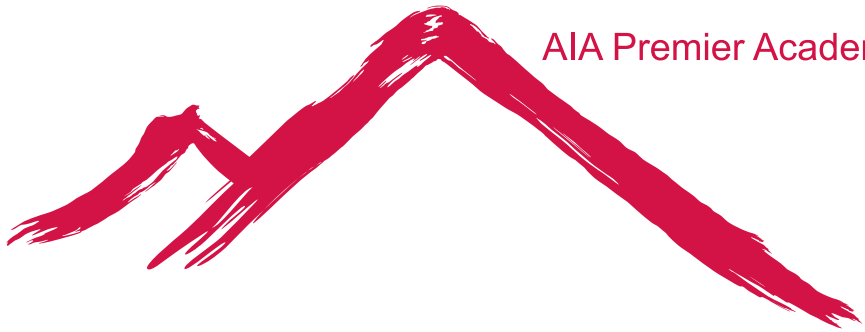

AIA Premier Academy

Leading Excellence

SINCE FOUNDED IN 2011, AIA PREMIER ACADEMY FOCUSES ON CULTIVATING YOUNG AND ENERGETIC WEALTH MANAGEMENT ELITES TO PROVIDE PROFESSIONAL SERVICES AND SUPPORT.

UPON COMPLETION OF OUR COMPREHENSIVE DEVELOPMENT PROGRAMME, THESE EMERGING WEALTH MANAGEMENT PRACTITIONERS WILL ACHIEVE HIGH GOALS AND BE RECOGNISED AS THE BEST IN THE INDUSTRY, ATTAINING THE ROAD TO MDRT.

Continuous Breakthroughs

CREATE SOLID FOUNDATIONS FOR FUTURE SUCCESS

GO BEYOND HIGH GOALS AND REACH INFINITE PINNACLES

AIA GROUP LIMITED

AIA GROUP LIMITED. A CENTURY OF SUCCESS. SOLID FOUNDATIONS

We strive to serve customers all around Asia. We strive to create a better, more sustainable future by empowering customers to understand and manage every aspect of their health, wellness and protection needs. We are purpose-driven to help people live Healthier, Longer, Better Lives by making a significant, positive impact for the communities we serve across Asia.



A Century of Success

- Established in 1919 and dominates Asia for more than a century
- AIA Group Limited comprises the largest independent publicly listed pan-Asian life insurance group
- It has operations in 18 markets in Asia

Extraordinary Feats

- The largest number of Million Dollar Round Table (MDRT) Members for the 20th year[1]
- The largest number of insurance policies[2] in Hong Kong with over 3.4 million customers[3]. 1 every 3 Hong Kong customers who have individual medical and health insurance is an AIA Hong Kong customer[4]
- The most considered insurance brand[5]

Scope of Influence

- Greater-Bay Area competitive edge
- Create new peaks with Premier Academy
- Industry-leading digital technology platform
- World-class strategic partnership

1. https://www.mdrt.org/about-MDRT/for-companies/ (As of 13 July 2022).
2. Provisional statistics of the Insurance Authority on Hong Kong long term insurance business from January to June 2022. The policies refer to the Direct Inforce Business of Individual Life and Annuity (Classes A & C) and Other Individual Business (Classes B, D, E & F).
3. AIA Hong Kong internal data includes Hong Kong and Macau's individual life, group insurance and pension customers (As of 30 June 2022).
4. Based on Hong Kong Special Administrative Region Census and Statistics Department.
5. Based on "Finance Purchase Funnel Rankings 2021" conducted by international market research company YouGov.



AIA PREMIER ACADEMY

AIA Premier Academy aims to cultivate exceptional intellectuals to step on the Road to MDRT and become top leaders in the wealth management industry, hence becoming the "Achievers of the Future". The Executive Development Programme nourishes the best of the elites under a highly selective process and makes cultivating global talents that reach COT or above the sole initiative.

- More than 5,500 on-job Wealth Management Managers
- Up to 8,000 MDRT Members
- 1 MDRT Member in every 3 Wealth Management Managers[6]
- 21% of Wealth Management Managers achieve COT and TOT, which require higher credentials.

6. AIA internal data as of 31 December 2021.

ACHIEVERS OF THE FUTURE

"THE WEAK WAIT FOR CHANCES,
BUT THE STRONG CREATE CHANCES"

MARIE CURIE



Pioneer the Industry and Reach Pinnacles

AIA PREMIER ACADEMY HELPS REALISE YOUR PEAKS OF LIVES

Go beyond your limits - Executive Development Programme graduates will surpass limits and continue to attain COT and TOT, becoming AIA Premier Advisors.

MAKE "GO BEYOND" AN ETHOS AND BECOME AN INDUSTRY ELITES VIA 4 FACETS KEEP ON REACHING PINNACLES OF LIFE

- Seek for breakthroughs with an international perspective, and become pioneers of the industry
- Help more clients with comprehensive health and wealth solutions
- Promote healthy lifestyle, helping people live Healthier, Longer, Better Lives
- Leverage digital technology, plan in advance

AIA PREMIER ACADEMY CULTIVATES THE BEST ELITES IN THE INDUSTRY

Professional Skills

- Award-winning tailor-made training and development courses
- Online learning anytime anywhere
- Obtain the latest industry news

Career Development

- Clear career path
- Become Agency Leaders in 1 Year
- Autonomy in career development

Rewards and Incentives

- Become COT Members in 1 Year
- Attractive passive income
- Monthly bonus policy

Powerful Supporting Platforms

- The most cutting-edge digital platform
- The most reliable back office team
- Comprehensive international partnerships

Based on AIA internal data as of 31 December 2021.

Road to MDRT

Promote healthy lifestyle, help customers to live Healthier, Longer, Better Lives.
Uphold ingenuity and continue to become COT Members and Premier Advisors.

Continuous Breakthroughs and Premier Achievements, Become MDRT Members in 1 year

- Up to 8,000# MDRT Members

BEYOND EXCELLENCE

Go Beyond General Financial Planners

- 40% on job students become MDRT Members
- Of which 21% of them achieve COT[7] and TOT[8] which requires higher credentials

Create Industry Leaders

- Number of Agency Leaders: 250
- Number of District Directors: 9

7. COT refers to Court of the Table. The production requirement is 3 times of MDRT.
8. TOT refers to Top of the Table. The production requirement is 6 times of MDRT.

Disclaimer
The above calculation is for reference only. Actual figures and data are subject to change according to the market condition.



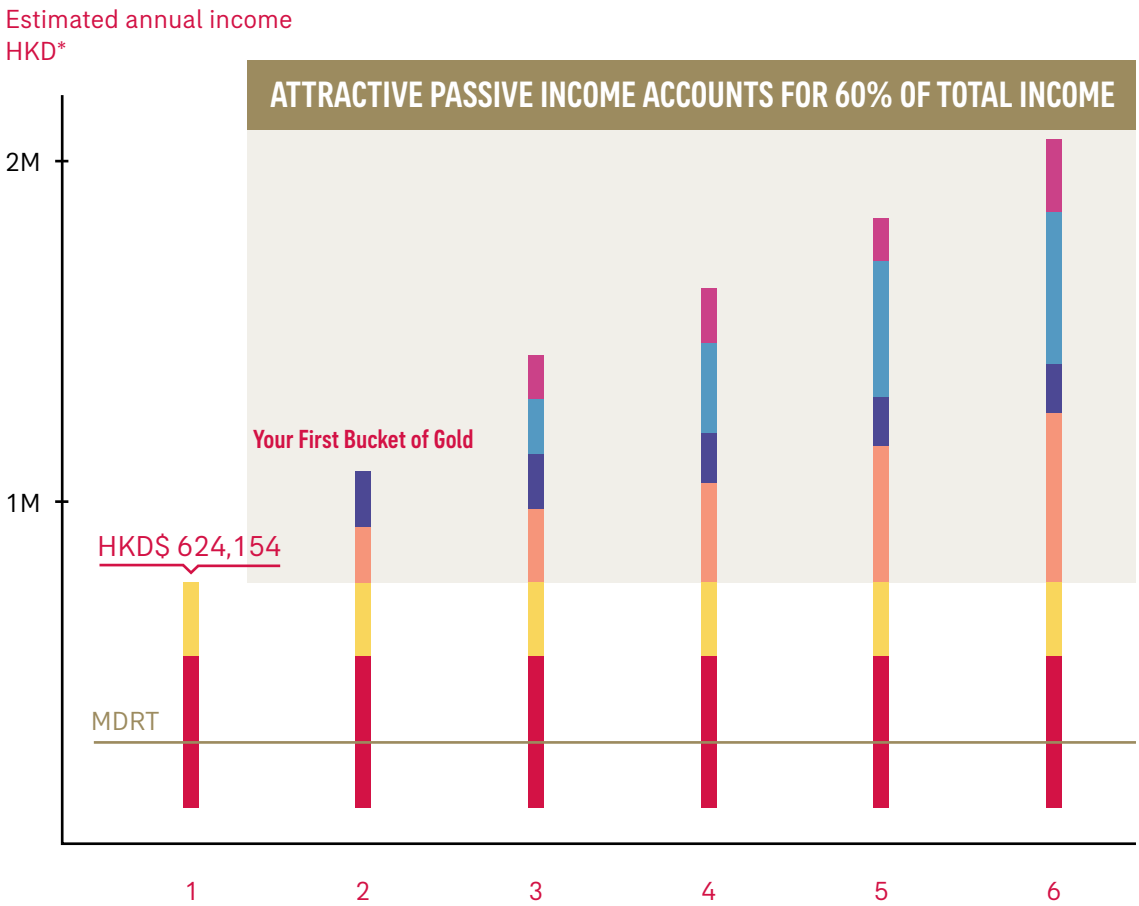
GROOMING FUTURE, CREATE COMPETITIVE PASSIVE INCOME

HKD$ 1,000,000 — YOUR FIRST BUCKET OF GOLD

HKD$ 9,142,369 — ESTIMATED INCOME IN THE FIRST 6 YEARS

HKD$ 5,397,445 — ESTIMATED PASSIVE INCOME IN THE FIRST 6 YEARS

322% — ESTIMATED SALARY INCREMENT IN THE FIRST 6 YEARS



*Take MDRT 2023's requirement as an instance, as per 48 policies each year and 25% commission for each policy in the first year, the average insurance premium per policy is HK$43,200 in the first year.

Disclaimer
The above calculation is for reference only. Actual figures and data are subject to change according to the market condition.



COMPREHENSIVE BENEFITS AND INCENTIVES SCHEME

Rewarding Incentives

- Up to HKD$ 50,000 monthly allowance
- At most 24 months allowance

Competitive Bonuses

- Year end bonus
- MDRT bonus
- Many other incentives and benefits

Exclusive Benefits and Recognitions

- Overseas conventions
- Personal brand promotion and online pages
- Awards ceremony
- AIAPA METAcademy

MAKERS OF THE FUTURE

"I SUCCEEDED BECAUSE I WILLED IT;
I NEVER HESITATED."

NAPOLEON BONAPARTE



Customer-Centric Comprehensive Wealth Management Solutions Live Healthier, Longer, Better Lives

ALL-ROUNDED PROTECTION

- Provide more than 120 products
- Transcend the norm with “Health & Wellness 360”
- Acquisition of Blue Cross and Blue Care help to drive AIA’s integrated healthcare strategy via city-wide medical network with over 300 affiliated service providers

COMPREHENSIVE COVER

Personal Customers

- Retirement planning
- Life insurance
- Investment
- Children education
- Critical Illness and accident insurance

High Net Worth Customers

- Legacy planning
- Life protection
- Investment, Saving

Corporate Customers

- Group insurance
- MPF/ ORSO/ Macau pension

CREATORS OF THE FUTURE

"LEADERS ARE DEALERS IN HOPE"

NAPOLEON BONAPARTE



Experience Entrepreneurship

CLEAR CAREER PATH

Acquire a fast-track promotion and rise as an elite leader.
Become a Senior Wealth Management Manager upon selection.
Get promoted to an Agency Leader in **1 Year** at the soonest.

PASS ON YOUR ENTREPRENEURSHIP

- AIA Group Limited encourages the Inheritance of Enterprises to the Next Generation Leaders
- Build your Family Enterprises.
  It all starts from AIA Group Limited. It all Starts from You

LEAD ELITES BY ELITES

- ASPIRING ENTREPRENEUR SOCIETY
- TALENT RECRUITER CLUB
- PREMIER AGENCY LEADER

BUSINESS EXECUTIVE CAREER PATH

5 YEARS

WEALTH MANAGEMENT DIRECTOR

3 YEARS

ASSOCIATE WEALTH MANAGEMENT DIRECTOR

1 YEAR

SENIOR WEALTH MANAGEMENT MANAGER

MANAGEMENT EXECUTIVE CAREER PATH

EXECUTIVE DISTRICT DIRECTOR AND HONOURABLE ADVISOR

EXECUTIVE DISTRICT DIRECTOR

PREMIER SENIOR DISTRICT DIRECTOR

SENIOR DISTRICT DIRECTOR

DISTRICT DIRECTOR

SENIOR DISTRICT MANAGER

DISTRICT MANAGER

BRANCH MANAGER

SENIOR UNIT MANAGER

UNIT MANAGER

ASSISTANT UNIT MANAGER

INNOVATORS OF THE FUTURE

"SCIENCE IS THE NERVOUS SYSTEM OF OUR ERA."

MAXIM GORKY



Powerful Digital Platforms Lead the Industry with Digital, Technology and Analytics

Leverage digital technology and perfectly seize market opportunities and thoroughly analyse customers' protection gap for advance planning.

COMPREHENSIVE TECHNICAL SUPPORT, BREAK THROUGH THE LIMITATIONS OF TIME AND SPACE



Daily Operation
iPoS



Customer Relationship Management
CRM



Financial Analysis
iFHC



Training Support
iACADEMY



Recruitment
iRECRUIT





Business Support
iPA & iEngage

Industry All-Rounders Elites of the Elites

SEIZE THE CHANCE, BECOME THE NEXT PREMIER ADVISOR

Premier Advisors possess professional expertise that help to provide customers with comprehensive protection policies. Premier Advisors leverage the latest digital technologies and consult customers in designing long-term financial plans.

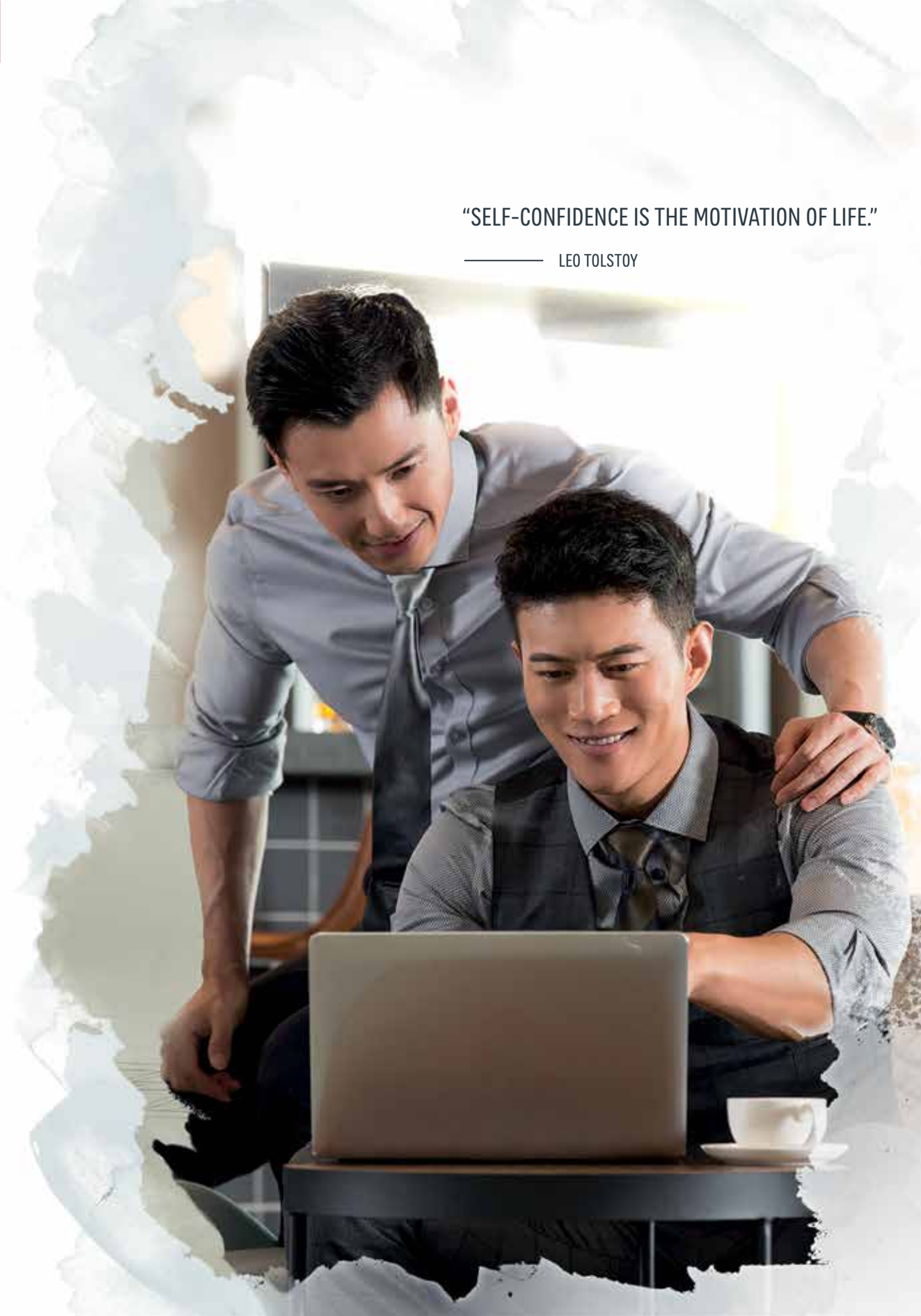
REACH THE PINNACLE, IT'S NOW OR NEVER

Join Us and Possess the Enhanced Career Development Platform

- Greater Bay Area horizon
- Strong brand and comprehensive online resource and learning hub.
  In addition to an AI-enabled training recommendation engine to provide 10,000+ eLearning modules

AIA PREMIER ACADEMY EXECUTIVE DEVELOPMENT PROGRAMME (AIAPA - EDP)

Academic Requirement	Bachelor degree or equivalent	
Age	Under 39	40 - 45
Work Experience	5 Years or above and do not have insurance company/ IFA insurance sales experience	
Annual Income Requirement	No less than HKD$ 300,000	No less than HKD$ 500,000



"SELF-CONFIDENCE IS THE MOTIVATION OF LIFE."

LEO TOLSTOY

SELECTION PROCESS

INTERVIEW PREPARATION

Prospective recruits can create profiles in iRecruit to upload required documents*
and reserve interview dates.

PANEL INTERVIEW

Interview comprises of 3 sections:
Self-introduction, Q&A Section and Sales techniques section

INTERVIEW RESULT

Interview result to be delivered to Agency Leader via iRecruit within 1 day

APPLICATION

Submit application form and contract, Insurance Intermediary Qualification Examination (IIQE)
Paper 1 and Paper 3 and other required documents

ABOUT AIA GROUP LIMITED

AIA Group Limited is the largest listed company on the Main Board of Hong Kong Stock Exchange. Registered and headquartered in Hong Kong SAR, it has a presence in 18 markets in Asia-Pacific, and is 100% focused on Asian Markets[9].

- AIA Group Limited has achieved the largest number of financial planners attaining Million Dollar Round Table (MDRT) memberships worldwide and is recognised as the standard of excellence in the life insurance[10]
- AIA Group Limited serves the holders of more than 40 million individual policies and over 17 million participating members of group insurance schemes[9]
- Provides protection to people across Asia with total sum assured of almost US$2 Trillion[9]
- With benefits and claims exceeding US$16 billion[9] in 2021

AIA Group Limited is incorporated in Hong Kong with limited liability.
"AIA", "AIA Hong Kong and Macau", "AIA Hong Kong" herein refers to the Hong Kong Branch and/or Macau Branch of AIA International Limited (Incorporated in Bermuda with limited liability).
"Hong Kong" and "Macau" herein refer to "Hong Kong Special Administrative Region" and "Macao Special Administrative Region", respectively.

9. https://www.aia.com/zh-hk/media-centre/facts-at-a-glance (As of 30 June 2022).
10. https://www.mdrt.org/about-MDRT/for-companies/ (Latest Updated on 13 July 2022).



Contact your AIA Financial Planner or Email
aiahk.premieragancy@aia.com
for Enquiry and Application


AIA
HEALTHIER, LONGER,
BETTER LIVES