

# ELITE & ELITE PRO

## BUILD A REWARDING & SUSTAINABLE BUSINESS

Fulfil your life's calling with a rewarding career at AIA Elite Academy. Our training programme is proven to **accelerate your growth within a short span of time.**

### ATTRACTIVE BONUS PAYOUT

Our game-changing financial scheme with up to **18 months of financial incentives** to support you in setting up your business.

### BEST IN-CLASS TRAINING

Our structured training and learning programmes equip you with the right skills and knowledge to **become a successful entrepreneur.**

### CONTINUOUS PROFESSIONAL DEVELOPMENT

Receive up to **30 months of financial and development support** to transform you into our *Next Gen Elite Premier Leader.*

### DOUBLE MILLIONAIRE CHALLENGE

Get the opportunity to become a Double Millionaire in addition to enjoying the **Supreme Fast Start MDRT Bonus.**

# PROVEN PATHWAY TO PROPEL YOUR GROWTH

With comprehensive training and financial compensation, we'll equip you with the skills and knowledge to go further in the insurance and takaful industry.

## UNLEASH THE ELITE IN YOU

### ELITE PRO

- ▶ Aged 25 - 45 years.
- ▶ Degree and above with min. 3 years work experience, or Diploma with min. 5 years work experience.

### ELITE

- ▶ Aged 25 - 40 years.
- ▶ Degree and above, or Diploma with min. 2 years work experience.

## 18-MONTH FINANCING SCHEME

### ELITE PRO MONTHLY BONUS\*

1<sup>st</sup> - 6<sup>th</sup> Months **RM9,000 Max Bonus**

7<sup>th</sup> - 12<sup>th</sup> Months **RM7,000 Max Bonus**

13<sup>th</sup> - 18<sup>th</sup> Months **RM5,000 Max Bonus**

*\*Subject to fulfilling AIA Elite Academy Validation Requirement.*

### ELITE MONTHLY BONUS\*

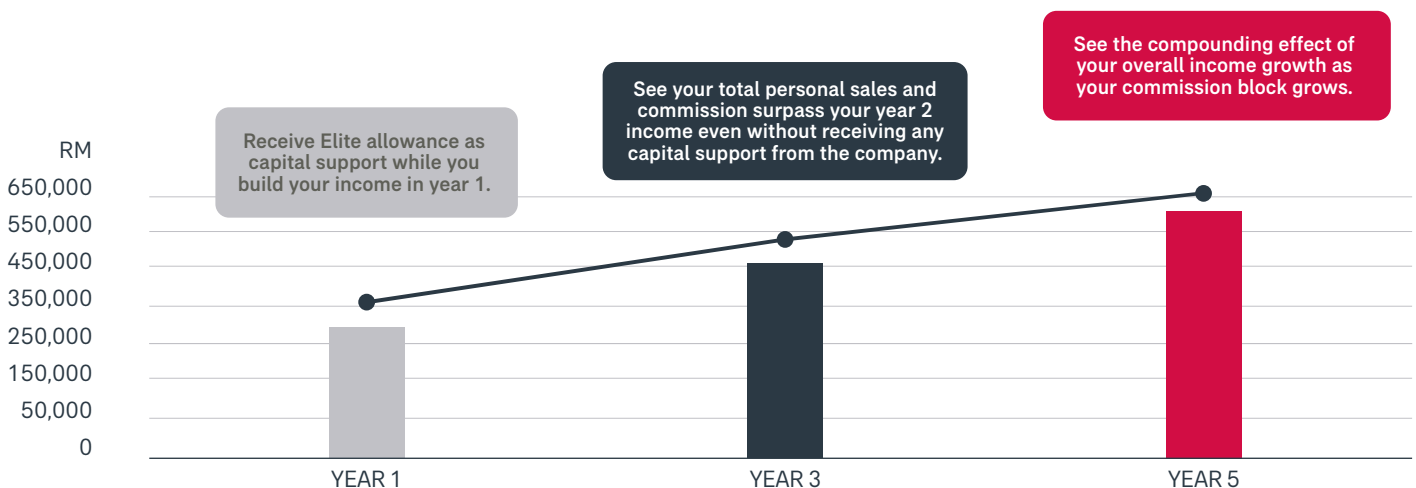
1<sup>st</sup> - 6<sup>th</sup> Months **RM3,000 Max Bonus**

7<sup>th</sup> - 12<sup>th</sup> Months **RM2,500 Max Bonus**

13<sup>th</sup> - 18<sup>th</sup> Months **RM2,000 Max Bonus**

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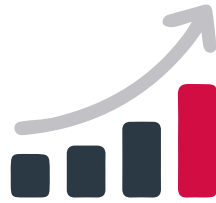
## HIGH INCOME POTENTIAL



TIP: Create meaningful engagements with your prospects to obtain quality and repeat business.  
To find out more, log in to the AIA career presenter at [www.agencycareer.aia.net.my/career/welcome](http://www.agencycareer.aia.net.my/career/welcome)

# BEST-IN-CLASS TRAINING AND DEVELOPMENT TO FUTURE-PROOF YOUR SUCCESS

Receive best-in-class training with coaching and peer support to help you advance to the next level.



## 1<sup>st</sup> - 3<sup>rd</sup> Month

Kickstart your career with our introductory fast start training that is designed to give you experiential learning and practical field experience.

## 4<sup>th</sup> - 12<sup>th</sup> Month

Accelerate your growth with our advanced training that includes a segmented roadmap covering both local syllabus and international programmes.

## 13<sup>th</sup> - 18<sup>th</sup> Month

Continue to excel with ongoing supervision in maintaining sales and recruitment activities.

# LEVEL UP FOR GREATER SUCCESS WITH OUR DEVELOPMENT PROGRAMMES



## BE REWARDED FOR YOUR HARD WORK & ACHIEVEMENTS



Get rewarded with up to **RM40,000** when you meet Supreme MDRT/COT/TOT in 1<sup>st</sup> year and 2<sup>nd</sup> year.



Get rewarded with 1<sup>st</sup> **RM1,000,000** when you meet 5 x Supreme MDRT & 1 x Supreme COT/TOT

AND

**Another RM1,000,000** when you meet 5 x Supreme MDRT & 1 x Supreme COT/TOT & become a mother DM in 10 years.

## BECOME AN ELITE ALUMNI



Join the ranks of Elite and Elite Pro members who have completed the 18-month AIA Elite Academy programme with the highest standard of professionalism upheld by AIA.

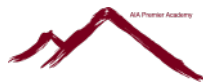
As an Elite alumni, you will enjoy these perks:

- Be a key opinion leader amongst the Elite Life Planners
- Opportunity to ride on various platforms for publicity
- Invitation to exclusive events and training
- Recognition and awards for achieving excellence in meeting the Elite Alumni standards

## POWER UP YOUR CAREER

Learning & Development | Digital Tools & Technology | Compelling Propositions

- ▶ Learn from top entrepreneurs and field practitioners to fast track your development.
- ▶ Join peer study groups for the constant exchange of new ideas and experiences.
- ▶ Benefit from our professional learning and research partners:



## Join the AIA Elite Academy

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**Because we believe in empowering winners.**

# AIA ELITE ACADEMY

**UNLEASH YOUR  
POTENTIAL**

**YOUR FUTURE IS IN  
YOUR HANDS**



## WHAT MAKES AIA ELITE ACADEMY SPECIAL?

**>8,000**



Launched in 2019, the AIA Elite Academy has successfully **groomed and propelled the careers of 8,000 Elite Life Planners** in this industry to date.



Armed with a proven success formula, AIA has produced **the highest number of MDRTs** in Malaysia for a record-breaking six consecutive years!



Our Life Planners **receive best-in-class training and support** with many progressing to become leaders with their own team of Elite Life Planners.

## ABOUT AIA

AIA is a leading insurance and takaful provider that has been serving Malaysians for over 72 years. Through our nationwide service centre network, a dedicated team of more than 2,600 employees, and diverse distribution footprint comprising a 20,000-strong Life Planner force, exclusive bank partners, corporate sales team and brokers, we remain committed to partnering our 4 million customers; supporting and helping them to live Healthier, Longer, Better Lives.

Our comprehensive suite of product solutions include:

**total  
health &  
wealth  
solutions**

PLAN WELL • LIVE WELL • PROTECT WELL • GET WELL  
(Inclusive of Shariah-compliant solutions)



### GENERAL INSURANCE

Home Solutions, Accident Protection,  
Motor Insurance



### RETIREMENT

Private Retirement Scheme



### MORTGAGE



### CORPORATE SOLUTIONS

Employee Benefits



### COMMERCIAL INSURANCE

## ACHIEVE YOUR #LIFEGOALS NO MATTER WHAT CAREER STAGE YOU'RE AT

Whether you're just starting out, or wanting to pivot your career to the next level, success with AIA is just around the corner. We pride ourselves in offering a rewarding, sustainable career in an exciting industry where you get to help people live Healthier, Longer, Better Lives. And the best part? You get to do it on your terms!

## YOUR PATH TO SUCCESS BEGINS HERE. WE ARE COMMITTED TO:

- ▶ Help you **build** and own a rewarding and meaningful business.
- ▶ **Reward** you for helping others.
- ▶ **Fast track** to a leadership position.
- ▶ Give you the **freedom** to pursue multiple passions.
- ▶ **Partner** you in your career aspirations.

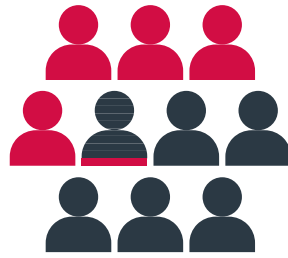
# TAP INTO A WORLD OF OPPORTUNITIES AS AN AIA LIFE PLANNER

Malaysia presents untapped opportunities for you to grow your career as an AIA Life Planner. Here's why:

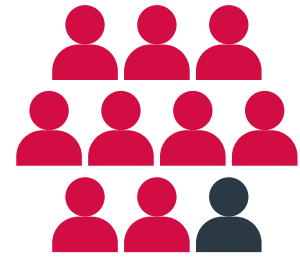
## UNDERINSURED POPULATION



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



Only approximately **41%** of Malaysians own a life insurance or family takaful plan.



Over **90%** of those with insurance do not have sufficient coverage.

## RISING HEALTHCARE COSTS



Healthcare benefit costs are growing at a rate of **14%**, one of the highest in the APAC region.

## LONGER LIFE EXPECTANCY



Malaysia is on the way to becoming an ageing nation. **Yet, many have insufficient retirement savings.**

## HIGH RISK OF LIFESTYLE DISEASES



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

### 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

# SOAR TO THE NEXT LEVEL WITH AIA ELITE ACADEMY

When you join AIA Elite Academy, you're not just creating a pathway to a thriving career. You're tapping into your strengths to unlock your potential. It's the freedom to define what kind of Life Planner you want to be, with dedicated support to get you there.

Here's just a glimpse of what the AIA Elite Academy provides:



**Industry-leading tools  
and technology**



**Best-in-class  
training**



**Awards and  
recognition**



**Publicity  
opportunities**



**Positive & collaborative  
community learning  
environment**



**Highly effective  
coaching and  
mentorship**



**Attractive bonus payout  
in the industry through  
a one-of-a-kind  
financing scheme**



**Exclusive opportunities  
to learn from successful  
entrepreneurs**



# LET YOUR DREAMS TAKE FLIGHT

At AIA, we don't believe in one-size-fits-all. We believe there are many different paths to success, and we are committed to helping you create yours with our one-of-a-kind financial scheme.

## Journey from being an **Elite Lite**, to **Elite / Elite Pro**, to **Elite Premier Leader (EPL)**

The journey is just as important as the destination. AIA Elite Academy offers a meaningful career path and is committed to moulding you into a high achiever and leader within just three years.



### ELITE PREMIER LEADER

- ▶ You are focused on pursuing a leadership path to be the leader of high-performing teams.
- ▶ You are passionate about building a new generation of young, dynamic and successful leaders.
- ▶ You want to maximise your potential in a culture that empowers winners.



### ELITE / ELITE PRO

- ▶ You are a go-getter and ambitious. Your self-motivation keeps you on track and you are steadfast in reaching your goals.
- ▶ You have the desire to own a business and lead your own team of professionals in entrepreneurship.
- ▶ Your thirst for success is strong and you are determined to earn a five-figure income within the first year.



### ELITE LITE

- ▶ You like flexibility and want to explore this career.
- ▶ You seek different opportunities for multiple sources of income.
- ▶ You look forward to learning opportunities that help you grow towards a better you.

# TURBO CHARGE YOUR PRODUCTIVITY WITH DIGITAL TOOLS & TECHNOLOGY



## Recruit with Career Presenter

Uncover potential candidates' career motivations with this end-to-end guided career presentation.



## Train with iLearn

Learn on the go with training modules accessible anytime, anywhere.



## Manage with eSales Builder

Manage, keep track and analyse sales activities with this activity management tool.



## Prospect with iCari

Level up your prospecting efforts with this tailored content hub.



## Sell with iPoS

Manage client business and issue documents smoothly and efficiently.



## Service with iServe

Manage client transactions online in a simple and hassle-free manner.



## Track with the Life Planner App

Track your career progress and achievements in one simple app. Plus, redeem gifts or rewards with gamification coins earned from your activities and performance.

## ACCELERATE YOUR LEARNING AND DEVELOPMENT



**Personalised training and clear career roadmap**



**Easy access to bite-sized learning materials through Digital Learning Channel, BizBrain and Pocket Learning Series**



**Coaching and mentoring by successful Agency Leaders who started out the same way as you**

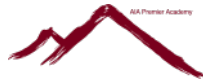


**Access to insightful tips through collaboration with industry KOLs and certified professional trainers**

## POWER UP YOUR CAREER

Learning & Development | Digital Tools & Technology | Compelling Propositions

- ▶ Learn from top entrepreneurs and field practitioners to fast track your development.
- ▶ Join peer study groups for the constant exchange of new ideas and experiences.
- ▶ Benefit from our professional learning and research partners:



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