



AIA
ELITE ACADEMY

EMPOWERING
WINNERS

CELEBRATING
100
YEARS



HEALTHIER, LONGER,
BETTER LIVES

THE BEST TIME IS NOW!



Huge potential in the Malaysian insurance market

A COUNTRY OF

33

MILLION PEOPLE



HEALTHCARE INFLATION IS PROJECTED TO RISE TO

+12.5%

IN 2018⁴



AN AGEING POPULATION



- MALAYSIANS ARE LIVING LONGER
- INSUFFICIENT RETIREMENT SAVINGS

FATTEST COUNTRY IN ASIA



NEARLY HALF OF THE POPULATION ARE OVERWEIGHT OR OBESE⁵

<40% OWN A LIFE INSURANCE OR FAMILY TAKAFUL POLICY¹

ONLY **14%** OF THE BUMIPUTRA SEGMENT HAVE INSURANCE²

90% OF THOSE WITH INSURANCE ARE UNDER-INSURED³



LIMITLESS OPPORTUNITIES TO MAKE A DIFFERENCE

Source:

1. Governor's remarks at the Malaysian Insurance Institute (MII) Summit - "Innovation in a Disruptive Era"

http://www.bnm.gov.my/index.php?ch=en_speech&pg=en_speech&ac=808&lang=en

2. Takaful: Rich in Potential for Expansion

<http://www.the-european.eu/story-10961/fwu.html>

<http://www.malaysiantakaful.com.my/mta.optima.my/files/57/57cde02c-10fd-4335-9fe7-42aeb0fa4c67.pdf>

3. 90% of Life-Insured Malaysians Under-Insured, says LIAM

<http://insurance.org.my/90-per-cent-of-life-insured-malaysians-under-insured-says-liam/>

4. Living with a rising medical inflation

<https://themalaysianreserve.com/2018/10/11/living-with-a-rising-medical-inflation/>

5. Nearly half Malaysia's population overweight or obese, Health Minister says

<https://www.malaymail.com/news/malaysia/2016/02/03/nearly-half-malaysias-population-overweight-or-obese-health-minister-says/1053569>

AIA IS ON A MISSION TO
HELP MALAYSIANS LIVE

HEALTHIER, LONGER, BETTER LIVES



WHO WE ARE

AIA HAS BEEN
SERVING
MALAYSIA FOR
**OVER 70
YEARS**

WE ARE PART
OF AIA GROUP,
THE LARGEST
INDEPENDENT
PUBLICLY LISTED
PAN-ASIAN LIFE
INSURANCE
GROUP

AIA MALAYSIA

WITH ASSETS WORTH
RM51 BILLION

14,000
LIFE PLANNERS

**SERVING
3.5 MILLION**
CUSTOMERS NATIONWIDE

AIA GROUP

**MORE THAN
30 MILLION**
INDIVIDUAL POLICIES

PROTECTION WITH TOTAL
SUM ASSURED OVER
US\$ 1 TRILLION

**MORE THAN
16 MILLION**
GROUP SCHEME MEMBERS

18 MARKETS
IN ASIA-PACIFIC

ACHIEVEMENTS



RANKED
MDRT'S #1
MULTINATIONAL
WORLDWIDE

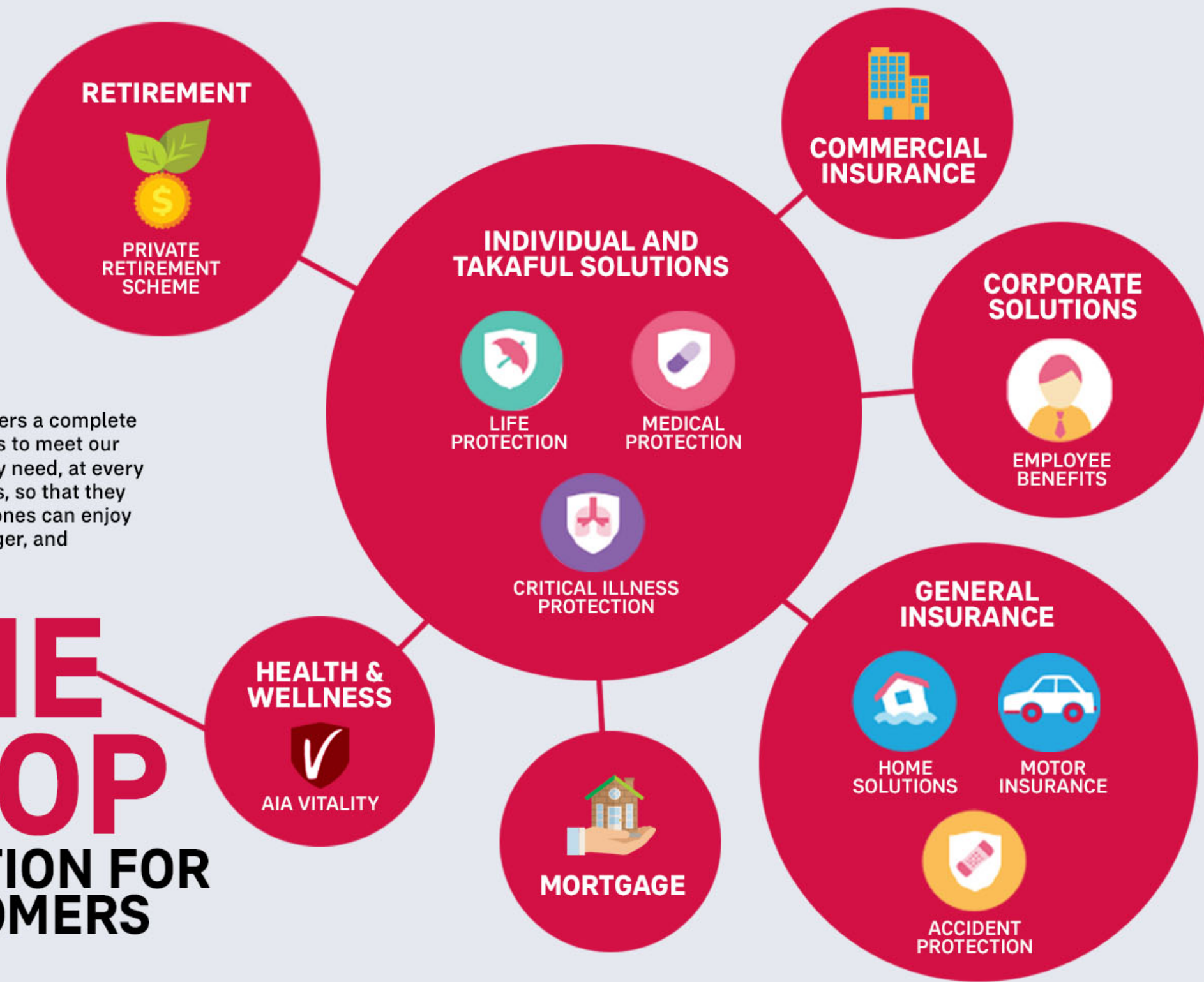


LARGEST
LIFE INSURER
IN THE WORLD

LARGEST
LISTED COMPANY ON
THE HONG KONG STOCK
EXCHANGE

AIA Malaysia offers a complete suite of solutions to meet our customers' every need, at every stage of the lives, so that they and their loved ones can enjoy a Healthier, Longer, and Better Life.

ONE STOP SOLUTION FOR CUSTOMERS



WE INVEST IN THE BEST PEOPLE

SO THAT WE CAN CARRY
OUT THIS MEANINGFUL
MISSION, TOGETHER!



AIA
ELITE
ACADEMY

An exclusive programme invested in developing a new generation of highly professional and driven Life Planners in AIA. It provides best-in-class support to new Life Planners who have been chosen to be a part of the programme, enabling them to kickstart a successful, sustainable and rewarding career with AIA.



**INDUSTRY LEADING TOOLS
AND TECHNOLOGY**



**BEST-IN-CLASS
TRAINING**



**COACHING AND
MENTORSHIP**



**ONE OF ITS KIND
FINANCING SCHEME**



**A WHOLE COMMUNITY
THAT CULTIVATES A SPIRIT
OF COLLABORATION,
PROFESSIONALISM
AND WELLBEING**



IF SALES & MARKETING IS YOUR CORE STRENGTH

IF YOU THRIVE IN LEADING AND BUILDING A TEAM OF PROFESSIONALS

Affluent Market Development

PMW (Profitable Management Workshop)

FMS (Field Management Seminar)

ELM 2.0 (Essentials of Leadership & Management)

COT & TOT

DISTRICT MANAGER

Customer Marketing

Pacesetter

Turtle All the Way Down

Leadership Booster

AIA Certified Life Planner Program Plus

PLM 2.0 (Premier Leaders Management 2.0)

MDRT

UNIT MANAGER

Performance Booster



AIA
ELITE ACADEMY

A proven on-boarding programme that charts out a clear path for you to take according to your career goals and aspirations

AIA Certified Life Planner Program

BAMC+ (Basic Agency Management Course+)

Resilience Mastery (ACLPP)

FLiM (Future Leaders in Making)

LIFE PLANNER

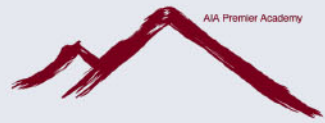


ASSISTANT UNIT MANAGER

Build Your Own Business OR Your Own Professional Team

WE PARTNER YOUR SUCCESS

Supporting you every step of the way



World Class Training To
Solidify Your Foundation



International Intelligence
to Help You Accelerate



MASTER TRAINER
Field Expert Mentorship to
Sharpen Your Saw

AIA APPS

FOR LIFE PLANNERS

KNOWLEDGE . MOBILITY . EFFICIENCY



iPoS
Electronic Business
Submission & Tracking



Life Planner App
Performance Tracking,
Activity Management



AIA Recruiter
Recruitment Pitch Events,
Onboarding Tracking



iLearn
Learning On The Go
COMING SOON!

FINANCING SCHEME



Kindly refer to AIA Elite Academy Rules & Regulations for more details.

EXCLUSIVE BONUS FOR THE ELITES



DOUBLE MILLIONAIRE CHALLENGE

RM 1,000,000

5 MDRTs + 1 COT/TOT

RM 2,000,000

5 MDRTs + 1 COT/TOT AND
SELF PROMOTED AS DISTRICT MANAGER
& GROOM ONE DOWNLINE AS DISTRICT
MANAGER FROM YOUR TEAM

Validation Period:

The first 10 years from the year of contract with the company.

KICK START

A LIFE CHANGING JOURNEY WITH AIA NOW



01
8-day Ignition Training;
18-month training & coaching program



02
Interactive & collaborative professional development



03
Exclusive bonus for Elites*

*subject to AIA Elite Academy Rules & Regulations

Refer your friends to us if they have the following traits:

- **Purpose Driven**
Long for a fulfilling career that empowers them to make a positive impact in people's lives
- **Thrive in Professionalism**
Seek a sustainable, long-term business model
- **Strive for Progress**
Desire a breakthrough in career and in life to be the best and dare to dream big



GET STARTED TODAY!



www.aia.com.my/en/bealifeplanner/life-planner/be-a-life-planner.html