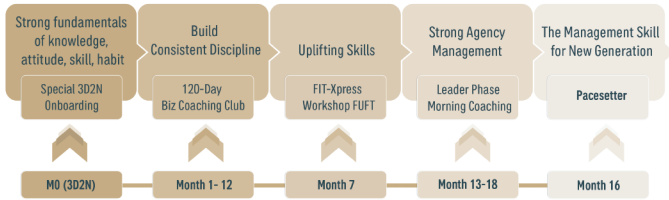
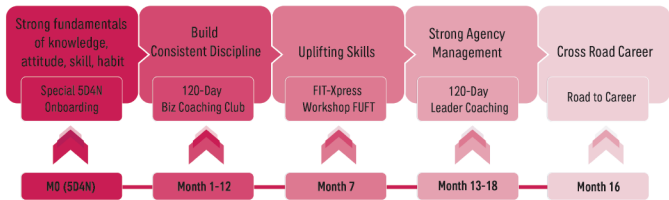


TRAINING & CAREER ROADMAP

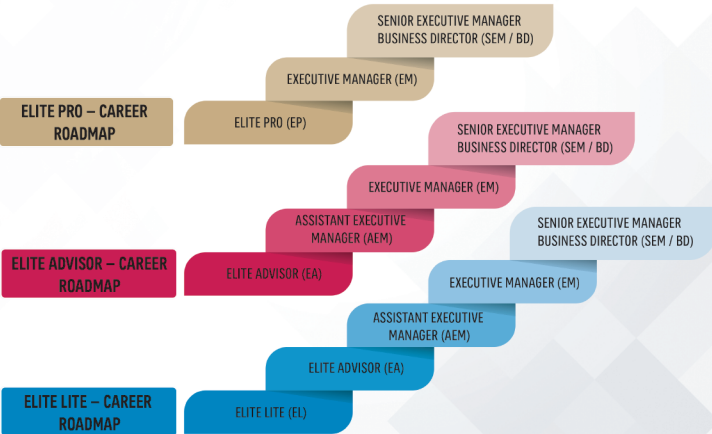
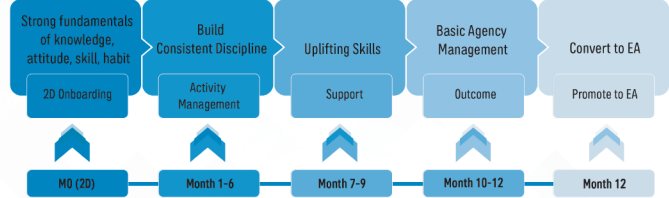
ELITE PRO – DEVELOPMENT ROADMAP



ELITE ADVISOR – DEVELOPMENT ROADMAP



ELITE LITE – DEVELOPMENT ROADMAP



WHY JOIN ELITE PROGRAM WITH AIA?

5-STAR ELITE PROGRAM, FEATURED BY AIA ELITE ACADEMY
BEST-IN-CLASS DEVELOPMENT PROGRAM TO GROOM INSURANCE AGENCY LEADER

AIA GROUP STRENGTH

- One of the largest life insurers in the world
- No. 1 MDRT Members in the World for 8 consecutive years
- More than a century of history

SPLENDID PLATFORM AND DIGITALIZATION

- Comprehensive products to meet customer needs
- Industry-leading digital platform for sales and servicing
- Digital lead generation platform support to expedite sales and recruitment activities

TOP-NOTCH TRAINING

- Comprehensive training roadmap
- Segmented training program for skills and knowledge
- Accredited training by LIMRA, GAMA, etc.

ACCELERATED INCOME

- Milestone recognition along the road to MDRT
- High income potential, up to 4X in 2 years
- Enable you to build Million Dollar Agency with AIA

ROADMAP TO LEADER

- Holistic career roadmap from Life Advisor to Leader in 18 months
- Structured development program for agency management
- Performance management in place to ensure your success



AIA'S BRAND EMBASSADOR

HARRY KANE

AIA AT-A-GLANCE

THE LARGEST LISTED COMPANY ON THE HONG KONG STOCK EXCHANGE

which is incorporated and headquartered in Hong Kong⁽¹⁾

Present in **18 MARKETS** and **100% FOCUSED ON ASIA**

TOP RATED PERFORMER

by Sustainalytics in the industry and region for ESG

THE LARGEST LIFE INSURER

in the world by market capitalisation⁽¹⁾

17 MILLION

participating members of group insurance schemes

Benefits and claims exceeded **US\$16 BILLION** in 2021

COMMITTED TO NET-ZERO GREENHOUSE GAS EMISSIONS BY 2050

"DIGITAL INSURER OF THE YEAR IN 2021"

by Insurance Asia News

Provides protection with total sum assured of **US\$2 TRILLION** to people across Asia

Serving the holders of more than **40 MILLION** individual policies and over

NO.1 WORLDWIDE FOR MDRT REGISTERED MEMBERS

The only multinational company to top the table for **EIGHT CONSECUTIVE YEARS**

Notes:
(1) As of 30 June 2022.