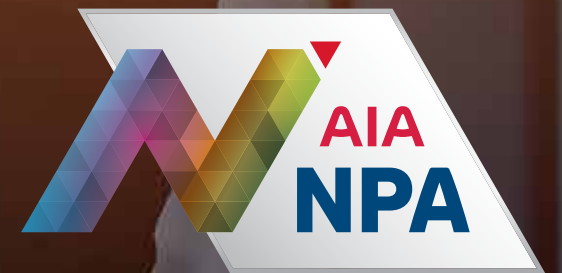


aia.com.my



THE REAL LIFE  
COMPANY



**NURTURE**  
PREMIER AGENT



THE REAL LIFE  
COMPANY

NO. 1

**WORLDWIDE FOR  
MDRT MEMBERS**  
THE STANDARD OF EXCELLENCE  
IN THE LIFE INSURANCE BUSINESS



2015 **3,853**

2016 **5,687**

2017 **8,324**

SERVING  
THE HOLDERS  
OF MORE THAN



**30** MILLION  
INDIVIDUAL POLICIES

AND OVER



**16** MILLION  
MEMBERS OF GROUP  
INSURANCE SCHEMES

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



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**

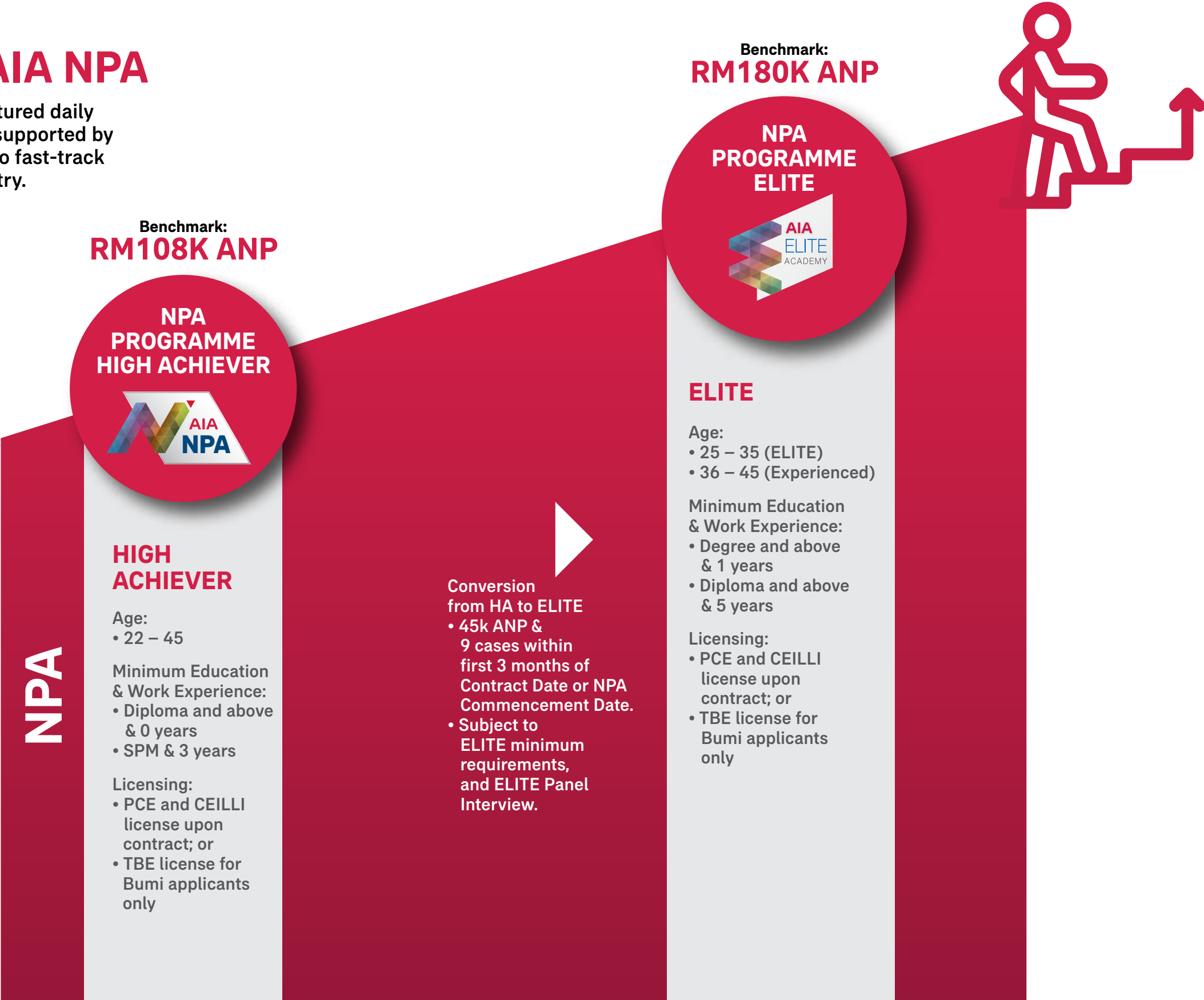


**BEST IN CLASS  
MDRT BUILDING  
PROGRAMMES**



# 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.



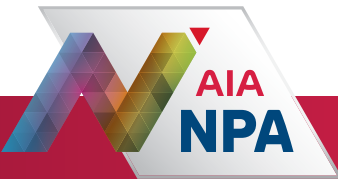
# AIA PROVIDES YOU WITH A PROMISING CAREER LADDER

BUILDING YOUR CAREER BECOMING  
**AIA UNIT MANAGER  
IN 3 YEARS**



**ASPIRING LEVEL**  
YEAR 2  
(ASSISTANT UNIT MANAGER)

**ADVANCED LEVEL**  
YEAR 3  
(UNIT MANAGER)



**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**

**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



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

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



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

8

## 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><b>Monday: (3 hrs)</b></p> <ul style="list-style-type: none"><li>• Sales Builder (Action Planning)</li><li>• Bite-size Product, Skills &amp; Technical Training</li></ul> <p><b>Tues-Thurs: (1 hr)</b></p> <ul style="list-style-type: none"><li>• Sales Builder (Daily Reporting)</li></ul> <p><b>Friday: (2 hrs)</b></p> <ul style="list-style-type: none"><li>• Sales Builder (Weekly Review)</li></ul>	<p><b>CHAMP 4.0 (4D3N – within the first 90 days)</b></p> <ul style="list-style-type: none"><li>• Goal Setting</li><li>• SWOT Analysis</li><li>• Entrepreneur Mindset</li><li>• Building Self-Discipline</li><li>• Skills Drilling (Sales Cycle)</li><li>• Sales Builder</li></ul>	<p><b>MOTIVATIONAL BOOT CAMP (Post 90 Days 3D2N Offsite programme)</b></p> <ul style="list-style-type: none"><li>• Setting Expectations</li><li>• Commitment &amp; Consistency</li><li>• Goal Setting &amp; Achieving</li><li>• Resilience Building</li><li>• Empowering Beliefs</li></ul>	<p><b>Monday: (1 hr)</b></p> <ul style="list-style-type: none"><li>• Sales Builder (Action Planning)</li></ul> <p><b>Tues-Thurs: (1 hr)</b></p> <ul style="list-style-type: none"><li>• Sales Builder (Daily Reporting)</li></ul> <p><b>Friday: (2 hrs)</b></p> <ul style="list-style-type: none"><li>• Sales Builder (Weekly Review)</li></ul>	<p><b>ELITE 2.0 Year 1</b></p> <ul style="list-style-type: none"><li>• MDRT Whole Person Concept</li><li>• Large Premium &amp; Estate Planning</li><li>• Time Value of Money</li></ul>	<p><b>ELITE 2.0 Year 2</b></p> <ul style="list-style-type: none"><li>• GROW</li><li>• Business Insurance</li><li>• Mindset &amp; Attitude</li><li>• High Net Worth</li></ul>
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](mailto:Elite.Academy@aia.com)



