

# 2021 AIA GROUP MDRT **AMBASSADORS**



HEALTHIER, LONGER,  
BETTER LIVES

# 2021 AIA GROUP MDRT AMBASSADORS

**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,



**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'.

**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

“ 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



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

**MOHAMAD MANMOHAN  
BIN ABDULLAH**  
District Manager



“ 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



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

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



“ 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





HEALTHIER, LONGER,  
BETTER LIVES