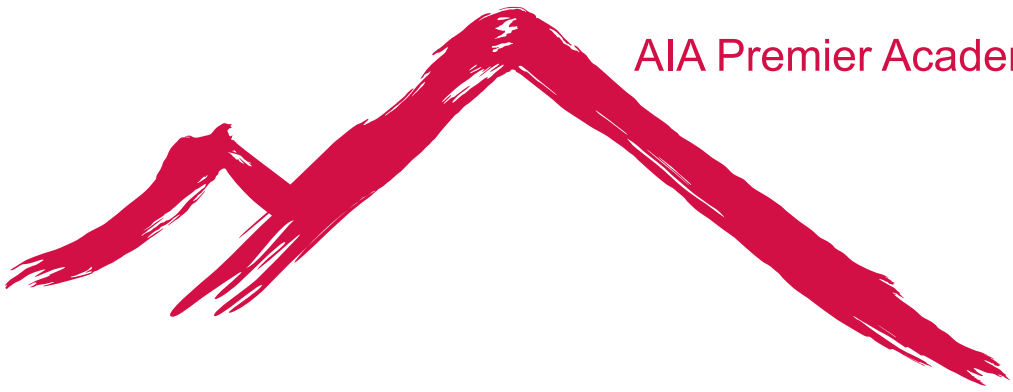

AIA Premier Academy

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.



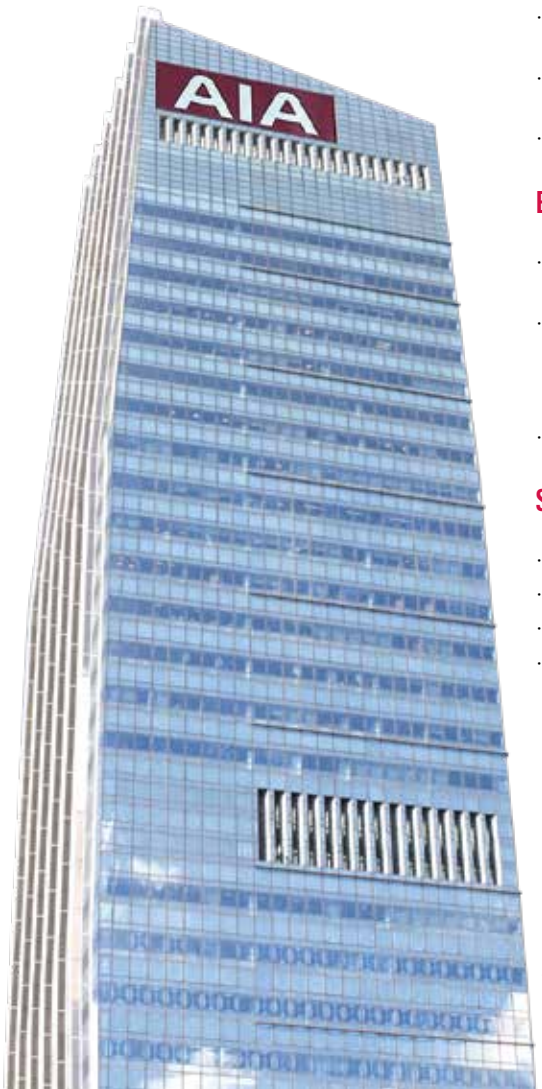
GO BEYOND YOURSELF

CREATE SOLID FOUNDATIONS FOR FUTURE SUCCESS
GO BEYOND HIGH GOALS AND REACH INFINITE PINNACLES



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 partnerships

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 high-calibre intellectuals to step on the Road to MDRT and become top leaders in the wealth management industry.
We have a forward-looking vision and are up for innovations. AIA Premier Academy keeps improving its platform through digital, technology and analytics, leading its students to become “Achievers of the Future”.

- 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]

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 and become MDRT Member and AIA Premier Advisor.

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

REWARDS AND INCENTIVES

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

CAREER DEVELOPMENT

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

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 MDRT Member and Premier Advisor.

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.



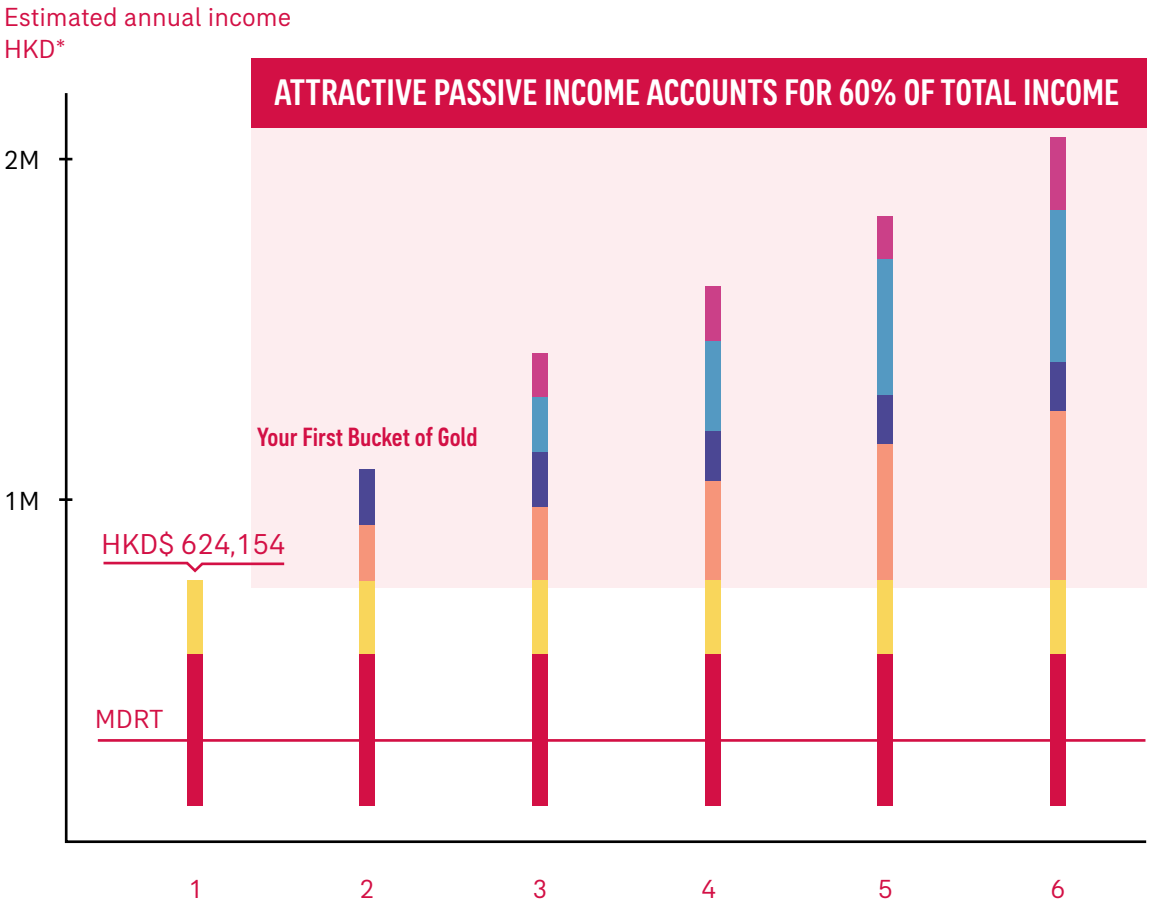
GROOMING FUTURE, CREATE COMPETITIVE PASSIVE INCOME

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

CORPORATE CUSTOMERS

- Group insurance
- MPF/ ORSO/ Macau pension

HIGH NET WORTH CUSTOMERS

- Legacy planning
- Life protection
- Investment, Saving



CREATORS OF THE FUTURE

"LEADERS ARE DEALERS IN HOPE"

NAPOLEON BONAPARTE



DECIDE YOUR OWN PATH AND DEMONSTRATE LEADERSHIP

CLEAR CAREER PATH

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

LEAD ELITES BY ELITES

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

BUSINESS EXECUTIVE CAREER PATH

		EXECUTIVE DISTRICT DIRECTOR AND HONOURABLE ADVISOR
		EXECUTIVE DISTRICT DIRECTOR
		PREMIER SENIOR DISTRICT DIRECTOR
		SENIOR DISTRICT DIRECTOR
WEALTH MANAGEMENT DIRECTOR	5 YEARS	DISTRICT DIRECTOR
		SENIOR DISTRICT MANAGER
ASSOCIATE WEALTH MANAGEMENT DIRECTOR	3 YEARS	DISTRICT MANAGER
		BRANCH MANAGER
SENIOR WEALTH MANAGEMENT MANAGER	1 YEAR	SENIOR UNIT MANAGER
		UNIT MANAGER
WEALTH MANAGEMENT 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 seizes 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 (AIAPA)

ACADEMIC REQUIREMENT	Bachelor degree or equivalent
AGE	Under 35
WORK EXPERIENCE	1 Year or above and do not have insurance company/ IFA insurance sales experience


"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

15 minutes Artificial Intelligence (AI) 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