AIA PROVIDES YOU WITH A PROMISING CAREER LADDER

BUILD YOUR CAREER WITH US
BE A UNIT MANAGER
IN 3 YEARS



6TH YEAR

3RD YEAR

UMUNIT MANAGER

How do you get here?

- Min. 24 months service period
- Direct Team sales RM300,000
- Personal Sales RM60,000
- 6 Manpower & 1 AUM under your guidance.
- Equip yourself with the skills and knowledge - Basic Agency Management Course Plus (BAMC+)

DMDISTRICT MANAGER

How do you get here?

- Min. 3 years as UM
- Direct Team sales RM1.000.000
- 10 District Manpower & 2 UM under your guidance.
- Equip yourself the skills and knowledge - LIMRA Pacesetter

2ND YEAR

1ST YEAR AUM ASSISTANT UNIT MANAGER

PREMIER LIFE PLANNER How do you get here?

- Personal Sales of RM120.000
- 2 Manpower under your guidance
- Equip yourself with the skills and knowledge - Future Leaders In Making (FLIM)

Average Annual Income RM 154,000

Average Annual Income RM 250,000

Average Annual Income RM 356,000

What do you need to do?

Start building your career with AIA.

- Produce above RM 120,000 Personal Sales
- Case productivity above 4 cases per month
- Average case size above RM 3,000

Average Annual Income RM 72,000

Based on actual income of each rank as at end 2016 financial year.

Refer to latest Agency Compensation Handbook for further details.