reach the top. Through their tenacious spirit and systematic and independent management style, the “Chang Hong Family” continues to go from strength to strength.

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SU HUA

SENIOR AGENCY DIRECTOR

Starting her career as an engineer in the China National Space Administration, Su Hua joined AIA Shanghai in 1994. In 1998, she established the “Sun Family”, was promoted to Agency Director, and then became Senior Agency Director in 2002. From her humble beginnings as an introverted engineering student, Su Hua is now an award-winning team leader that has always strived to build a premier agency. Some of her many accolades include AIA China Top Notch Family, AIA China 100 Years Helmsman, AIA China Recruitment Pioneer, Chairman of the AIA Shanghai Honour Club, Chairman of the Summit Meeting, Lifetime Member of the Five Star Club, Shanghai Five-Star Agent, Shanghai Assurance Pioneer, MDRT Excellence Manager, and AIA Group MDRT Diamond Team. Led by Su Hua, the “Sun Family” is built on the MDRT whole-person concept and supports its team members to turn excellence into brilliance.

“Those who **know** are **not confused**, those who are **benevolent** are **not worried**, and those who are **brave** are **not afraid**”





YAO FEIMING

SENIOR AGENCY DIRECTOR

Yao Feiming joined AIA Shanghai in 2003 and quickly made a name for himself with his outstanding business acumen and team management abilities. After establishing “AIA Decheng Dream Team” in 2015, he was promoted to Agency Director in 2019 and then Senior Agency Director in 2020. A winner of many individual awards, such as Top 10 Agency Director in AIA China, Best Agency Manager in the Chief Executive Cup, Top 5 Agency Director, Yao Feiming has also won numerous team awards, such as Top 10 Family Performance Award,

“Life is not a race;
it is a journey”

Diamond Team Award for the Diamond Wealth Managers Club, the Diamond Connoisseur Award, and the Shanghai Hall of Honour Team Award. He has also been the Vice President of the Shanghai Hall of Honour twice and is an MDRT Lifetime Member. With the goal of building a 1000-strong MDRT team, under his leadership, the “AIA Decheng Dream Team” provides the ideal platform from which talent can grow. Through innovative technology and a refined management system, Yao Feiming’s team provides security for thousands of households.

WANG YILING

SENIOR AGENCY DIRECTOR

“The most beautiful thing in life
is to have a truthful heart”

Wang Yiling joined AIA immediately after graduating from university in 2004. Despite a range of setbacks and obstacles along the way, she was promoted to Senior Agency Director in 2020 and established the “De Cheng Xin Yi Family” in 2016. Since then, she has cultivated two sales departments, both of which have received a long list of honours and accolades. A multiple award-winner, including being the No. 1 AIA Life Insurance Business Director in 2020 and winning the Shanghai Innovation and Excellent Financial Team Award, Wang Yiling has also qualified for the National Entrepreneur Forum for eight consecutive years, completed the Peak and Pinnacle Competition for 19 consecutive years, and was Vice President and President of the Annual Club of Honour and Summit Meeting, respectively. As a MDRT Lifetime Member, a milestone and honour of which she is immensely proud, Wang Yiling firmly believes that MDRT opens the door to a whole new world of knowledge, motivation, and professionalism. As someone who has always been committed to leading well and helping others achieve more, Wang Yiling empowers her team to always provide customers with professional, comprehensive, and attentive service.



DU CHAOZAI

SENIOR AGENCY DIRECTOR

Du Chaozai was a doctor before he joined AIA in 2011 at the age of 27. In the 10 years since, he has gone from being an ordinary Agent to the youngest Senior Agency Director in Shanghai. He often says that his growth is due to the support he received from his seniors and teammates at AIA. As of this year, his team, the “Changhong Care Team”, comprises 455 members, most of whom are undergraduates. In terms of management, Du Chaozai has built a sustainable, closed-loop ecosystem by leveraging the knowledge of hundreds of partners, an ecosystem that he is determined to become an all-round service system that is easy to establish elsewhere. Basing his team on the concept of “Changhong Kind-hearted People”, where each person not only learns but also teaches, Du Chaozai knows that through cooperation and mutual assistance, a better life for all can be achieved. Through professionalism and attentiveness, the happiness of every customer is assured.

“Altruism benefits society”



DU JUN

SENIOR AGENCY DIRECTOR

Du Jun joined AIA Beijing in June 2002 and is now a Senior Agency Director. He was also the first MDRT Lifetime Member from AIA Beijing and the first from AIA Beijing to set up an outfield sales department. Throughout his career, he has won a wide range of honours, including Beijing Insurance Industry Service Ambassador and Beijing Star of Life Insurance. Du Jun has also been the Chairman or President of various competitions in AIA Beijing, AIA China, and AIA Group.

“Always help others realise their goals”





CHEN ZHU

SENIOR AGENCY DIRECTOR

Chen Zhu is a Senior Agency Director in AIA Beijing. As a Registered Insurance Financial Planner, he has won a great many awards over the years, including the No. 1 New Director of the National AIA Billboard in 2020, the No. 1 AIA Beijing Agency Director in 2020, and the No. 1 AIA Beijing Annual Sales Department Life Insurance Sales Award in 2021. He was also the No. 2 Director in Beijing at the 7th AIA China Insurance Entrepreneur Forum.

“ You can
achieve
more with
less if you
do it right ”

JIA HONGLI

SENIOR AGENCY DIRECTOR

Having joined AIA Beijing in 2013 through the GA Golden Collar Talent Programme, Jia Hongli was promoted to Agency Director in 2018 before becoming a Senior Agency Director in 2019. The founder of the “Liaoyuan Team”, which is now made up of 460 elite agents, she has competed in a number of Peak and Pinnacle competitions, attended various international forums, and been the recipient of numerous awards over the years, including AIA Beijing Top 10 Rookie Agent in 2014, MDRT in 2015 and 2016, Top 5 AIA Beijing Agency Director, and Top 10 AIA Beijing Talent Referral Ambassador in 2016. In addition to cultivating two Director teams in 2020, her team was also a member of the AIA Beijing Five Star Club for eight consecutive months and named AIA MDRT Diamond Team in 2021.

“ Change
lives
through
insurance ”



LUO RUOYUAN

AGENCY DIRECTOR

Prior to joining AIA in 1994, Luo Ruoyuan was a teacher of Chinese literature. Since joining the company, he has qualified for the AIA Shanghai Summit Meeting 22 times, been the President of the Honour Club six times, and been the Vice President of the Honour Club six times. He has also been the recipient of multiple Hall of Honour Team and Individual awards, and has been recognised as an AIA China Care Ambassador, AIA Shanghai Honorary Lecturer, and Ace Mentor, among others.

“It takes **hard work and dedication** to **succeed**”

Throughout his long career in insurance, he has always aimed high and pursued excellence in everything he does, all while remaining committed to the virtues of righteousness and kindness; concepts which he says are at the heart of insurance. Doing so gives the customer greater happiness and allows them to see the future more clearly. By using his influence to exert positive energy, Luo Ruoyuan leads his team along the right path, and the further they go, the wider the path becomes.



ZHU MINGSHENG

AGENCY DIRECTOR

Zhu Mingsheng joined AIA in 2001 and has built a team of 800 people, including five Directors. Despite the various honours and awards he has won over the years, Zhu Mingsheng maintains a mindset of “Back to zero and start again”. He often says that while it can sometimes be hard for insurance agents to adhere to their core beliefs and values, it is necessary to do so and remain dedicated. Remaining calm under pressure and not becoming arrogant is how you build a loving, faithful, professional, and high-performing team. Zhu Mingsheng’s “Decheng Rongyao Team” are a people-oriented group whose mission is to live a full life, serve customers to the best of their ability, and always look to keep learning.

“Always be **willing** to put **other people** first to **help them** **succeed**”





CHEN XIANQIONG

AGENCY DIRECTOR

Coming from a background in engineering, Chen Xianqiong has spent more than 11 years with AIA. Throughout her career, from sales to team building, she has always been impressed with and grateful for the support and dedication of her team. It is thanks to them that she has been able to overcome any challenges along the way. The recent pandemic has only served to highlight the excellent work her team does and the importance of their role. In extreme circumstances, the key role of the insurance industry comes to the fore,

“ Being **humble** rewards you with **wealth, honour, and life** ”

and never has there been a truer saying than “Saving lives, saving finances”. Through their passion and professionalism, Chen Xianqiong knows that her team can become the brightest star in the insurance industry, and she is simply grateful for the opportunity to stand on the shoulders of the giant that is AIA to give life meaning. She looks forward to the challenge and opportunity of leading her team in helping the people of Shanghai to rebuild after COVID-19.

CHEN SUHONG

AGENCY DIRECTOR

Chen Suhong joined AIA in 2011 and was quickly promoted to Unit Manager in the following year. She was promoted to Senior Unit Manager in 2015 before again being promoted to District Manager a few months later. An Agency Director since 2017, Chen Suhong is an MDRT member, a member of the Excellent Pioneer Club, and has been a member of the Entrepreneur Forum for two consecutive years. In addition, she has won a number of awards, such as AIA China Best Agency Leader, Top 20 AIA China Talent Referral Master, and No. 3 AIA China Excellent Director Sales Department.

“ Always keep **learning**, **lead** well, **serve** others, and **contribute** to society ”



LEADER AWARDS

THASNACHAI YODSMER

SENIOR DISTRICT DIRECTOR

Thasnachai Yodsmer joined AIA Thailand in the 1980s after working in the pharmaceutical industry for 10 years. In fact, his move into the insurance industry was inspired by a friend who already worked for AIA Thailand. Although changing industries with no experience put him in a difficult position, he was able to rise to the challenge through his diligence and commitment. Since then, Thasnachai has become one of AIA Thailand's top insurance agents and has won numerous awards, including Manager of The Year, Hall of Honour, Hall of Fame, and Supervisor of The Year, among others. Currently, a Senior District Director, Thasnachai firmly believes that building a professional and high-standard insurance agency team is the key to success.

“Diligence, endurance,
honesty, and unity”



SIRIPORN PHUTTHARAK

EXECUTIVE DISTRICT DIRECTOR

Siriporn Phuttharak is currently Premier Senior Agency Consultant of AIA Thailand. With 32 years of experience in the insurance and financial services industry, she is the Owner of the leading GA in AIA Thailand, where she is responsible for over 1000 agents and 100 'Of the Year' awardees. Siriporn is also President of the General Agency Owners Club of AIA Thailand (2018–2022) and the ex-President of the Thai Association of Insurance and Financial Advisors (2011–2015).

“Teamwork
is less 'ego'
and more
'we go'”





CHATCHAVAL EUAVISALSIN

EXECUTIVE DISTRICT DIRECTOR

Chatchaval Euavisalsin qualified as Manager of the Year in 1989, 2000, 2003, 2006, and 2007, and successfully qualified for the Hall of Honour in 2003, the Hall of Fame in 2003, and the Double Hall of Fame in 2020.

“Actions
speak louder
than words”

EKKALAK PATTANANITSAKUL

EXECUTIVE DISTRICT DIRECTOR

Ekkalak Pattananitsakul is one of the most successful insurance agency leaders in AIA Thailand. He is an Executive District Director and Senior Agency Consultant. In terms of team management, he has an agent in his unit who qualified as Agent of the Year for 10 years and is on the MDRT Honor Roll. He believes that good team management is the secret to success. In addition to strong recruitment and development of talent, it is also vital to fully understand everyone's roles and duties in the team. Through inspiring leadership and a broad vision, innovation and dedication drives a winning business strategy.

“Each obstacle and
failure marks the
route to success”



CHANCHAI WANGWONGWIT

EXECUTIVE DISTRICT DIRECTOR

Chanchai Wangwongwit joined AIA Thailand in 1984 from a sales, marketing, and management background. He is now Premier Senior Agency Consultant and Executive District Director of AIA Thailand. Prior to this, Chanchai was President of LICA and President of Numthong Pattana. He has also won various prestigious awards, such as the Annual Convention and Thailand National Quality Awards.

“ Hope and ambition are the ultimate achievements of life ”



KANYANEE HEMYAKORN

EXECUTIVE DISTRICT DIRECTOR

Ambition and inspiration are key to one's success. Unyielding resolve and perseverance paves the way past any obstacles or setbacks. Though it may take time, success is always within reach of those who are willing to commit. In the end, no effort goes unrewarded.

“ Success through diligence, perseverance, and kindness ”



SUVALUCK LOURAKMANEE

EXECUTIVE DISTRICT DIRECTOR

Suvaluck Lourakmanee qualified MDRT from 1992–2011, COT in 2012, 2015, 2016, 2018, 2019, 2020, 2021, and TOT in 2022. Proudly the President of the AIA Annual Convention at the opening ceremony in Melbourne in 1995, Suvaluck qualified as Agent, Manager, DD, SDD “Of the Year”, and GA XL “Of the Year” for three consecutive years, with the latest being in 2021. She has also qualified for the Hall of Honour and Hall of Fame.

“ There is
no success
without
action ”

PIMONSIRI WONGTHIANCHAI

DISTRICT DIRECTOR

Promoted to Owner of the AIA General Office in 1991, then promoted to District Director in 1999, Pimonsiri also qualified for the Hall of Honour, won Ci Rider of the Year (2015), and received the Diamond IMA (2017–2022) and COE Distinction (2017–2022) at the GAMA Awards. Firmly believing in a strong training programme for both new and experienced advisors, Pimonsiri advocates for a step-by-step learning process that tracks their

“ The Future You See is
the Future You Get ”

progress and allows them reach higher goals. The key to motivating a team can be best summed up by the 3I's: impact, independence, and income. To that end, Pimonsiri has no doubt that MDRT is career goal which every advisor should look to achieve. Moreover, weekly meetings and monthly one-on-one coaching sessions lets her team know she is always there for them.



PREMCHAI SRIRANG

SENIOR DISTRICT DIRECTOR

Promoted to Senior District Director in 2013, then promoted to Senior Agency Consultant in 2004, Premchai became Owner of the AIA General Agency Office in 2012. Premchai qualified for the Hall of Fame in 2015 and received the RSA Bronze in 2021 and the Diamond IMA and COE Seat of Distinction in 2022 at the GAMA Leadership Awards.

“ We do not simply ‘have’ a great day, we ‘make’ a great day ”



MONGKOL LUSAMLIT

SENIOR DISTRICT DIRECTOR

Mongkol Lusamlit won Top Quality Agency Leader in 1995 and 2005–2012, as well as Premier Agency Leader in 2013–2018, MDRT Agency Leader in 2019–2021, GAMA International Management Platinum Award in 2015–2022, New Supervisor of the Year AIA Thailand in 1993, Manager of the Year AIA Thailand in 2018–2020, MDRT Life Member, Hall of Honour in 2005, Hall of Fame in 2014, and Quality Person of the Year in 2019 from the Foundation of Science and Technology Council of Thailand. Monkol has been President of GAMA Thailand since 2021 and is the author of two of Thailand’s best-selling financial planning books.

“ A personal touch for a better life ”





SOMCHIT PUAPONGSAKORN

SENIOR DISTRICT DIRECTOR

Somchit Puapongsakorn started her career at the age of 24 after graduating with a Bachelor of Science in Pharmacy and has been in industry for 40 years. Over the years, her strong ethics have guided her in both life and business. Somchit firmly believes in the importance of staying humble and understanding people's hearts as this is what brings true peace and happiness in life. Leading by example, she hopes that her approach inspires those around her to achieve great things.

“Be open and honest and treat people well, and they will do the same for you”

DUANPEN PRUKPANARUT

EXECUTIVE DISTRICT DIRECTOR

With over 38 years of experience in the insurance industry, Duanpen Prukpanarut has been an Executive District Director (the highest level for an AIA Thailand Agency leader) since 2008, as well as a Premier Senior Agency Consultant and FA Ambassador since 2019. The Owner of the AIA General Agency Office in Rayong, Duanpen received the Diamond IMA from GAMA International in 2014, the APFinSA Diamond Award in 2020, the East of the Year in 2017–2020, and was entered into the Hall of Fame in 2021. Duanpen also qualified for numerous annual conventions in Australia (2017), Switzerland (2018), and the Netherlands (2019), among others.

“Live well and good things will come to you”



BUSSAYA BOONLAPO**SENIOR DISTRICT DIRECTOR**

Promoted to Owner of the AIA General Agency Office in 2011 and promoted to Senior District Director in 2013, Bussaya Boonlapo received the Platinum IMA in 2022. There are also three MDRT in Bussaya's Agency Unit and 14 MDRT in the General Agency Office as of 2022.

“When you **succeed** in your **goal**, the next step is to **look for a new one**”

**SWAENG CHIVAKREINGKRAI****SENIOR DISTRICT DIRECTOR**

Winner of the District Manager of the Year in 2008 and Top Manager Up (Direct Team and IO1) of the Year in 2017–2021, Swaeng Chivakreingkrai was promoted to Owner of the AIA General Agency Office in 2011 before being promoted again to Senior District Director in 2021. Swaeng also qualified for the Diamond IMA in 2021–2022 and the President Club Award (2020–2022).

“We **care**, we **share**, we **grow together**”



SUNNY YAP SOON JIN

SENIOR EXECUTIVE DIRECTOR

“To be **successful** in a **profession** or in **business**, to become **wealthy**, cannot be compared to **making the lives of your fellow men better**. This can bring immense **satisfaction**.”

– Lee Kuan Yew



Among his many accolades, Yap Soon Jin Sunny has been AIA FA's Top Executive Director since 2019, as well as AIA FA's Most Productive Executive Director for the past three years running. He also had the highest number of registered MDRT members in AIA Singapore in 2020 and 2021.

Back in 2018, together with Advisors Alliance Group, Sunny's team became the first 100 IDA team in Singapore – the first and only out of 18 AIA countries and the only one in Southeast Asia. The group has continued to represent Singapore for four consecutive years and is going for its fifth this year.

Sunny wholeheartedly believes that it is a privilege to be in this profession. With the core responsibility of our job being to ring fence the well-being of the people around us, the work we do, no matter how insignificant it may seem, makes a huge difference to others.

ANG CHIN CHUI

SENIOR DISTRICT DIRECTOR

Beginning his journey in the life insurance industry in 1997, Ang Chin Chui was promoted to District Manager in 2004 and, to date, has managed to spin-off eight District Managers. Having started his agency with only two MDRT Members, Ang has since expanded his District Group to include a total of 45 MDRTs as of last year – 2 Supreme COT, 7 COT, and 36 Supreme MDRT and MDRT. He has also been the recipient of numerous awards and qualifications over the years, including Million Dollar Agency, District Director, Senior District Director, MDRT Builder Award, and AIA President Club Qualifier.

“Your **future** is created
by **what you do today**,
not tomorrow”



CHANG JUN CHIN

DISTRICT DIRECTOR

Since joining AIA in July 2013, Chang Jun Chin has attended numerous yearly conventions. Becoming an AUM in 2016, he was promoted to UM in 2017 before again being promoted to District Manager in 2020. Most recently, in 2021, Chin became the youngest District Director at the age of 30. Firmly believing that a leader should lead by example, he has qualified for MDRT in 2018, 2020, and 2021, and COT in 2019. By 2021, there were a total of seven UMs in his District Group, and in 2022, he spined-off a daughter DM and successfully promoted three new UMs. After all of these years in the industry, Chin aims to promote 10 District Managers by the time he is 40 and to make sure all of them are Supreme MDD every year.

“The **best way**
to predict
your **future**
is to **create it**”





PRANAY RAMESHCHANDRA SHAH

SENIOR PARTNER

Born in Ahmedabad to a middle-class family, Pranay always aspired to be a successful businessman. After graduating, he set up his own business which he ran from 1998 to 2001. However, every day was a struggle. It was only after joining TATA AIA that things really turned around. Since then, Pranay's life has been full of hope and he has never looked back.

“Alone we can do so little; together we can do so much”

SUSHIL KUMAR

SENIOR PARTNER

Sushil Kumar joined TALIC in 2004 as an advisor. When he entered the Leader Model in 2006, he felt that it was the perfect platform to prove himself and gain exposure. Since then, he has continued to bigger and better things at TATA AIA, where he is now a Senior Partner and one of the top earning leaders in the country. With a team of over 200 leaders and 1500 agents, Sushil would like to sincerely thank his elder brother, mentor, and guide, Mr Ravinder Kumar, for introducing him to this wonderful opportunity in life insurance.

“Only with passion can you make the impossible happen”



PRAGNESH P SHAH

SENIOR PARTNER

Pragnesh P Shah is a Senior Partner with over 20 years' experience at TATA AIA. His journey began with a modest team of just 20 advisors; today he heads up a team of 978 agents and 75 leaders. Pragnesh has attended 35 international conventions and aspires to go to many more. His passion for learning and growth is unending and he always holds himself to the highest values of integrity.

“Never settle
for being
average”



RAVINDER KUMAR

SENIOR PARTNER

Having been in the life insurance industry since 1992, Ravinder Kumar joined TATA AIA in 2003. Initially sceptical of the Leader Model, he quickly realised the wonders that could be achieved. Now as a Senior Partner responsible for over 500 leaders and 5000 advisors, Ravinder knows that the key to his success is down to the True Leader Model, the Premier Agency Model, and the digital tools provided by TATA AIA. It is also the solid relationship with his team members that is his real strength.

“Life insurance is the
eighth wonder of the world”





SIDDHARTH SHYAM CHHABRIA

SENIOR PARTNER

Siddharth Shyam Chhabria became an advisor with TATA AIA at age 19. After graduating, he was advised by a friend to attend a TATA AIA workshop. It was here that he was so impressed by the speaker that he seized the opportunity and joined the company. In fact, he went on to become India's youngest leader at 20 years old, with a team of 27. Today, he has a team of more than 1300.

“ **Success** is no accident; it is hard work, perseverance, learning, studying, sacrifice, and most of all, **love of what you are doing** ”

BIPIN BIHARI SWAIN

SENIOR PARTNER

Bipin Bihari Swain is an extremely ambitious and positive person. Having joined TATA AIA in 2002, he approaches every obstacle as if it was an opportunity, overcoming them regardless of how long it may take. Promoted to Leader just three months after joining the company, Bipin became SBA six months after that, and then Partner in 2016. With a team of 36 leaders and more than 400 advisors, he strongly believes that everyone needs insurance; a fact that he always stresses to his clients, advisors, and leaders.

“ **Do what you love, love what you do** ”



PRADIPKUMAR SHANTILAL SANGHVI

SENIOR PARTNER

For Pradipkumar Shantilal Sanghvi, leadership is divided into three sections: leading the growth of the team, leading through change, and leading yourself. Because of this approach, success stories can be found throughout his team, from the new recruits to the experienced veterans. Pradipkumar views the life insurance industry like a sport, one which has taught him to learn, relearn, and unlearn skills. TATA AIA has given him the opportunity to be a Rakshakarta, or Protector, to all of his team, a responsibility that motivates him every day.

“ Leaders
don’t create
followers,
they create
more leaders ”



HARPREET SINGH

SENIOR PARTNER

According to Harpreet Singh, experience has taught him more than his formal education ever could. After a wide ranging career across numerous industries, Harpreet finally found his calling in life insurance with TATA AIA, becoming their first Leader in 2001. He went on to become the first number one leader in India and has since built a strong team that is now ranked in the top five. A people person, Harpreet is well travelled and loves taking risks and tackling challenges head-on. Without a doubt, he is quick to point out that passion is his main driver.

“ An idea has
more value
if it is executed
with precision
and passion ”





DIGANTA DAS

SENIOR PARTNER

Diganta Das is what you would call a self-made man; one defined by ambition and bravery in all his endeavours. In charge of seven major branches, Kolkata, Assansol, Durgapur, Mecheda, Bankura, Ghatal, and Kharagpur, he has worked in a number of roles throughout his career, but nothing makes him happier than making his family smile. “Continue to do what you do best, and never give up because of uncertainty” is the mantra that he holds to as he builds and develops his diverse and inclusive team.

“Continue to do
what you do best,
and never give up
because of
uncertainty”



LEADER AWARDS

BUI NGOC HA

GENERAL AGENCY DIRECTOR

After 15 years at AIA, Bui Ngoc Ha has come to realise that the keys to success in every journey are determination and concentrating on strategy. In fact, every challenge, once overcome, will help to enhance adaptability and improve core skills. Ultimately, the desire to add value to every journey makes each one more sustainable and meaningful.

“The **measure of life** is not its duration, but its **donation**”
– Peter Marshall



HA VAN PHUC

GENERAL AGENCY DIRECTOR



Ha Van Phuc often tells his agents and partners that the best thing in the world is to become the person you want to be, and to do what nobody else can do except you. The humanistic value of life insurance is the mantra that Ha Van Phuc lives by and is what has inspired him throughout his 18-year career. From day one, he set personal targets to be a difference maker and a leader, and he has succeed. Ha Van Phuc used to think that being successful meant being satisfied with

“The unthankful heart discovers no mercies; but the **thankful heart** will find, in every hour, some **heavenly blessings**”
– Henry Ward Beecher

your achievements and making no further attempts to improve. Over the years, however, he has come to realise that success is not a destination, rather, it is a sustainably successful on-going journey with partners, and one that is full of dedication and joy. Because of their hard work and unwavering dedication, Ha Van Phuc is immensely proud of his team, and he knows they will continue to do great things at AIA long into the future. Thank you very much for being so successful.





NGUYEN ANH TUAN

GENERAL AGENCY DIRECTOR

Over the course of 20 years, Nguyen Anh Tuan's office has steadily and sustainably increased its revenue, all thanks to its core MDRT team. The team has been nothing short of outstanding and will continue to be an inspiration to others. At the heart of the success is Nguyen Anh Tuan's tireless dedication to building an MDRT team that has the best customer service, generates the largest revenue, and maintains the highest professional standard.

“ MDRT – Superior and sustainable success ”

LEADER AWARDS

Gold | AIA Hong Kong & Macau



TONG PO PO IVY
Executive District Director



CHAN CHUN SHING
Senior District Director



CHAN FUNG LING
Senior District Director



MOK LAI YUNG CANDY
Senior District Director



SO YUEN MAY TERESA
Senior District Director



LAW SIU KEUNG KENT
Senior District Director



WONG WAI PING FRANCIS
Senior District Director



KWOK ON ON
Senior District Director



LI CHAI ASTOR
Senior District Director



CHOW WING KAI
Senior District Director



LAM KWOK WAI GARY
Senior District Director



WONG SIU MAN MARGARET
District Director



MOK PUI YIN TERRY
District Director



KWOK CHEUK WAH STEPHEN
District Director



HO LAI MING JENNY
District Director



LAM KWAI CHI
District Director



LEE YING MEI
District Director



CHENG YAN YAN
District Director



TSUI NGA SEE WINNIE
District Director



WONG LILY
District Director



LEE WAI YUEN
District Director



LAM CHING CHRISTINE
District Director



YUNG SZE HON SOLOMON
District Director



WONG GLEN
District Director



LO YAT CHUNG
District Director

LEADER AWARDS

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**YEE CHUN KEI
KINGSLEY**
District Director



**CHENG FUNG YING
CALIA**
Senior District Manager



LEE KA HING
Senior District Manager



**CHAN KA MAN
CARMEN**
Senior District Manager



**CHAN KA WAI
CYNTHIA**
Senior District Manager



SAFFI CHUNG
Senior District Manager



CHAN WING SZE
District Manager



TSE WAI TIN
District Manager



TSE KAM ON
District Manager



SO CHEUK YIN
District Manager



CHENG TSZ CHUN
District Manager



YEUNG SIU HEUNG
District Manager



LEE TSZ CHUNG
District Manager



CHOW LEUNG YIP
District Manager



LAM LEONG SING
Branch Manager



SO CHI HO
Branch Manager



CHENG KA KIT
Branch Manager



TAI YIK FEI
Branch Manager



LAI PANG
Senior Unit Manager



**TSUI WAI SHAN
NICOLE**
Senior Unit Manager



**RATHAPHATTAYA
SOMPHOACH**
Senior Unit Manager



HUNG YAT HIN
Senior Unit Manager



CHAN LAP KIN
Senior Unit Manager



LEADER AWARDS

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LAI YIU SUM
Senior Unit Manager



YEE WAI LUN
Senior Unit Manager



LAM KA KI
Senior Unit Manager



HAN HAO
Senior Unit Manager



WONG CHI SUM
Senior Unit Manager



MAC TAK HUNG
Senior District Director



CHAU IOK HA
District Manager



LONG SAO I
District Manager



LONG SAO WA
District Manager



LEUNG WAI LENG
District Manager



IEONG KIM LONG
District Manager



FOK WAI HAN
District Manager



DE SOUSA TONICHA
District Manager



KOU SAMMY
District Manager



TANG CHOI KUN
District Manager



GAO ROSE
District Manager



IP KA WAI
District Manager



FAN IN SUT
Branch Manager



WANG LIQING
Branch Manager



WU SOK CHAN
Senior Unit Manager



WONG WAI KUONG
Senior Unit Manager



LAO HOI I
Senior Unit Manager



LEI MEI MIO
Senior Unit Manager



SI SAN SAN
Senior Unit Manager



LEADER AWARDS

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LEI KA IN
Senior Unit Manager



LOU ROSALINA
Senior Unit Manager



SU CHING HAI
Senior Unit Manager



CHAN LOI I
Senior Unit Manager



LAO KAT HANG
Senior Unit Manager



TAM CHI MAN
Senior Unit Manager



CHE KA POU
Senior Unit Manager



CHEN XIANQIN
Senior Unit Manager



LIANG JIANFENG
Senior Unit Manager



NG SIO HONG
Senior Unit Manager



LEONG SAN SAN
Senior Unit Manager



KONG WENG HENG
Unit Manager



LEONG U CHOI
Unit Manager



XU QINGYA
Unit Manager



WONG CHAN HOU
Unit Manager



AO IEONG CHONG
Unit Manager



CHAN PAK CHUN
Unit Manager



LAM CHON SIO
Unit Manager



LAM CHON IN
Unit Manager



LO SI IO
Unit Manager



CHAN MAN LENG
Unit Manager



LO UT CHOI
Unit Manager



LI JINGYE
Unit Manager



HO HOI CHI
Unit Manager



LAM SEONG KIT
Unit Manager

LEADER AWARDS



WANG RUIFANG
Agency Director



DONG QING
Assistant Director



GUO CHUNHUA
Senior District Manager



CHEN RONG
Assistant Director



LI YAOHUI
Senior District Manager



HUA WEI
Senior Unit Manager



PENG SUILI
Senior Unit Manager



ZHANG ZHENWEN
Senior Unit Manager



WU GUOXIU
Unit Manager



SHI JIEMING
Assistant Director



MI YAN
District Manager



LI HUIMING
District Manager



HU PEILIN
District Manager



ZHOU FEI
Assistant Director



ZHANG YAN
District Manager



ZHOU JING
District Manager



LV YUNFEI
District Manager



LI ZHENFENG
Unit Manager



FENG WEI
Unit Manager

LEADER AWARDS

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**PRAMOTE
THIRAMONGKOLCHAI**
District Director



**THIDARAT
SAKSAYAMKUL**
Unit Manager



**BENJAWAN
EKASINGH**
District Manager



**CHANATIS
AUKKARAPISANSOPON**
Executive District Director



**SUWATCHAI
LOHPRASERT**
Senior District Director



**PETCHARAT
VONGTHEANTHONG**
Senior District Director



**SOPON
NANTHAPORNSAK**
District Manager



**CHUTIMA
SIRISATHEAN**
Unit Manager



**CHARIN
JIRACHOTIKRON**
District Manager



**THANWAMAS
TEERAWIROTE**
Senior District Manager



**PISSAMAI
AUTTAVORAPONG**
Unit Manager



**NATTHAPHON
RUNGIATTIWONG**
Unit Manager



**ARTHIT
SAKULSAOWAPAKKUL**
Unit Manager



**NIWAT
LOHAVICHITRANON**
Senior District Director



**YUPIN
PAWACHANRUSSAMEE**
District Director

LEADER AWARDS

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**KINGKAEW
RONGBUNDIT**
District Manager



**SUDSWART
VIMONSIRIPUN**
Senior District Manager



**SIRIRAT
YANGTHAISONG**
Senior District Manager



**SUPATRA
PIMCHIN**
Senior District Director



**KITTIKHUN
SIWASUNKUL**
Senior District Director



**SARINTIP
THANASUPAN**
Senior District Manager



**VAWTA
PRATMAETEKUL**
Senior District Manager



**PANPAK
AUKKARAPISANSOPON**
District Director



**CHATREE
PHAKSOONTORN**
District Director



**PRADIT
PRASERTDENDOUNG**
District Director



**TIPPAWAN
PUMIPUK**
Unit Manager



**CHAIYARPORN
BUTJAREAN**
Senior District Manager



**KUNANYA
RUANSORN**
District Manager



**THIRAYU
KRISSANA**
District Manager



**NATTACHAI
RATRAKSAKHANT**
District Manager



**APICHAT
BUNPASIMAWICHAYA**
Unit Manager

LEADER AWARDS

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**TAY GUAN TECK
NICHOLAS**
Master District Director



LIM WEE TEIK VICTOR
Master District Director



YU CHEE KEONG JAKE
Master District Director



TAN YONG KAI GABRIEL
Master Executive Director



TAN GIM CHEONG
Master District Director



**EE BOON PENG
LAWRENCE**
Master District Director



LIM HONG SENG PETER
Master District Director



ONG CHEE WAI DAVID
Master District Director



TAN GUO RUI RAY
Senior Executive Director



KOH CHEW HUA JAZLYN
Financial Services Director



QUAK HUM GEK LESLEY
Financial Services Director



NG EK SIONG TRENT
Financial Services Director



**CHIA BOON LEONG
JAMSON**
Financial Services Director



CHAN MEI FONG KELLY
Financial Services Director



LAU LAI WA AUDREY
Financial Services Director



**CHEW XUN YAO
MATTHEW**
Executive Director



**KALYANAM
VENKATESH**
Financial Services Director



SOH KIM CHYE DAVE
Financial Services Director



**ONG GEOK KHIM
SABRINA**
Executive Director



CHENG SOO MAY STACY
Financial Services Director



WONG YONG KEE PAUL
Financial Services Director



ONG MENG KWANG
Financial Services Director



CHEE WEI KHANG LEO
Financial Services Director



KOH POO KWEE
Executive Director



LEADER AWARDS

Gold | AIA Singapore



HU ANTING VENICE
Executive Director



**FUNG YUIT LENG
JUANNA-GABY**
Financial Services Associate
Director



**WONG WEI CHONG
WILFRED**
Director



**TUAN QUTAIBAH
BIN TUAN ISA**
GAM Tier 2 Financial
Services Director



**AHMAD FADHULI BIN
YUSOFF**
GAM Tier 2 Financial
Services Director



TAN HAI LIANG EDMUND
Financial Services
Associate Director



LEE WING TAT RANDY
Senior Director



LIM KIAN YONG
Senior Director



CHUA SHU YAN ELISHA
Director



TAN YEN HON EUGENE
Senior Director



**AHMAD TARMIZIE BIN
AHMAD TAHIR**
Financial Services
Associate Director



HAY CHAI GIM SHERRANE
Financial Services
Associate Director



PUNG JUNYI ISAAC
Senior Director



LIM SIO CHUI SHARON
Financial Services
Associate Director



TAN SIEW HWEE JANICE
Financial Services
Associate Director



**NEO HANWEN
CHRISTOPHER**
Senior Director



ONG SHUHUI BERLINDA
Financial Services
Associate Director



ONG LAY HOON JENNY
Financial Services
Associate Director



PNG WEILEEN
Financial Services Manager



TAN AIK BOON
Financial Services Manager



SIM SZE HUI SHERYL
Financial Services Manager



KOH YAN XIANG
Financial Services Manager



PANG YEOW LAN
Financial Services Manager



YEE MEI KUEN FLORENCE
Financial Services Manager



CHONG CHIN HOW JOSEPH
Financial Services Manager



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LIM CHUEI CHUAN
Unit Manager



WONG THEAN SHENG
District Manager



CHEANG JENG WEN
Unit Manager



ZAILAN BIN ARSHAD
Unit Manager



LAU WAI SENG
District Manager



CHANG JUN HAN
Unit Manager



KOH WEE YAO
District Manager



LIM LEE KOON
District Manager



**JAGEET SINGH
A/L GURDIPP SINGH**
District Manager



TEE FUNG LEONG
District Manager



TAN CHI CHIN
District Manager



LOO YEANN LING
Unit Manager



KHOO KOK CHIN
Unit Manager



**VINCENT
CHAN KOK HOW**
Unit Manager



**HANZALAH BIN
AHMAD TARMIZI**
Unit Manager



WOON LEE CHIN
District Manager



TEH SIEW FONG
Unit Manager



TEE WEE SEE
District Manager



TANG BOON LEONG
District Manager



GAN KIT WAI
Unit Manager



CHEW KOK MENG
Unit Manager



HO JOO SUAN
Unit Manager

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PUSPANJALI BISWAL
Senior Partner



MITRANJAN PRASAD SINGH
Senior Partner



MITESHA CHIRAGKUMAR SHAH
Chief Business Associate



SUNITA CHOWDHURY
Senior Partner



DINESH GOYAL
Partner



SANJEEV J TANWAR
Chief Business Associate



KANDARP MAHESHBHAI DAVE
Chief Business Associate



NASIB JHA
Chief Business Associate



ASHA SAINI
Senior Business Associate



KALPANABEN JITENDRABHAI MODI
Senior Business Associate



CHETANKUMAR GOVINDBHAI PATEL
Business Associate



VAKHARIA DHAVAL RAJESHKUMAR
Business Associate



SUREN PATNAIK
Chief Business Associate



ARUN KUMAR BANSAL
Senior Business Associate



JAYSHREEBEN S KHUMAN
Senior Business Associate



SADHANABEN GHANSHYAMBHAI MOVALIYA
Business Associate



TEJI BANAVATH
Chief Business Associate

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DO DUC HIEN
District Manager



NGUYEN DUC TOAN
District Manager



NGUYEN THU THAO
District Manager



TRINH THI KHAI
Senior Unit Manager



**NGUYEN
THI THANH LOAN**
Unit Manager



TRAN THI LY
Unit Manager



TRAN THI THU NGAN
Branch Head

LEADER AWARDS



YULIANI LOE
Director



INDRI JULIFNI
Associate Director



INDAH SUKMAWATI
Associate Director

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ANTONINA S. ANOVER
Senior Unit Manager



KARLA M. CAPILI
Unit Manager



YOLANDA D. SANTOS
Agency Manager

Gold | AIA Philippines



YOON, YEO MYEONG
Honor Sales Manager

Gold | AIA Korea



K D M THAKSHILA
Senior Cluster Wealth
Planner's Manager

Gold | AIA Sri Lanka





HEALTHIER, LONGER,
BETTER LIVES

