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THE REAL LIFE
COMPANY

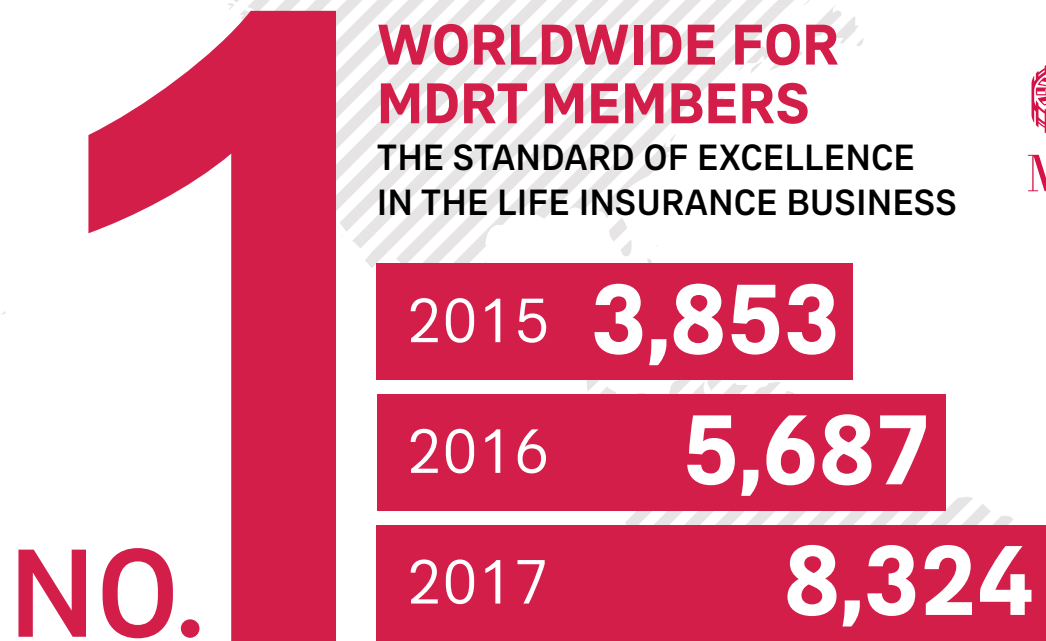


NURTURE

PREMIER AGENT



THE REAL LIFE
COMPANY



THE LARGEST LISTED COMPANY ON THE HONG KONG STOCK EXCHANGE

WHICH IS INCORPORATED AND HEADQUARTERED IN HONG KONG

THE SECOND LARGEST LIFE INSURER IN THE WORLD*

100% FOCUSED ON ASIA-PACIFIC

SERVING THE HOLDERS OF MORE THAN

 **30** MILLION INDIVIDUAL POLICIES

AND OVER

 **16** MILLION MEMBERS OF GROUP INSURANCE SCHEMES



AIA PROVIDES PROTECTION TO PEOPLE ACROSS THE REGION WITH TOTAL SUM ASSURED OF OVER

US\$1 TRILLION

AIA MADE



13 MILLION

BENEFIT PAYMENTS DURING 2015, HELPING CUSTOMERS AND THEIR FAMILIES TO COPE WITH CHALLENGES AT DIFFERENT LIFE STAGES.

When you're at the top of your game, you get to see the world from a different perspective.

With the AIA Nurture Premier Agent (t) Programme you can develop your success through a comprehensive on-boarding programme that prepares you with all the tools you need to from instilling self-discipline to revolutionising mindsets and planning strategies to get you to the top of your career. On top of that, you get life-changing opportunities to work with top industry experts to chart your way to becoming a top achiever.

Be part of this elite programme to realise your potential growth in wealth and influence. Here is your opportunity to go further and faster than you have ever been before and to make the next opportunity, a possibility.

When you are armed with the best tools to succeed, you are ready to make your mark.

You will be ready go above and beyond.

AIA NURTURE PREMIER AGENT

**TRANSFORM YOURSELF,
IGNITE YOUR POTENTIAL.**

**REALISE YOUR
MDRT & MILLION
DOLLAR AGENCY
VISION WITH AIA
NPA PROGRAMME**



**BEST IN CLASS
NPA PROGRAMME**



**BEST IN CLASS
TRAINING &
ON BOARDING
PROGRAMME**



**BEST IN CLASS
AGENCY
COMPENSATION
& DEVELOPMENT
PROGRAMME**



**BEST IN CLASS
MDRT BUILDING
PROGRAMMES**

WHO ARE WE LOOKING FOR @ AIA NPA

Strong recruitment platform with structured daily training and development programme supported by performance gratification mechanism to fast-track young talents into the best in the industry.

NPA

Benchmark:
RM108K ANP

NPA PROGRAMME HIGH ACHIEVER



HIGH ACHIEVER

Age:
• 22 – 45

Minimum Education
& Work Experience:
• Diploma and above
& 0 years
• SPM & 3 years

Licensing:
• PCE and CEILLI
license upon
contract; or
• TBE license for
Bumi applicants
only

Conversion
from HA to ELITE
• 45k ANP &
9 cases within
first 3 months of
Contract Date or NPA
Commencement Date.
• Subject to
ELITE minimum
requirements,
and ELITE Panel
Interview.

Benchmark:
RM180K ANP

NPA PROGRAMME ELITE

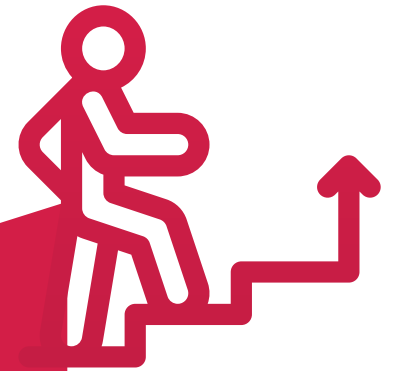


ELITE

Age:
• 25 – 35 (ELITE)
• 36 – 45 (Experienced)

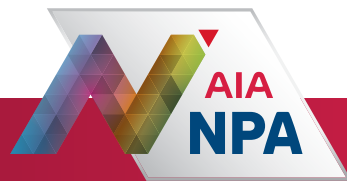
Minimum Education
& Work Experience:
• Degree and above
& 1 years
• Diploma and above
& 5 years

Licensing:
• PCE and CEILLI
license upon
contract; or
• TBE license for
Bumi applicants
only



AIA PROVIDES YOU WITH A PROMISING CAREER LADDER

BUILDING YOUR CAREER BECOMING
AIA UNIT MANAGER IN 3 YEARS



AIA NURTURE PREMIER AGENT

1ST TO 12TH MONTH

Starting building your career with AIA.

- Earn monthly bonus on top your monthly Commission
 - HA Max **RM4,500**
 - Elite Max **RM9,000**
- Elite Band - Year 1 MDRT Achievement **RM25,000**

ASPIRING LEVEL
YEAR 2
(ASSISTANT UNIT MANAGER)

ADVANCED LEVEL
YEAR 3
(UNIT MANAGER)

AUM
ASSISTANT UNIT MANAGER

13TH TO 24TH MONTH

- Personal Sales of **RM120,000**
- 2 Manpower under your guidance
- Equip yourself with the skill and knowledge FLIM - Future Leaders In Marking
- Additional **RM3,000** monthly allowance
- Continue Earning Bonus from 13TH – 18TH month on top your monthly commission:
 - HA Max **RM4,000**
 - ELITE Max **RM8,000**

Average Annual Income
RM154,000

UM
UNIT MANAGER

25TH TO 36TH MONTH

- Min 24mths service period
- Direct Team sales **RM300,000**
- Personal Sales of **RM60,000**
- 6 Manpower & 1 AUM under your guidance.
- Equip yourself with the skill and knowledge - Basic Agency Management Course Plus (BAMC+)
- Additional **RM3,000** monthly allowance

Average Annual Income
RM250,000

DM
DISTRICT MANAGER

- Min 3 years as UM
- Direct Team sales **RM1,000,000**
- 10 District Manpower & 2 UM under your guidance.
- Equip yourself the skill and knowledge GAMA - Essential of Leadership & Management (ELM)

Average Annual Income
RM356,000

ATTRACTIVE & WELL DESIGNED CAREER DEVELOPMENT STRUCTURE



3
2
1

- Prestige Events

- Recognition Events

- Convention & Incentives

- Leader Performance, Supervision Session

- Discipline and Habit Building Training Roadmap

- eSalesBuilder-Activity Management Tool

- Monthly Performance Bonus, Promotion to Higher Band Option, Quarterly Validation and MDRT Performance Bonus (eligible for ELITE Programme only)

- Sales Builder 2.0
- Self Management
- Commitment & Consistency
- Performance Evaluation and Planning (PEP)
- Reflect and Review

- Positive Attitude Cultivation
- Habit Building
- Entrepreneur Mindset
- Resilience Building
- Empowering Beliefs
- Personal Effectiveness
- Goal Setting
- MDRT Whole Person Concept



- Sales Cycle
- Essential Skills Development
- Skills Coaching
- Field Challenges
- iMoRole Play

- Needs-based Selling (Conventional/ Takaful)
- Financial Needs Analysis
- Compliance (AML/CFT)
- Code of Ethics
- iPoS Application



CORNERSTONES OF NPA RECRUITMENT

AIA NURTURE PREMIER AGENT



MDRT WHOLE PERSON CONCEPT

PROVEN AIA PROGRAMMES
TO FAST TRACK NPAS
INTO MDRTS



HIGH QUALITY

SELECTION PROCESS
LIMRA & NPA PANEL
INTERVIEW



2 MILLION

5 X MDRT & 1 X COT, AND
PROMOTED TO DM WITH
1 BREAKAWAY DM
(FOR ELITE BAND ONLY)



SPECIAL TALENTS PROGRAMME:

ELITE BAND



EXTRA BONUS

MDRT ACHIEVEMENT
BONUS FOR ELITE BAND
• YEAR 1 - RM25K
• YEAR 2 - RM15K



ATTRACTIVE JUMP START PERFORMANCE PACKAGE

HA BAND RM78K - MAX RM4,500 /MTH
ELITE BAND RM156K - MAX RM9,000 /MTH



MINDSET & SKILL

ORIENTED STRUCTURED
DAILY TRAINING



PRESTIGE EVENTS

AIA & LEADERS' WITH YOU ALL THE WAY

NPA onboarding process is Built on top of existing contracting Processes and full time onboarding Roadmap.



START NPA PRE-REQUISITE

1. Passed PCE or TBE
2. E-Recruitment submitted

FIST 3.0 (4 Days)

- Overview of opportunities in the Industry & AIA
- Product & Technical Introduction
- Basic Selling Skills
- Intro to Sales Builder 2.0
- Success Formula

NPA DAILY CLOCK-IN CLOCK-OUT					
DAY 1 - 90			DAY 91 - 365		
FAST START 90	BUILDING PERSISTENCE	BUILDING RESILIENCE	BUILDING EXCELLENCE		
<p>Monday: (3 hrs)</p> <ul style="list-style-type: none"> • Sales Builder (Action Planning) • Bite-size Product, Skills & Technical Training <p>Tues-Thurs: (1 hr)</p> <ul style="list-style-type: none"> • Sales Builder (Daily Reporting) <p>Friday: (2 hrs)</p> <ul style="list-style-type: none"> • Sales Builder (Weekly Review) 	<p>CHAMP 4.0 (4D3N – within the first 90 days)</p> <ul style="list-style-type: none"> • Goal Setting • SWOT Analysis • Entrepreneur Mindset • Building Self-Discipline • Skills Drilling (Sales Cycle) • Sales Builder 	<p>MOTIVATIONAL BOOT CAMP (Post 90 Days 3D2N Offsite programme)</p> <ul style="list-style-type: none"> • Setting Expectations • Commitment & Consistency • Goal Setting & Achieving • Resilience Building • Empowering Beliefs 	<p>Monday: (1 hr)</p> <ul style="list-style-type: none"> • Sales Builder (Action Planning) <p>Tues-Thurs: (1 hr)</p> <ul style="list-style-type: none"> • Sales Builder (Daily Reporting) <p>Friday: (2 hrs)</p> <ul style="list-style-type: none"> • Sales Builder (Weekly Review) 	<p>ELITE 2.0 Year 1</p> <ul style="list-style-type: none"> • MDRT Whole Person Concept • Large Premium & Estate Planning • Time Value of Money 	<p>ELITE 2.0 Year 2</p> <ul style="list-style-type: none"> • GROW • Business Insurance • Mindset & Attitude • High Net Worth

Periodic Experiential Sharing by Master Trainer
NPA Leader's Involvement via Mentoring & Coaching

AIA NPA
BE THE BEST YOU CAN BE

SIGN UP NOW



Email: Elite.Academy@aia.com



