

2021 AIA GROUP MDRT
AMBASSADORS



HEALTHIER, LONGER,
BETTER LIVES

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AIA Group MDRT Ambassadors are a group of MDRT members in AIA who play a vital role in developing MDRT culture in AIA. They are truly committed in creating a high-performance culture whereby everyone strives for MDRT status. With their vast experience and selfless sharing, they have contributed greatly to AIA's success in MDRT leadership.

We would like to thank all our **AIA Group MDRT Ambassadors** and many others who have supported us in our MDRT journey. Let's strive to double MDRT numbers and continue to be the undisputed number 1 MDRT Multinational Company.



Message from

BILL LISLE

Regional Chief Executive and Group Chief Distribution Officer



Dear AIA Group MDRT Ambassadors,

Congratulations on being appointed as an AIA Group MDRT Ambassador for 2021!

You have demonstrated a strong commitment to fostering the MDRT culture in AIA and played a leading role in enhancing the quality of our Premier Agency. The work that you are doing as an AIA Group MDRT Ambassador is critical to AIA's future success—helping us always go above and beyond expectations and setting the industry's benchmark for professionalism.

Maintaining the highest number of MDRT members is crucial in delivering our strategic priorities as we further build on the immense opportunities in Asia's life insurance industry. To ensure that our agency force remains the envy of the industry, we are committed to providing our agency force with the best technology, digital and analytics in the market. This will empower you and the rest of the agency force to become lifelong advisors throughout your customers' entire health journey, resulting in more sales and long-term customer relationships.

I am confident that AIA will have more MDRT qualifiers in the future and continue to attract and retain the best agents in the industry.

Thank you for your continuous support in driving MDRT success in your respective local countries. You have truly uplifted AIA's reputation in the MDRT arena and I hope that together, we will achieve even greater heights in 2022. Here's to AIA becoming the #1 MDRT Multinational Company in the World for eight consecutive years!

Best regards,

A handwritten signature in black ink that reads "Bill". The signature is stylized and cursive.

Bill Lisle

Regional Chief Executive and Group Chief Distribution Officer

Message from

RISHI SRIVASTAVA

Chief Executive Officer of Group Agency Distribution



Dear AIA Group MDRT Ambassadors,

I am delighted to congratulate you for being appointed as an AIA Group MDRT Ambassador for 2021.

AIA Group MDRT Ambassadors must possess professional knowledge, strict ethical conduct, and truly understand what outstanding client service looks like in real life — setting a high bar for performance culture that elevates productivity and professionalism of everyone around them. As an AIA Group MDRT Ambassador, YOU are the standard of excellence across AIA Group, and the role model that all our advisors and employees should follow and respect.

We launched #DoubleUp MDRT as our aspirational goal to elevate the quality of our agency and to stay ahead of competition, and so that we may retain our #1 position for MDRT multinational company for more years to come. You play a significant role in helping us drive this aspiration. With your commitment and dedication, we will grow our MDRT community and strengthen our MDRT culture, and I am sure we will achieve our aspiration.

You are also the lifetime trusted advisor of our customers, protecting generations of families. By providing protection, you and your advisors are not only helping individuals but also helping societies at large and providing certainty in these uncertain times.

I look forward to working with you to drive #DoubleUp MDRT and deliver our brand purpose to help even more people across Asia lead Healthier, Longer, Better Lives.

Best regards,

A handwritten signature in black ink, appearing to read 'Rishi Srivastava', written in a cursive style.

Rishi Srivastava

Chief Executive Officer of Group Agency Distribution





“ Engage,
involve,
own it

**BENJAMIN
TAM**
Branch Manager

“ Live each day
to the fullest
and never
give up

**ZOIE
KWOK**
District Director



“ Live a life
of abundance
by helping
others achieve
it too

**GLEN
WONG**
District Director



“ If you can
dream it,
you can
do it!

**JOANNE
NG**
Senior Unit Manager





“ Nothing is meaningful unless someone gives it meaning; persistence is a perfect example of being meaningful

ANGELA YU
Financial Planner



“ Build the future with action and vision

PHOEBE PANG
Financial Planner

“ Anticipate; make changes before they need to happen



STANLEY HO
Senior Unit Manager



“ A gentle approach can often handle the most difficult tasks

ZHENG XIANTAO
Unit Manager



“ You will go a long way if you stay true to yourself

ZHENG XIAN
Unit Manager



“ Being the best version of yourself is more important than trying to be perfect

LIN LIWEI
Agency Director





**XIE
FANG**
Sales Director

“ Life is not about
the fortune you
make, it is about
the hope you
inspire



**FENG
WEI**
Unit Manager

“ MDRT means
you “Must Do
Right Things.”
It is not only a
career goal but
also a life goal



“ Everything can happen because you want to make it

KRITS PITIMANAAREE

President of MDRT AIA Thailand/
Executive District Director

“ “Winners” never quit. When we have a “big why” then just fight for it



HARUTHAI KRAIWAPAN

Agent



“ MDRT will make you grow and be sustainable

BOONCHAI TOHSUWANWANICH

Executive District Director





“ Work with mission, serve with passion

PIYAMON WONGTHIANCHAI
Agent

“ MDRT is a minimum requirement for anyone who wants to grow and succeed in our career



MONGKOL LUSAMLIT
Senior District Director



“ “Miracle” will not happen only by asking or praying, but it will definitely happen to those who believe, have faith, and give it everything they have

THIDARAT SAKSAYAMKUL
Unit Manager





“ Nothing ever grows in your comfort zone, set your goals higher, success lies beyond

ALAN LIM

Executive Personal Wealth Manager

“ Each new day is a new beginning, when the going gets tough, focus on where you want to be, and get there



DELIA WONG

Personal Wealth Manager

“ Doing what you love and loving what you do is the ultimate in career fulfilment, community significance is the ultimate in life achievement



SHAUN ACASIO

Master Financial Services Consultant

“ Dream without fear, love without limits



CLORINE TEO

Master Financial Services Consultant



“ Everything rises
and falls with
leadership

**LIM
REN EN**
Unit Manager

“ Success takes
effort, be
prepared to take
risks and make
sacrifices to get
there

**MOHAMAD MANMOHAN
BIN ABDULLAH**

District Manager



“ Never set a goal
based on your current
abilities, set it based
on your full potential.
Once set, focus on it,
work hard, and never
compromise

**MICHELLE
YEOH HUI HOON**

Life Planner



“ Successful
people are
driven. They
never give up

**SHARON
TING MENG PHENG**

Unit Manager





“ Work hard to build your “million dollar” team

LE HOANG THANH LIEM
Branch Manager



“ Quality comes from kindness and integrity

THACH THI KIM HUONG
Sales Director

“ Do the small things with huge passion



HOANG THI HUONG
General Agency Director



“ Walk
the
talk

**WILL GRAPE
A. CHUA**
Elite Financial Advisor



“ Destiny is not
chance, it is
a matter of
choice. It is not
something to
wait for, it is to
be achieved

**CHRISTINA TRINITAS
M. MACIBA**
Executive Financial Advisor



“ Relationships are the key to success, strengthen them

K WASANTHA DASSANAYAKA

Wealth Planners' Manager



“ You are not selling financial products, you are providing peace of mind

K D MADDRAKINI THAKSHILA

Wealth Planners' Manager



“ Habits determine success. Build good habits and success will follow

D G ALAN SWARNA

Wealth Planners' Manager



“ It is not about selling products, it is about your passion to help someone else

A MANIWANNAN

Wealth Planners' Manager





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