

2021 AIA GROUP MDRT

# LEADER AWARDS



HEALTHIER, LONGER,  
BETTER LIVES

# 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.

There are three categories for **AIA Group MDRT Leader Awards**: Platinum, Diamond and Gold. 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 **2021 AIA Group MDRT Leader Awards!**





## MESSAGE FROM **BILL LISLE**

REGIONAL CHIEF EXECUTIVE AND GROUP CHIEF DISTRIBUTION OFFICER

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Dear AIA Group MDRT Leaders,

Congratulations on achieving AIA Group MDRT Leader Awards for 2021!

This amazing accomplishment is due to your unwavering dedication and drive to be the very best in everything you do. Your resilience amidst these challenging times speaks volumes. You have made us proud in bringing AIA to the #1 MDRT Multinational Company in the World for seven years. It is a strong testament to your world-class professionalism and steadfast commitment in serving and protecting our customers whilst motivating your highly engaged teams to do the same.

Looking ahead, the future is bright as we will shift our customers' view of AIA as being simply a payer to becoming a partner instead. To achieve this goal, we must fundamentally change our mindsets from identifying ourselves as not just insurance agents, but also financial and health advisors, providing valuable advice to our customers on each stage of their health journey: Predict, Prevent, Diagnose, Treat and Recover.

We will also further leverage to the fullest potential, our unparalleled health and wellness ecosystem so that your teams can have a more profound impact on customers' lives. This will enable your agents to continue to achieve MDRT next year and help even more people lead Healthier, Longer, Better Lives.

Thank you once again for the incredible positive contribution you have made to the lives of our customers and agents. Together, let's set our sights for yet another record-breaking year in 2022 – here's to AIA becoming the #1 MDRT Multinational Company in the World for eight consecutive years!

Best regards,

**Bill Lisle**

Regional Chief Executive and  
Group Chief Distribution Officer



# LEADER AWARDS



## MESSAGE FROM **RISHI SRIVASTAVA** CHIEF EXECUTIVE OFFICER OF GROUP AGENCY DISTRIBUTION

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Dear AIA Group MDRT Leaders,

Congratulations on earning the AIA Group MDRT Leader Award, 2021. A fantastic achievement.

We have a total of 260 AIA Group MDRT Leader Awardees this year, including a special mention to the six awardees who achieved Platinum status – an extraordinary group of leaders who managed over 100 MDRT agents. Congratulations to 41 leaders who achieved Diamond, and well done to the 213 leaders achieving Gold.

It is your unwavering pursuit of greatness and commitment to our brand purpose that continues to elevate AIA to even greater heights. Thank you for helping to mentor every advisor under your wing into a high-performing and customer focused MDRT qualifier.

Asia is rapidly evolving with new trends forming in which you as our most important leaders are uniquely positioned to help protect our community and societies as we navigate through this change. Health & wellness is more important now than ever before, and awareness of the need to protect and save for an uncertain future is at the forefront of customers' minds. It is vital that you continue to support every advisor to better meet our customers' life, health, and wellness needs.

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. In doing so, you and your advisors will demonstrate commitment to quality and productivity through MDRT.

I will help you do this. By guaranteeing that your team will have the most compelling propositions, supported by our unrivalled distribution platforms and enabled through enhanced technology, digital and analytics tools at every step of the way. I hope this will allow you to transform your team with purpose.

Congratulations again and I look forward to working with you as we #DoubleUp MDRT and help develop many more MDRT members.

Best regards,

**Rishi Srivastava**  
Chief Executive Officer of  
Group Agency Distribution





**MARIA  
NUNEZ LI**  
SENIOR DISTRICT DIRECTOR

## ACHIEVEMENTS

- 2002 : Being promoted to District Director
- 2007 : Top Recruiter Club-Top District Director
- 2008 : Being promoted to Senior District Director
- 2008 - 2021 : MDRT District
- 2012 - 2021 : Premier Agency Leader

“ 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.



“ 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 2.4 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.



**CHAN I IENG**  
SENIOR DISTRICT DIRECTOR

## ACHIEVEMENTS

- 1998 : Being promoted to District Director
- 2006 : GAMA IMA-Diamond
- 2008 : Top Recruiter Club-Top District Director
- 2010 : Being promoted to Senior District Director
- 2011 : Distinguished Manager Award DMA
- 2017 - 2018 : District Director of the Year
- 2008 - 2021 : MDRT District
- 2012 - 2021 : Premier Agency Leader





**SOU LAI CHENG**  
DISTRICT DIRECTOR

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

## ACHIEVEMENTS

- 2020 : Being promoted to District Director
- 2012 - 2014, 2016 - 2021 : Premier Agency Leader
- 2010 : Unit Manager of the Year

Lai Cheng has been part of AIA for 18 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 MDRT 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

Having graduated from Fourth Military Medical University, China, Chen Lei developed a deep understanding of the importance of medical care and insurance services, which laid the foundation for his career in the insurance industry. After joining AIA in 2003, Chen Lei was quickly promoted to business manager, before becoming executive business director in 2011 and then regional business director in 2018. Over the years, his Ying Jia District has thrived and gone from strength to strength, with his team consisting of over 3,500 people, including 27 directors, 411 supervisors, and more than 300 MDRT members (including 15 COT and one TOT).

“Support one another to create success”

A winner of multiple awards, such as 2019 AIA China Annual Highest Individual Record Award and AIA China 2020 Top District, Chen Lei firmly believes in nurturing talent and bringing out the best in people, with the proof of this philosophy being self-evident.

## MAJOR ACHIEVEMENTS IN 2020

- 2020 : Individual Highest Record Award
- AIA China 2020 Team Highest Record Award
- AIA China 2020 Top District TOP 1
- AIA China 2020 annual business insurance coverage exceeds RMB 11.5 billion

## ACHIEVEMENTS

- Insurance Financial Planner, Central University of Finance and Economics
- PPM Excellent Manager Certification
- NLP certified lecturer
- GAMA China's first batch of certified and authorized lecturers
- LIMRA-CIMA certification
- AIA China's first batch of national tutor certification
- 2003 : Promoted to Unit Manager
- 2005 : Won the title of "Outstanding Insurance Service Elite" in Beijing
- 2011 : Promoted to Executive Agency Director
- 2004 - 2014 : China Wealth Management Decade Influential Team
- 2014 : The most competitive insurance team
- 2018 : Promoted to District Agency Director
- 2019 : AIA China Annual Highest Individual Record Award
- AIA China number of Executives TOP 1
- AIA China MDRT number TOP 1
- AIA China number of Trained Directors TOP 1





## SUN PENG

### DISTRICT AGENCY DIRECTOR

## ACHIEVEMENTS

- 2008 : Promoted to Director
- 2018 : Promoted to District Agency Director
- AIA China's Top Team (District) for nine consecutive years

“ Love protects a soul  
from getting hurt ”

After joining AIA in 2002, Sun Peng was promoted to director in 2008 and then regional director in 2018. Consistently in the top 10, his team has won AIA China's Top Team (District) for nine consecutive years. Committed to developing teams and cultivating exceptional agents, he was made a certified mentor by LIMRA, and his team has been rated one of the top 10 by the Insurance Association of China.

A five-time recipient of the AIA China President's Cup, Sun Peng lives by the motto "Do your best for your loved ones", which is best represented by his strong ability to nurture talent. In his time at AIA, Sun Peng has hired nearly 3,000 agents, including 300 supervisors, 14 directors, and 143 MDRT members. His District is committed to supporting public welfare and continues to donate to underprivileged children, a pledge that embodies the social value of insurance.





**SUPATCHARA  
VISUTTHAKUL**  
EXECUTIVE DISTRICT DIRECTOR

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# LEADER AWARDS

## JACK LI KWOK TAI EXECUTIVE DISTRICT DIRECTOR

Jack joined AIA in 1977 and came to Macau in 1981 as a pioneer of AIA Macau. Since then, AIA Macau has developed 13 districts and has more than 2,300 agents.

“ If you fail to **prepare**, prepare to fail ”



## TERENCE YEE TAT KEUNG EXECUTIVE DISTRICT DIRECTOR

Since joining AIA in 1983, Terence has won numerous awards, including the highest percentage of MDRT for 11 years between 2006 and 2018. For 10 consecutive years from 2007 to 2016 he has also won the MDRT District award. First runner up of Super MDRT District 2020, he was the champion of the Super Grand District of the Year in 2008 and 2010, and was awarded MDRT life membership in 2005, followed by COT in 2010.

“ The **harder** you work, the **luckier** you get ”

In addition to having received Premier Agency Leader Diamond status for three consecutive years from 2016 to 2018, Terence has had 429 people under his leadership qualify as MDRT, including 25 TOT and 47 COT. Over the years, he has nurtured and developed 15 District Directors, including one senior district director and 14 district directors.



# LEADER AWARDS



## TOU KAM SENG SENIOR DISTRICT DIRECTOR

Kam Seng first joined AIA Macau in 1987. In 1998, he set up the Great Wall District, which has thrived and emerged as a four-time winner of Best District in Hong Kong and Macau in the last 23 years. An exceptional and historic feat, it is all thanks to AIA's unwavering support and the hard work of his colleagues.

“ An excellent team keeps bettering itself ”

Looking ahead, his team will pursue all-round professional development in insurance and financial planning to keep expanding its business.

## PAULO CHU PREMIER SENIOR DISTRICT DIRECTOR

Joining AIA in March 1981, Paulo now has eight districts under his supervision. For more than 40 years, he has won numerous awards and accolades from AIA, including MDRT Super District and Premier Agency Leader (Diamond). He is also a multiple winner of the Premier Builder award and in recognition of his invaluable contributions has reached the highest level of Executive Premier Builder.

“ Burn brightly to give others light ”



### OTTO CHAN WING YIP

#### SENIOR DISTRICT DIRECTOR

Having graduated with an MBA, Otto joined AIA in 2009, before quickly becoming a district director in 2010 and then a senior district director in 2015. In addition to building a Grand District with over 500 financial planners, Otto has established one of the largest asset management platforms in Hong Kong, bringing together talent from the asset management community, 20 private banks, the “Big Four” audit firms, and the world’s largest independent trust company. In 2017, Otto was named one of the Insurance People of the Year, Hong Kong by the Hong Kong Economic Times, and was featured on the cover of iMoney magazine.

“Changes are inevitable, People are adaptable”



### AU MAK LAI CHONG

#### DISTRICT DIRECTOR

Professional, diligent, and determined, Chong joined in 1998 and her faith in the insurance industry has never wavered. With over 1,000 customers and more than 3,000 insurance policies under her belt, Chong has always believed in offering the best to every customer and providing them with unrivalled protection. She has no doubt that the future is always better.

“Endure and survive, life is not an easy journey”

# LEADER AWARDS



## SAMUEL YUNG WING KI, CFP®

EXECUTIVE DISTRICT DIRECTOR & HONOURABLE ADVISOR

Samuel holds an EMBA from the Hong Kong University of Science and Technology, also obtained Certified Financial Planner<sup>CM</sup> qualification as one of the member from first graduating class. Samuel joined AIA Hong Kong in 1982 and appointed Executive District Director and Honourable Advisor in 2020, he manages a team of 18 senior district directors and district directors, more than 150 managers and over 1,100 financial planners with more than 300 of whom are MDRT,

Diamond | AIA Hong Kong & Macau

“ For a dreamer who dares to **try**, failure is better than lucky **success** ”

COT and TOT members. Thanks to his outstanding leadership and remarkable determination, Samuel has received a great many awards and qualifications over the years, including District Director of the Year for 23 consecutive years remarkably, AIA President Club District Director of the Year from 2012 to 2017, 2021 to 2022 and AIA MDRT District Award from 2008 to 2021, among others.

## CHAN WAI IENG

DISTRICT DIRECTOR

Since joining the industry in 1997, Shirley has been awarded for outstanding personal production in AIA Hong Kong and Macau for two consecutive years. Being promoted to management in 2000, she has led her team to win Premier Agency numerous times, with her district being named Best District in Macau in its first year.

“ Never give up, never give in ”

She has also been recognised as a top performer and is the only Macau representative to have been awarded TOT for 14 years in a row. Having been promoted to district director in 2020, Shirley embraces a philosophy of accommodate, educate, and guide when it comes to nurturing talent, and always encourages her team to persevere.



### PATRICK LEONG CHI PANG

SENIOR DISTRICT DIRECTOR

Patrick joined AIA in 1992 while still at university, and in light of his outstanding performance, was promoted to agency leader soon after in 1996. After starting his own district in 2013, it now comprises 24 agencies and has over 200 members.

“ Together we work, together we excel ”

Always leading by example, his remarkable leadership qualities saw him appointed to senior district director in 2020. In his time at AIA, Patrick has qualified for MDRT for 15 consecutive years, the last three of which have been COTs, and in 2021, he achieved the Honour Roll.



### LO PEK CHI

DISTRICT DIRECTOR

In a time of unprecedented challenges and change, Pek Chi and her team have remained united and kept clear goals. Passion District has once again achieved MDRT and is grateful for AIA's recognition and the ongoing support of its customers. The honour is a testament to the joint efforts of the entire Passion District. In return, the team promises to continue working hard and giving back to society.

“ Work together with passion for a greater future ”



## RAYMOND WONG KING KWOK

### EXECUTIVE DISTRICT DIRECTOR

An executive district director of the largest group at AIA International, Dr Raymond leads a team of 25 senior and district directors and 3,500 financial planners. Dr Raymond is also a trustee of New Asia College at The Chinese University of Hong Kong, an honorary life vice-president of The Hong Kong Polytechnic University Foundation, and a founder chairman of the World Outstanding Chinese Association.

For 35 years, Dr Raymond has dedicated his time to human capital development and inner and outer personal skills in youth and corporate progress.

## BERNARD HUI YUE HON

### SENIOR DISTRICT DIRECTOR

Having joined AIA in 1995, Bernard was promoted to district director in 2008 and then senior district director in 2015. Over the years he has won numerous awards, including Top Vitality, Super Grand District Champion and Diamond Premier Agency Leader. An MDRT life member, Bernard leads an outstanding team of 194 people.

“Go for **small**  
but **frequent**  
rather than **big**  
but **seldom**”



## PETER LEE CHUN WAI

PREMIER SENIOR DISTRICT DIRECTOR

With over 450 agents, Peter's team has come first and second in the Top ULB Districts Awards, and came first in the High-net-worth Business Awards in 2020. Recognised as an MDRT district since 2011, one of the most remarkable achievements of Peter's team was that the team successfully collected over 650 million premiums in 2018.

“ It is easy to quit but **tough** to **persist** ”



## TOBY FUNG SIU LING

PREMIER SENIOR DISTRICT DIRECTOR

Toby joined AIA in 1984 and was promoted to district director in 1997. Becoming a premier senior director in 2017, she is responsible for more than 540 agents and has won several awards, including District Director of the Year, Million Dollar Agency Leaders Club, and Premier Agency Leader, among others. In addition, her team has been recognised as an MDRT District since 2009.



## WILLIAM CHAN

EXECUTIVE DISTRICT DIRECTOR

Joining AIA in 1977, William was promoted to district director in 1985 and then senior district director in 1999. Over the years, his District has won numerous awards and accolades, including Million Dollar Agency Leader Club, Premier Agency Leader, and Millionaires. Since 2009, the District has also been classified as MDRT.

## CISSY WONG YING

SENIOR DISTRICT DIRECTOR

Cissy first joined AIA in 2003, before rejoining in 2011 as a manager. Since then, she has built an impressive team that has grown to become a Grand District with over 700 members. The youngest female senior district director in 2015, Cissy has been an MDRT TOT member for 12 consecutive years.

“ Like water, **nourish** all other beings without competing with them. Water remains its own unassuming being even after **flowing for miles** ”

In her time at AIA, she has won a great many accolades, including District Director of the Year, AIA Premier Academy (Top Recruiters Awards), and Master Agency and International Management awards from GAMA International.



**HE XIULIN**

EXECUTIVE AGENCY DIRECTOR

One of the founding members of the De Cheng District, De Cheng One is an MDRT Diamond Team that has consistently been a top performer in first-year commissions for several years.

With members from a diverse range of industry backgrounds, the highly motivated team overcomes any obstacles with love, commitment, and a dedication to being responsible. It is this mindset that has enabled De Cheng One to become one of the most trusted insurance teams in the region.

“ **Life is ever changing, one must be resilient and conduct with great virtue** ”



**ZHU MINGSHENG**

AGENCY DIRECTOR

In the current VUCA environment, it is more important than ever for AIA to adhere to its core values and beliefs. To continue on the journey of success, it is necessary to stay humble and calm, and build a professional team that is driven by love and dedication to one another.

“ **Thou wilt shew me the path of life: in thy presence is fulness of joy; in thy right hand there are pleasures for evermore** ”



# LEADER AWARDS



## TAN MEIYAN

EXECUTIVE AGENCY DIRECTOR

Founder of the Ben Teng District, Tan Mei Yan is a veteran in the industry and a lifelong MDRT member. Taken from an idiom meaning “Thousands of running horses”, “Ben Teng” perfectly encapsulates the continuous improvement and passionate spirit of the District’s members.

The District brings together a group of exceptional, like-minded professionals who all live by the same values of righteousness and solidarity. Holding true to its core beliefs of dedication and honesty, Ben Teng District will continue to lead the way within the AIA China family.

## SUN HAIFENG

EXECUTIVE AGENCY DIRECTOR

Despite the pandemic, Jin De One District achieved a record number of MDRT members in 2020. The result of diligence and hard work, the District has set its sights on everyone becoming MDRT members. It is their positivity, compassion, persistence, and ability to overcome any challenges that has brought so much success to the District, and Sun HaiFeng could not be more proud.

“Diligence and virtuosity”



# LEADER AWARDS

## WANG YILING

SENIOR AGENCY DIRECTOR

Wang YiLing is a lifetime MDRT member, something that she views as a significant milestone in her career and one that best represents her achievements. For those in the insurance industry, MDRT opens to the door to a new world of knowledge, motivation, and professionalism.

With this in mind, Wang YiLing has made it her goal to help others achieve the same. With her team recently named "MDRT Diamond Team", Wang YiLing is extremely grateful for all their hard work, and is determined to continue to provide professional, comprehensive, and dedicated service to her clients.

“ The best thing in life is that there’s **light in your heart**; the most liberal feeling is when you find **Tathātā** (the ultimate nature of all things in Buddhism) ”



## DU JUN

SENIOR AGENCY DIRECTOR

Great Wall District’s philosophy is to always go that extra mile for friends and family, to always do their best, and strive for excellence in everything they do. Representing the highest standards of sales performance and professional ethics, Great Wall District’s unwavering goal is for everyone on the team to become an MDRT member.

“ Go that **extra mile** to provide coverage for friends and family; **collaborate and strive for excellence** ”





## LI YU

SENIOR AGENCY DIRECTOR

Ying Jia Yu Cheng District lives by the concept of achieving success and growth alongside their clients, partners, and the company as a whole. Through a standardised system of procedures and management, the abilities and performance of each team member have been sustainably developed and optimised. This approach has ultimately led to the District becoming an AIA China MDRT Diamond team.

“ Good things happen when things are done right ”

## GU LILI

SENIOR AGENCY DIRECTOR

The benchmark of success in the insurance industry, MDRT is also a sign of excellence. For seven consecutive years, since 2014, Gu LiLi has been an MDRT member, and it is under her impeccable leadership that more team members have become part of MDRT. Thanks to Gu LiLi's vision and drive to build a high-quality, elite team of professionals, Nan Jing Hui Jia District was named an MDRT district in 2019 and 2020, and it is hoped that this will be the case in 2021 as well. Through hard work and dedicated service, Gu LiLi aims to continue helping partners achieve the success they deserve.

“ It does not matter how long the journey is, as long as you are on the right track ”



## YANG XIAOQIANG

### EXECUTIVE AGENCY DIRECTOR

Despite the impact of COVID-19, Zhi Yuan District broke numerous records in 2020. In addition to holding various online talent sessions, foresight customer service sessions, and recruitment activities, the District was also able to hold the 14th Newcomer Speech Contest as scheduled, fully believing that the contest is the best way for newcomers to flourish. A milestone for the District, the Huang Pu First Phase future director plan was also successfully launched.

Designed to enhance excellence and enable the team to meet MDRT standards, the eventual aim is to become a Diamond District. For example, a total of 15 MDRT members, including 1 COT, reached a combined FYP of RMB14.177 million in the first year. While the success of Zhi Yuan District's approach is clear to see, they look to continue their hard work and plan on having 15% of its members reach MDRT standard in 2021.

“The highest honour is to serve”



## TIAN JINSONG

### AGENCY DIRECTOR

Through deliberate and detailed planning, Galaxy Superstar District truly understands its clients' needs and delivers long-term success. By providing highly competitive, quality solutions, they enable clients to live long and healthy lives. The key to their achievements lies in the “Three Highs”: high quality, high capacity, and high professionalism.

“Be virtuous and kind in abundance”

# LEADER AWARDS



## QU WEI AGENCY DIRECTOR

From one individual looking to become a lifelong MDRT member, to inspiring a group of like-minded people to achieve the same, MDRT is the culture at Kun Lun District. Committed to providing clients with unparalleled professional services and always remaining by their side, Kun Lun District wholeheartedly believes that success is measured by the effort one makes to fully understand oneself, not by achievements alone.

“Kun Lun at the top”

## XING YUHUAN SENIOR AGENCY DIRECTOR

In these unprecedented times, an industry that has been greatly underrated is being redefined and prospering. However, this success is neither magical nor mysterious, it is down to the hard work of a group of outstanding professionals who have already exceeded expectations. Through teamwork and dedication, there are no limits to what can be achieved.

“Achieve perfection by prospering together”



## LUO RUOYUAN

AGENCY DIRECTOR

Luo RuoYuan joined the insurance industry to provide a better life for his family. Throughout his career, he has always strived to develop his skills and feels it is his duty to take responsibility for his clients' major claims. After all, the insurance business is ultimately about helping others.

“ Perseverance is the key to success ”



## CHEN XIANQIONG

AGENCY DIRECTOR

Having been with AIA for more than 10 years, Chen XianQiong has established and developed an excellent team of diligent, hard-working professionals. She has been particularly grateful for the support given by her friends and colleagues during the pandemic, and is in no doubt that they have become stars in their own right. Despite any obstacles, she is confident in her team's ability to achieve even greater success.

“ The reward of humility is riches, honour, and life ”





## SIRIPORN PHUTTHARAK

### EXECUTIVE DISTRICT DIRECTOR

Siriporn Phuttharak joined AIA with a strong background in sales, finance, and management. Holding a bachelor's in financial management and mini-MBA in insurance from Chulalongkorn University, she is also a professor of finance at a leading Thai university and owns a restaurant.

Her diverse professional background and talents have helped Siriporn become a reputable insurance agent in AIA Thailand. Now an executive district director and senior agency consultant, she has won 20 Annual Convention Manager of The Year, Executive District Director of The Year, Hall of Honour, and MDRT awards, among others.

“ It does not matter if you fall, **get up** and **try again** ”

## CHANCHAI WANGWONGWIT

### EXECUTIVE DISTRICT DIRECTOR

Chanchai Wangwongwit joined AIA Thailand in 1984 with a background in sales, marketing, and management. Currently a senior agency consultant and executive district director of AIA Thailand, he was president of LICA and president of Numthong Pattana. Chanchai has also won numerous awards, such as the Annual Convention and Thailand National Quality awards.

“ **Hope and ambition** form the blueprint of **success** ”



# LEADER AWARDS

## THASNACHAI YODSMER

### SENIOR DISTRICT DIRECTOR

Thasnachai Yodsmer joined AIA Thailand in the 1980s after working in the pharmaceutical industry for 10 years. Inspired to join the insurance industry by a friend who worked at AIA Thailand at the time, changing industries was difficult, but through diligence and hard work, he overcame the hurdles.

Since then, Thasnachai has become one of AIA Thailand's top insurance agents, having won a great many awards, including Manager of The Year, Hall of Honour, Hall of Fame, and Supervisor of The Year. Currently a senior district director, he believes creating a professional and high-quality insurance team is the key to success.

“Diligence, endurance, honesty, and unity”



“Success is never accidental”



## EKKALAK PATTANITSAKUL

### EXECUTIVE DISTRICT DIRECTOR

Ekkalak Pattanitsakul is one of the most successful insurance agency leaders in AIA Thailand. An executive district director and senior agency consultant, he has worked at AIA Thailand for almost 40 years. Over his career, Ekkalak has received two MDRT TOT qualifications and won 16 Annual Convention (Manager level), two Submit Club awards, the MDRT Leader (Diamond) award for two consecutive years, and the MDRT Leader (Silver) award for four consecutive years.

In terms of team management, a member of his unit has qualified as Agent of the Year for 10 years in row and has achieved the MDRT Honour Roll. Ekkalak's goal is to build a strong, efficient, and successful team with MDRT, COT, and TOT qualifiers.





## KANYANEE PHAKVIWAT

### EXECUTIVE DISTRICT DIRECTOR

Kanyanee Phakviwat has gained a reputation as one of the rising stars in AIA Thailand. Having graduated in 1985 with a bachelor's degree from one of Thailand's top universities, she started working at AIA as a full-time agent. Three years later, she was promoted to agency leader. In 1995, she opened her own general agency office in Nakhon Ratchasima province.

Currently, Kanyanee works as an executive district director and premier senior agency consultant who has been qualified as an MDRT agent for five consecutive years. Last year, her reputation was enhanced further by having 22 MDRT agents in her unit. Her goal is to build 200 insurance agency units and reach 500 million baht in first year premiums.

“ To be **successful**,  
you must **work hard**,  
**endure** and be  
**generous, patient**  
and **unique** ”



## SUNNY YAP SOON JIN

EXECUTIVE DIRECTOR



“ We always give our **best!**  
Every action we take,  
no matter how small it  
may seem sometimes,  
we can **change** and  
**impact** lives forever ”

Sunny is AIA FA's Top Executive Director since 2019, AIA FA's most productive Executive Director for the past two years, among the many other accolades awarded to him. He had the highest number of registered MDRT members in AIA Singapore in 2020.

In 2018, together with Advisors Alliance Group, the team became the first 100 IDA team in Singapore. The first and only one in AIA 18 countries and the only one in Southeast Asia. The group continue to represent Singapore for three consecutive years and going for the fourth this year.

Inspired by the late Minister Mentor Lee Kuan Yew - “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.” He espouses that we should all strive to help others and bring happiness to people in any way we can.

## LAM VU THANG

PREMIER ADVISORY ASSOCIATE DIRECTOR

Lam Vu Thang graduated from The Singapore Institute of Management and previously worked for Standard Chartered Bank and HSBC. Having helped build Nest by AIA, he is currently a business developer with a vast amount of professional knowledge, good leadership skills, and excellent vision. After six years, he has nearly 1,500 agents working under him.



“ If everyone in **Vietnam** was **insured**, people’s lives would be **better** ”



## HA VAN PHUC

GENERAL AGENCY DIRECTOR

Ha Van Phuc has worked at AIA for 17 years and is currently general agency director of AIA Nghe An. Consistently the number one general agency director nationwide, he continues to reinforce AIA Nghe An with impressive sales records. Through a creative mindset, new approaches, and clever investment strategies, AIA Nghe An leads the way in AIA Vietnam, and its success is rooted in the solidarity and professionalism of its team.

“ Instead of changing your **goals**, change the method of **achieving** them ”

Firmly believing in the importance of harnessing the power of technology quickly and effectively, Ha Van Phuc’s team is one built on a culture of professionalism, passion, and gratitude. It is in this way, that he hopes to inspire the next generation.



## **BUI NGOC HA**

GENERAL AGENCY DIRECTOR

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The impressive achievements of AIA Quang Nam comes through its professionalism, dedication, and the continuous efforts of every individual. AIA Quang Nam understands that charisma and dedication are the most important factors for sustainable success. In the long-term, AIA Quang Nam prioritises the optimisation of resources for MDRT development.

“ Hold onto  
**true values**  
and you  
will achieve  
**success** ”



# LEADER AWARDS



**CHAN FUNG LING**  
Senior District Director



**IP KA WAI**  
District Manager



**LEUNG WAI LENG**  
District Manager



**LEONG SAN SAN**  
Senior Unit Manager



**LONG SAO I**  
District Manager



**LEI WAN IN**  
Senior Unit Manager



**NG SIO HONG**  
Senior Unit Manager



**CHAN LOI I**  
Senior Unit Manager



**ALAN LIN YIM FAI**  
Executive District Director



**LUI NGA CHUN**  
Senior District Manager



**STEPHEN KWOK CHEUK WAH**  
District Director



**HO WAI KIT**  
Unit Manager



**WANG LIQING**  
Branch Manager



**DEREK LAU CHING TAO**  
District Director



**HAN HAO**  
Senior Unit Manager



**RATHAPHATTAYA SOMPHOACH**  
Senior Unit Manager



**FRANCIS WONG WAI PING**  
Senior District Director



**SI SAN SAN**  
Senior Unit Manager



**LAM SEONG KIT**  
Unit Manager



**FAN IN SUT**  
Branch Manager



**SAMMY KOU**  
District Manager



**CHAN PAK CHUN**  
Unit Manager



**WONG LAI SIN**  
Branch Manager



**ROSALINA LOU**  
Senior Unit Manager



# LEADER AWARDS



**WONG WAI KUONG**  
Senior Unit Manager



**LONG SAO WA**  
District Manager



**JOSHUA WONG CHOI SING**  
Executive District Director &  
Honourable Advisor



**SO CHEUK YIN**  
District Manager



**CHAN HOOK SHING**  
Senior District Manager



**LO YAT CHUNG**  
District Director



**ANTHONY WONG LIONG BOW**  
District Director



**CHUI TZE CHUNG**  
Senior Unit Manager



**CYNTHIA CHAN KA WAI**  
Senior District Manager



**AU SIU PAN**  
New Senior Unit Manager



**KINGSLEY YEE CHUN KEI**  
District Director



**LEE KA HING**  
Senior District Manager



**GLEN WONG**  
District Director



**CHAN WING SZE**  
District Manager



**LEONG SIO HA**  
Senior Unit Manager



**CHAU LOK HA**  
District Manager



**LAO HOI I**  
Senior Unit Manager



**MAC TAK HUNG**  
Senior District Director



**CHEN XIANQIN**  
Senior Unit Manager



**LIU NGA YING**  
Unit Manager



**TAM CHI MAN**  
Senior Unit Manager



**IEONG KIM LONG**  
District Manager



**IM MAN KEI**  
District Manager



# LEADER AWARDS



**LOI MEI CHAO**  
Branch Manager



**LEI KA IN**  
Senior Unit Manager



**XU QINGYA**  
Unit Manager



**CHAN U LAO**  
Senior Unit Manager



**CHAN MAN LENG**  
Unit Manager



**WONG CHAN HOU**  
Unit Manager



**CHAN CHON HONG**  
Senior Unit Manager



**LI HAILING**  
New Unit Manager



**LEONG U CHOI**  
Unit Manager



**SU CHING HAI**  
Senior Unit Manager



**HO HOI CHI**  
New Unit Manager



**LO UT CHOI**  
Unit Manager



**TSE WAI TIN**  
District Manager



**LILY WONG**  
District Director



**CHENG YAN YAN**  
District Director



**RED WONG WAI SUM**  
District Director



**DENNIS CHAN WOON PUN**  
Executive District Director



# LEADER AWARDS



**MAO YIRAN**  
Senior District Manager



**LIU YAQING**  
Senior District Manager



**ZHOU FEI**  
District Manager



**MA XINGLI**  
Agency Director



**LI YAOHUI**  
Senior District Manager



**WANG TONG**  
Senior Unit Manager



**CHEN RONG**  
Senior District Manager



**MI YAN**  
District Manager



**GUO CHUNHUA**  
Senior District Manager



**LIU YAN**  
District Manager



**XU YONGYIN**  
Senior Unit Manager



**ZHAO HUILIN**  
Agency Director



**ZHANG HUI**  
Senior District Manager



**PENG SHAOHAI**  
Senior Unit Manager



**DU XIAOMIN**  
Senior Unit Manager



**ZHANG LING**  
District Manager



**LI JIAYUN**  
Senior District Manager



**WANG JUAN**  
District Manager



**FENG YULING**  
Senior District Manager



**XUAN JIN**  
Agency Director



**DUAN HAOJIE**  
Senior District Manager



**LIU JINGJING**  
Agency Director



# LEADER AWARDS



**KRITS PITIMANAAREE**  
Executive District Director



**CHATREE PHAKSOONTORN**  
District Director



**KISSAWAN LERTVILAIKULNATEE**  
Unit Manager



**SUNCHAI TICHAWANICH**  
Senior District Director



**NATTANITCHA AKEAKARAPULLAPACH**  
Unit Manager



**VORAKORN THEDRATANAWONG**  
Senior District Director



**SARANRAT TANAWUT**  
District Manager



**WICHOK ANURAKVONGSRI**  
District Director



**NATTACHAI RATRAKSAKHANT**  
District Manager



**PRAMOTE THIRAMONGKOLCHAI**  
District Director



**VAWTA PRATMAETEKUL**  
Senior District Manager



**PRADIT PRASERTDENDOUNG**  
District Director



**MONGKOL LUSAMLIT**  
Senior District Director



**CHARIN JIRACHOTIKRON**  
District Director



**BENJAWAN EKASINGH**  
Unit Manager



**THIDARAT SAKSAYAMKUL**  
Unit Manager



**NISIT NISITSIRI**  
Senior District Director



**CHAIYARPORN BUTJAREAN**  
District Manager



**SOPON NANTHAPORNSAK**  
District Manager



**PIMONSIRI WONGTHIANCHAI**  
District Director



# LEADER AWARDS



**GABRIEL TAN YONG KAI**  
Executive Director



**RAY TAN GUO RUI**  
Executive Director



**NICHOLAS TAY GUAN TECK**  
Master District Director



**JAZLYN KOH CHEW HUA**  
Financial Services Director



**LESLEY QUAK HUM GEK**  
Financial Services Director



**PETER LIM HONG SENG**  
Master District Director



**VICTOR LIM WEE TEIK**  
Financial Services Director



**DAVID ONG CHEE WAI**  
Master District Director



**JAKE YU CHEE KEONG**  
Master District Director



**LEO CHEE WEI KHANG**  
Financial Services Director



**KHOO YONG GUAN**  
Senior Director



**TUAN ABDU QAYYIM BIN TUAN**  
Financial Services Director



**MARY CHEN MING LI**  
Financial Services Director



**JAMSON CHIA BOON LEONG**  
Financial Services Director



**LAWRENCE EE BOON PENG**  
Master District Director



**AUDREY LAU LAI WA**  
Financial Services Director



**LIM SENG YONG**  
Executive Director



**TRENT NG EK SIONG**  
Financial Services Director



**PNG WEILEEN**  
Financial Services Manager



**TAN GIM CHEONG**  
Master District Director



**TAN MENG LI**  
Senior Director



**PAUL WONG YONG KEE**  
Financial Services Director



**AHMAD FADHULI BIN YUSOFF**  
Financial Services Associate Director



**KELLY CHAN MEI FONG**  
Financial Services Director



# LEADER AWARDS



**JAMES CHAN SONG LIN**  
Financial Services Manager



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



**KEVIN GOH DI YAO**  
Financial Services Director



**KALYANAM VENKATESH**  
Financial Services Director



**MUHAMMAD FIRDAUS BIN ANUAR**  
Financial Services Director



**DAVE SOH KIM CHYE**  
Financial Services Director



**TAN AIK BOON**  
Financial Services Manager



**MARIE WONG YONG YEE**  
Financial Services Director



**WINNIE CHEAH YEAP KING**  
Financial Services Director



**IDY GOH KIM HONG**  
Financial Services Director



**TERENCE LAU KOK SIANG**  
Financial Services Director



**RAYNER LEE HEE MONG**  
Master District Director



**LIEW YING HONG**  
Financial Services Manager



**IVY NEO BEE LIAN**  
Financial Services Director



**JOEY NG ZHAO ZHI**  
Financial Services Associate Director



**JENNY ONG LAY HOON**  
Financial Services Associate Director



**ISAAC PUNG JUNYI**  
Senior Director



**DOVANSON QUAH JIANG HUI**  
Financial Services Associate Director



**ROCHELLE DEANNA RDM**  
GAM Tier 2 Financial Services Director



**JERALD TAN AIK SIANG**  
Financial Services Director



**EUGENE TAN YEN HON**  
Director



**ZEN TAY ZHENG HUI**  
Financial Services Associate Director



**TUAN QUTAIBAH BIN TUAN ISA**  
Financial Services Associate Director



**XU LING YUN**  
Financial Services Associate Director



# LEADER AWARDS



**WONG THEAN SHENG**  
District Manager



**ADI SASTERIA NURPUTRA**  
Unit Manager



**LIM CHUEI CHUAN**  
Unit Manager



**LAU WAI SENG**  
District Manager



**HO JOO SUAN**  
Unit Manager



**GAN CHIN SOON**  
District Manager



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



**TEH SIEW FONG**  
Unit Manager



**CHEN POH YIN**  
Unit Manager



**TEE WEE SEE**  
District Manager



**LIM ZI KIAT**  
Unit Manager



**PHUA YIT THONG**  
District Manager



**NOOR SYAMIMI BINTI JALALUDDIN**  
Unit Manager



**SUFFIAN BIN BONGSU**  
District Manager



# LEADER AWARDS



**VU THI LOAN**  
General Agency Director



**NGUYEN ANH TUAN**  
General Agency Director



**LE VAN CHUYEN**  
General Agency Director



**PHAM THI HUYNH NHUNG**  
General Agency Director



**PHAN DINH THANG**  
General Agency Director



**NGUYEN QUOC DAT**  
General Agency Director



**NGUYEN THI NGOC THANH**  
General Agency Director



**PHAM HONG DANG**  
Senior Director of Agency Development



**TRAN DINH BANG**  
General Agency Director



**NGUYEN ANH DUNG**  
General Agency Director



**KHUC CHI TIEN**  
General Agency Director



**NGUYEN DUC TOAN**  
General Agency Director



**PHAN THANH BIEN**  
General Agency Director



**HOANG THI HUONG**  
General Agency Director



**DAO THI PHUONG THAO**  
General Agency Director



**HO THI THU**  
General Agency Director



**PHAM THI DIEM CHI**  
General Agency Director



**TRAN TUAN DONG**  
General Agency Director



**BUI MANH HUNG**  
General Agency Director



**CAO THANH HUNG**  
General Agency Director



**HOANG DUONG TUNG**  
General Agency Director



**HOANG THI LE GIANG**  
General Agency Director



**NGUYEN THI THANH LE**  
General Agency Director



**TRAN CANH AN**  
General Agency Director



# LEADER AWARDS



**DINH MINH TRI**  
General Agency Director



**LE NGOC CHAU**  
General Agency Director



**NGUYEN DUC VIEN**  
General Agency Director



**VINH THANH**  
General Agency Director



**VU QUANG HUY**  
General Agency Director



**VU THI THUY DUONG**  
General Agency Director



**BUI THI MAI**  
General Agency Director



**NGUYEN THE HUAN**  
General Agency Director



**NGUYEN THI THU HA**  
General Agency Director



**VUONG THI DUNG**  
General Agency Director

# LEADER AWARDS



**YOLANDA D. SANTOS**  
Unit Leader



**KARLA M. CAPILI**  
Unit Leader



**ANTONINA S. ANOVER**  
Unit Leader





**HEALTHIER, LONGER,  
BETTER LIVES**

