AIA
ELITE ACADEMY
Empowering Winners

AIA
HEALTHIER, LONGER,
BETTER LIVES

Beyond the best.

AIA Life Planner
since Sept 2018,
former financial industry veteran

OPPORTUNITIES AWAIT THE AMBITIOUS.

Endless opportunities to make a difference in people's lives.

A country of 33 million people

- Only 14% of the Bumiputera segment are protected
- 90% of those with insurance are underinsured
- Less than 40% own a life insurance policy or family Takaful plan

Healthcare inflation is projected to rise by 13.6% in 2019

An aging population

- Malaysians are living longer
- Yet have insufficient retirement savings

Most overweight country in Asia

- High risk of lifestyle diseases

Governor's remarks at the Malaysian Insurance Institute (MII) Summit – "Innovation in a Disruptive Era"
https://www.bnm.gov.my/index.php?ch=en_speech&pg=en_speech&ac=808

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

90% of Life-Insured Malaysians Under-Insured, says LIAM
http://insurance.org.my/90-per-cent-of-life-insured-malaysians-under-insured-says-liam/

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

Nearly half of 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 RM54.7 billion**

Serving **3.9 million** customers

14,000 Life Planners

AIA Group

Over **34 million** individual policies

More than **16 million** group scheme members

Protection with total sum assured **over US$1.58 trillion**

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

A SUITE OF HOLISTIC SOLUTIONS.

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

HEALTH & WELLNESS

AIA Vitality

WEALTH SOLUTIONS

Saving Products

INDIVIDUAL AND TAKAFUL SOLUTIONS

- Life Protection
- Medical Protection
- Critical Illness Protection

CORPORATE SOLUTIONS

Employee Benefits

COMMERCIAL INSURANCE

GENERAL INSURANCE

- Home Solutions
- Motor Insurance
- Accident Protection

MORTGAGE

RETIREMENT

Private Retirement Scheme

AT THE FOREFRONT OF INNOVATION.

Since the very beginning, AIA Malaysia has sought to provide innovative solutions for Malaysians everywhere.

We were the first to provide...

2019

AIA Elite Academy
...an exclusive training programme creating a new generation of Life Planners

A-Plus MedCare
...a service offering worldwide medical support from diagnosis to recovery

2018

A-Plus Health
...a health plan with a mental health benefit

2017

AskSara
...an insurance chatbot, providing an AI-powered enquiry channel

Healthiest Workplace by AIA Vitality
...a science-backed survey analyzing your company's productivity on the basis of employee health

2016

AIA Vitality
...a unique science-backed health programme that rewards your healthy choices

1995

...fixed-rate mortgage loans

1968

...group employee insurance

INDUSTRY-TRANSFORMING LEADERS.

AIA Life Planner
since Nov 2018,
former banker

The **AIA Elite Academy** is an exclusive programme developing a new generation of skilled, professional AIA Life Planners. Those selected for the programme will kickstart successful, sustainable careers with AIA through an ecosystem of growth that is comprised of the following:

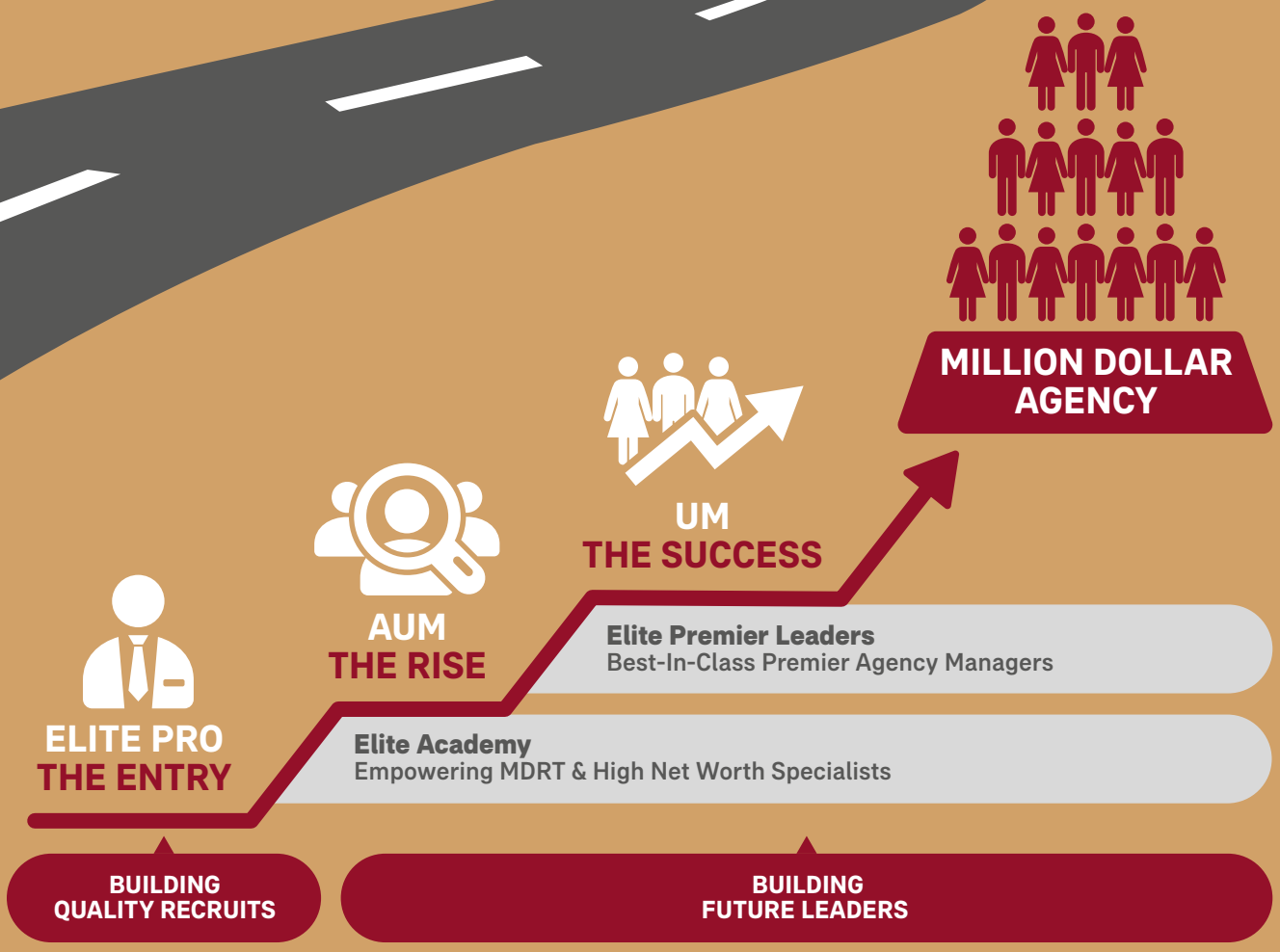
- **Industry-leading tools** and technology
- **Best-in-class** training
- **Highly effective** coaching and mentorship
- **Exclusive opportunities** to learn from successful entrepreneurs
- **The highest bonus payout** in the industry through a one-of-a-kind financing scheme
- **A positive, collaborative** community learning environment
- **Publicity opportunities**

3 YEARS TO YOUR MILLION DOLLAR BUSINESS.

A proven programme that accelerates top-tier talent, grooming you to become a leader of your own high-achieving Elite team in just 3 years.

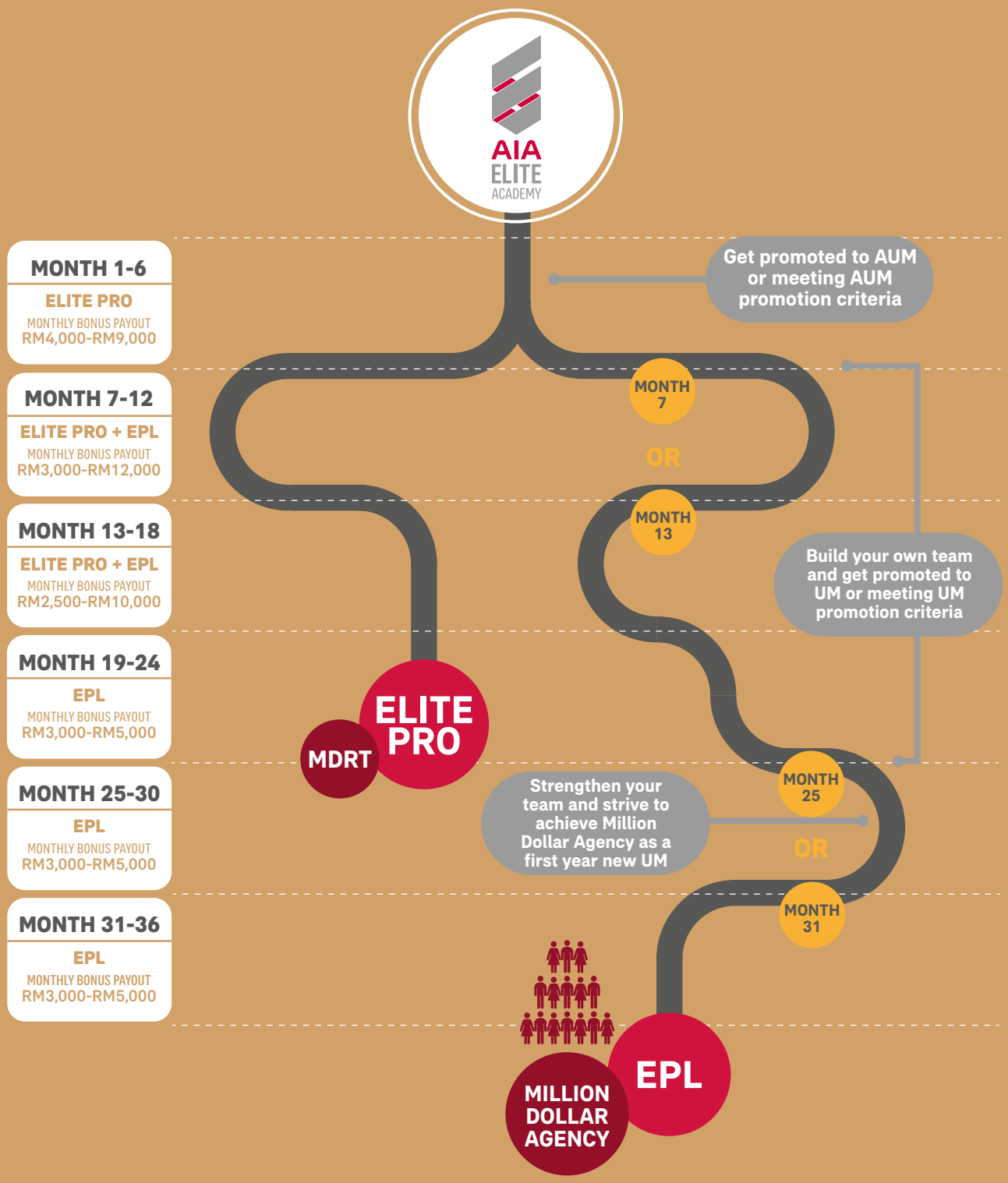
36-month
accelerated roadmap to
Million Dollar Agency Premier Leader

How do we start?
Start from Elite Pro to Elite Premier Leader



A CLEAR PATHWAY TO SUCCESS.

Benefit from precise, comprehensive career progression maps outlining the abundant opportunities for promotion every step of the way.



FINANCIAL SUPPORT EVERY STEP OF THE WAY.

The chart below demonstrates how your earning potential will progress over time.

1-2 years

AIA provides ample financial incentives to support your growth

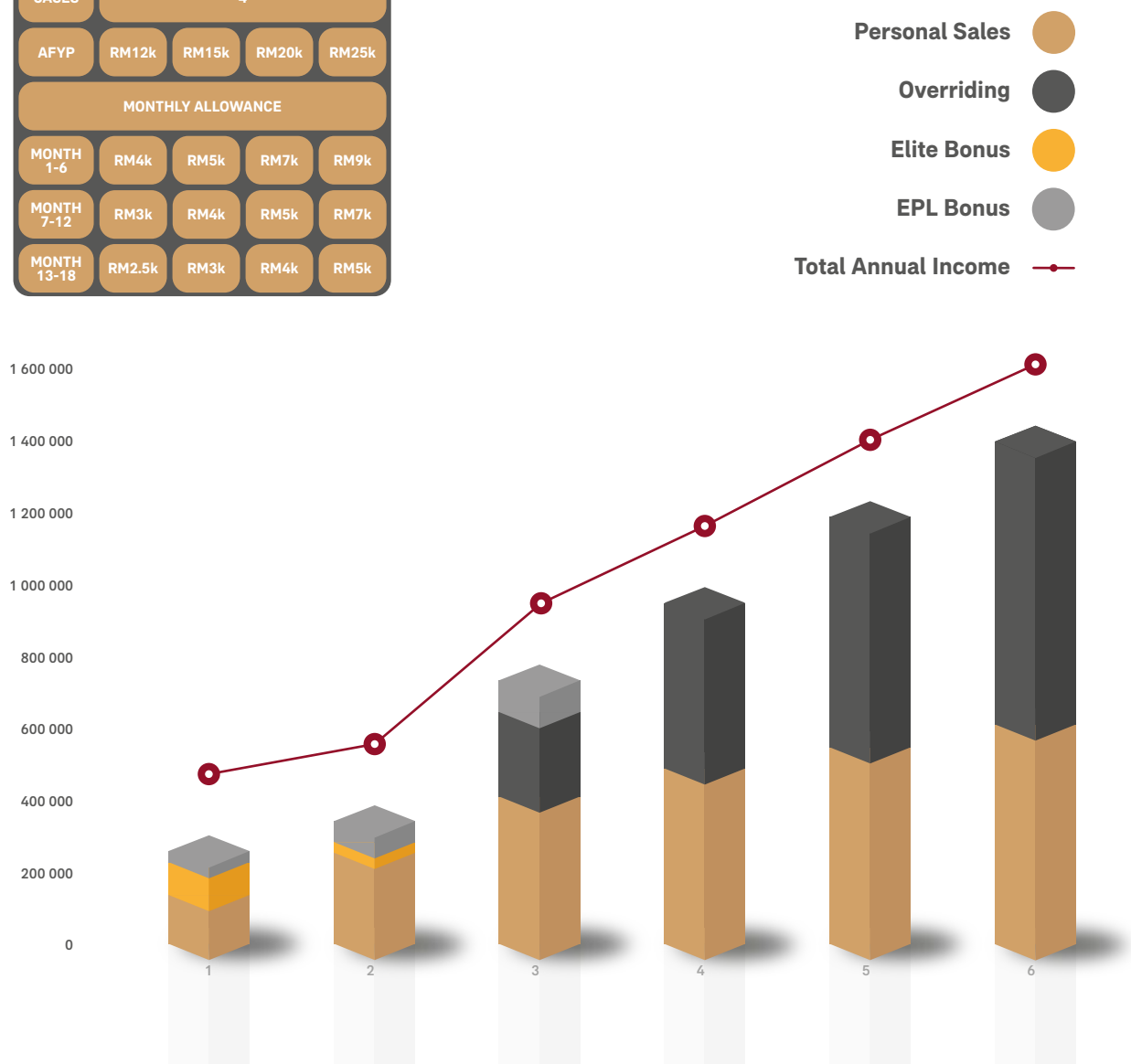
3-5 years

As a leader, start enjoying your commission overrides

6-10 years

Thrive on your commission overrides, with another RM2 million by the end of 10 years

CASES	4			
AFYP	RM12k	RM15k	RM20k	RM25k
MONTHLY ALLOWANCE				
MONTH 1-6	RM4k	RM5k	RM7k	RM9k
MONTH 7-12	RM3k	RM4k	RM5k	RM7k
MONTH 13-18	RM2.5k	RM3k	RM4k	RM5k



YOUR VERY OWN SUPPORT SYSTEM.

- Learning from top entrepreneurs
- Peer study groups to exchange ideas and share experiences
- Benefit from our professional learning and research partners:

LIMRA GAMA INTERNATIONAL MASTER TRAINER AIA Premier Academy

DYNAMIC DIGITAL BUSINESS TOOLS.

An innovative, efficient approach to your day-to-day tasks

iLearn

Learn on the go with training modules accessible anytime, anywhere

iLearn Your Learning Buddy All in One Place

iPoS

Manage client business and issue documents smoothly and efficiently

AIA

Life Planner App

Track your career progress and your achievements in one simple app

AIA

AIA Recruiter

Drive recruitment and build your own team by helping potential recruits identify career goals and aspirations

AIA

SUCCESS UNLIKE ANY OTHER.

Producing industry elites

Proven business model within the AIA group.

The most professional Life Planners in the market

The only insurance company to provide a holistic development plan.

Customer-focused

With more than 3000 Life Planners enrolled, AIA Elite Academy Life Planners are transforming perceptions of insurance with our holistic solutions and advice they provide to customers.

WHAT DO OUR LIFE PLANNERS HAVE TO SAY?

"My family thought I was taking a risk by starting another career path. But from the very first year, you get financial support and proper training...it's systematic and professional. The programme makes it so easy to adapt and starts you off on the right foot to the road to success."

– Hazel Lau, banker turned AIA Elite Academy Life Planner

"I've met so many new people with AIA Elite Academy and best of all, I was given training to make a difference in their lives. Thanks to the Academy, I have a career with purpose now."

- Balqis, product development engineer turned AIA Elite Academy Life Planner

"I was already from a financial background, but after being groomed by the AIA Elite Academy, I've developed my skills even more than I thought I could. I'm proud to be part of this new generation. You do not choose the Elite Academy; the Elite Academy chooses you."

– Dina, financial industry veteran turned AIA Elite Academy Life Planner

"I wanted to do something different, something to change the industry and I believe AIA Elite Academy was the right choice. The syllabus and training gave me the confidence to grow my business and it is a very fulfilling career."

– Wern Shern, banking AVP turned AIA Elite Academy Life Planner

"The AIA Elite Academy showed me the fundamentals of starting and running my own business. Now, I get to fulfil my ambitions, while helping others live better."

– Venkatesh, banking Senior Vice President turned AIA Elite Academy Life Planner

"AIA provided the products and support that allowed my career to grow beyond what I expected. They recognised my abilities and achievements to the extent of appointing me to become an AIA Executive Master Trainer. At the same time, the compensation package coupled with incentives work hand in hand to bring out the best in me."

- Rashidah binti Rahmat, Top District Manager in Life & Family Takaful Award (Champion)

The visionary top management and fast-paced environment in AIA has made us more vigilant in keeping up with the latest market trends. This has also given us better confidence and resources to help improve perceptions and the actual quality of the Life Planners in the industry."

- Ace Wong, District Manager of Million Dollar Agency

You've always aimed high.
Because you always aim to win.
Your diligence and ambition have brought you to the top.

Now, let us take you further.
Championing innovation.
Transforming insurance as we know it.
And reaching even greater heights in your career.

Be an Elite Pro.

Join us in creating an industry unlike any other.