



HEALTHIER, LONGER,  
BETTER LIVES



**Not just a trusted partner in business  
We empower winners**


Here's a key that opens up doors to partnership opportunities,  
propelling you towards a purposeful success.

# A rich heritage in Asia-Pacific

Established in 1919, we are the largest life insurer in Asia. For over a century, AIA has been diligently serving the public in all weather. Our deep-rooted presence and expertise made us a trustworthy partner in offering comprehensive protection and financial services to the people of the Asia-Pacific.



**41**  
**MILLION+**  
INDIVIDUAL  
POLICIES



**NO.1**  
WORLDWIDE  
FOR NO. OF  
**MDRT**  
MEMBERS



**100+**  
YEARS IN  
THE INDUSTRY



**17**  
**MILLION+**  
MEMBERS OF GROUP  
INSURANCE SCHEMES



**US\$2**  
**TRILLION**  
TOTAL SUM ASSURED

Notes:  
All the figures are as of 30 June 2021, unless otherwise stated  
\* As of 31 December 2020

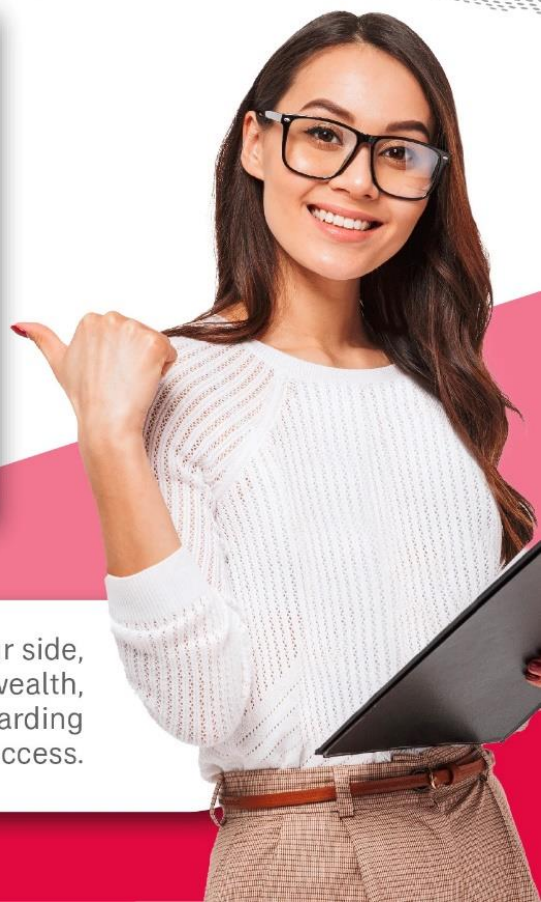


PRESENCE ACROSS

**18**  
MARKETS

**100%**  
FOCUSED  
ON ASIA  
FOUNDED IN ASIA,  
HEADQUARTERED IN  
HONG KONG

Moving on, we will continue to stand by your side, extending our focus from protection to wealth, health and wellness and be the one in safeguarding the dreams of others, including your success.



# #AIAOneBillion: Join us on our journey

We are committed to engage **One Billion People** in Asia to live Healthier, Longer, Better Lives.



We envisioned to create a **better, more sustainable future** by empowering customers to understand and manage every aspect of their health, wellness and protection needs. Having you as part of the picture takes us closer in making the above a reality.

If making a difference in the lives of others and yourself is important to you, we can **create a significant & positive impact to the community we serve**, together, with the series of exciting initiatives and programs already in line.

# There's a rising concern in the medical climate in Malaysia:

## Underinsured Population



Penetration rate in the family takaful market remains **low** at **17.1%**



**Less than half** of Malaysians own a life insurance or family takaful plan



**Over 90%** of insurance holders do not have sufficient coverage

### Increase in Healthcare Cost



Healthcare benefit costs are growing at the rate of **14%**, currently marking the highest in the APAC region

### Longer Life Expectancy



Malaysia is one of the ageing nations. **Yet, most of the residents face insufficient retirement savings**

### High Risk of Diseases



Half of Malaysian adults are **overweight / obese**

**That is why we strive to offer every need at every stage of life**

**Sources:**

"Takaful industry on progress mode", *The Star*, 29 November 2021

"LIAM urges Malaysians to get life insurance coverage", *New Straits Times*, 9 September 2020

"Rising healthcare costs", *The Star*, 6 November 2021

"Malaysia needs to address ageing population, retirement savings quagmire, say experts", *The Sun Daily*, 4 October 2021

"Obesity rate at worrying levels in Malaysia", *The Malay Mail*, 22 June 2020

# We need you, and we invite you to realise this dream with us

This is our opportunity to improving customers' quality of life so they can experience more today and achieve their dreams for tomorrow.

## total health solution

### TOTAL HEALTH SOLUTIONS

through our holistic health & wellness solution package

## total wealth solution

### TOTAL WEALTH SOLUTIONS

through our total wealth management from accumulation to distribution



### INDIVIDUAL & TAKAFUL SOLUTIONS

through shariah compliant insurance option grounded in Islamic Muamalat products



### CORPORATE SOLUTIONS

through our Employee Benefits



### COMMERCIAL INSURANCE

through our comprehensive protection plans for your business and properties



### GENERAL INSURANCE

through our Home, Motor and Accident Protection



### MORTGAGE

through our Property Solution



### RETIREMENT

through our Private Retirement Scheme

With our complete arsenal of products and solutions at your disposal, you can seize control of your business destiny





# AIA ELITE ACADEMY

Empowering Winners



**Partnering your journey  
towards purposeful success**

# Our Talent Search and Development Program ignited since 2018 and we have been empowering winners ever since

Be assured that this is the pathway to achieving success as we empower your growth.

Over **21k** **2018-2022** talents have joined us

**66%** of EPL participants are advanced from our Elite **2020-2022**

**4x** **2018-2022** is how much more productive our Elites compared to an average insurance agent

Our Elites are averagely as young **2018-2022** as **31** yrs old

## Our Success Formula has a proven track record You too can be our next success story



Hundreds of them achieved

**MDRT**  
in their 1st year

Note: Based on 2021 data \*Since 2020



Our Elites earn up to

**RM27k**

as a top performer, or  
around RM13k  
on average

# Because success has a definition unique to each individual, laying ahead are routes to accomplish them, paved specially to feed your determination for success

All you need to do now is to gear up, and start harvesting all the necessary know-hows and resources that have been put in place for you. And then, to excel and propel on your chosen path.

## ELITE PREMIER LEADER

- Pick up all essentials to be a leader through segmented trainings to enhance your leadership skills and professional knowledge
- Master the art of coaching, mentoring facilitation, joint field work and building a team through Advanced Leadership Skills programs
- Unlock your access to International Accredited Programs and opportunities to learn from Field Entrepreneurs and Field Practitioners

## ELITE PRO

- Be in the specifically designed fast start training and get armored with practical field experience to fire up your career
- Grab every opportunity to learn through advanced training for regular upskilling
- Reap the fruit of ongoing supervision and see yourself excel in sales and recruitment activities

## ELITE LITE

- Level up your skills and income without compromising other work and life pursuits
- Define what work life balance means to you, and enjoy the excitement of building a career on your own terms
- Digital learning on the go with industry-leading tools and technology





**AIA**  
MILLION  
DOLLAR  
LEADER



**Pinnacle of Success**  
Becoming the paradigm of a world-class leader

**Elite Premier Leader Pro**



**Rise Up and Stay Atop**  
Be recognized and embrace the fruit of success as you stand tall at the next level of leadership

**Armored to Lead and Leap**  
Buff up your leadership muscle with result-proven leadership & management skills training



**Elite Premier Leader**

**Promote to Elite Pro in 3 months!**  
➔



**Take Flight to Entrepreneurial Glory**  
Harness the power of Elite development program and accelerate your way to building a fulfilling business of your own

**Start Lite, Make it Right**  
Work with us hand in hand to establish multiple income resources



**Elite Lite**

**Your future success begins today**

# Our thoughtfully-designed twin-track career path to feed your aspiration

You can go all out to explore the horizon with our start-up support up to 36 months cushioning your business funds. Be prepared to receive additional incentives and bonuses as you unlock each milestones along your way in celebration of your achievement.

## Twin-Track Career Advancement & Progression in AIA



**Superstar Producer**

or



**Build Your Winning Team**

*If you aim to be a professional in sales & financial planning*

*If you thrive in leading & building a team of professionals*

**MILLION DOLLAR ROUND TABLE (MDRT)**

**ASSISTANT UNIT MANAGER**

**COURT OF THE TABLE (COT)**

\*3 times MDRT

**UNIT MANAGER**

**TOP OF THE TABLE (TOT)**

\*6 times MDRT

**DISTRICT MANAGER**

**DISTRICT DIRECTOR**



**Elite Allowance**

Up to **RM216k**  
Per Annum

**EPL Allowance**

Up to **RM516k**  
Per Annum

**Incentives**

Up to **RM99k**  
Per Annum

**Incentives**

Up to **RM697k**  
Per Annum

**Commission & Bonus**

Up to **RM249k**  
Per Annum

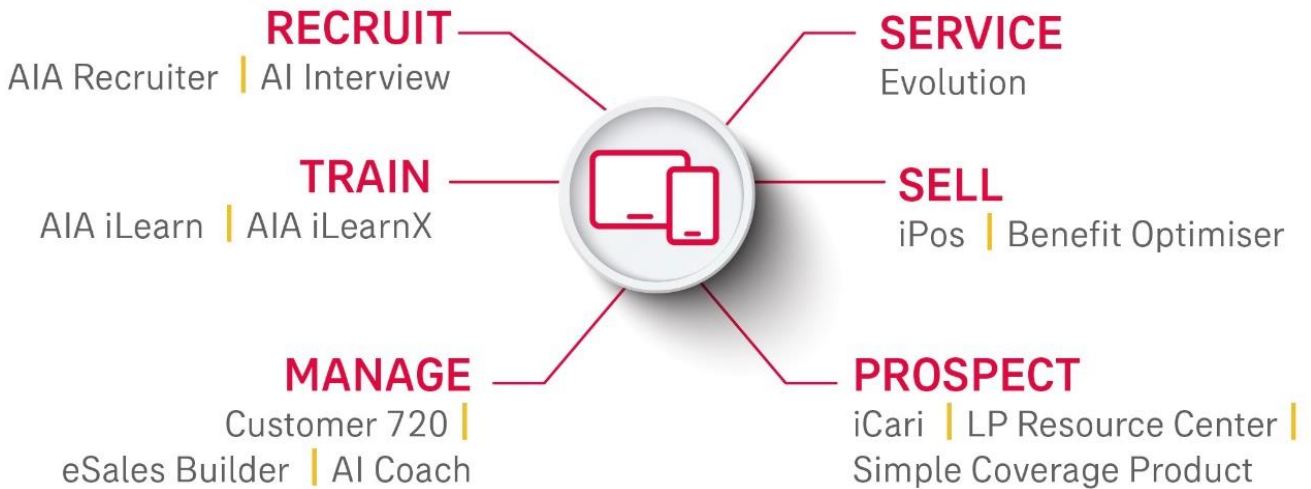
**Commission & Bonus**

Up to **RM1.1mil**  
Per Annum

\*Calculation based on 36 months production

# Game-changing Tools & Tech

Embrace the upperhand of accessing the most comprehensive and holistic digital platforms. Our diversified digital tools removes all boundaries that stand in your way in expanding your business. Enjoy the convenience of learning, doing business and managing your schedule at ease, and at your finger tips.



# Finest Distinctive Training & Development

Access the best available development completed with a training roadmap specially crafted by the Premier Academy (APAc), mentorship and skill-enhancement opportunities. Embrace borderless learning from field practitioners and Master Trainers made out of our masterful leaders as your coach and mentor to accelerate your knowledge & experience.

- AIA Premier Academy (APAc)
- Master Trainer Club
- Tailored-Made Structure Training
- International Accredited Programs



# Generous Rewards & Recognition

Fuel your income growth with leading-edge financial scheme, incentive & bonuses. Be appreciated for your dedication and commitment alongside your success. Earn your chance to shine on the right platform and being celebrated of your achievements. Here, you get to be the star you are born to be.



- Financial Scheme Support up to 36 months
- MDRT Fast Start Bonus
- Double Millionaire Challenge
- EPL-MDA Reward
- Social Media Publicity

**Make your mark from this point onwards  
We have your back, every step of the  
way towards a bright, successful  
and fulfilling future!**



**AIA  
ELITE  
ACADEMY**  
Empowering Winners



**Stay Connected With Us**