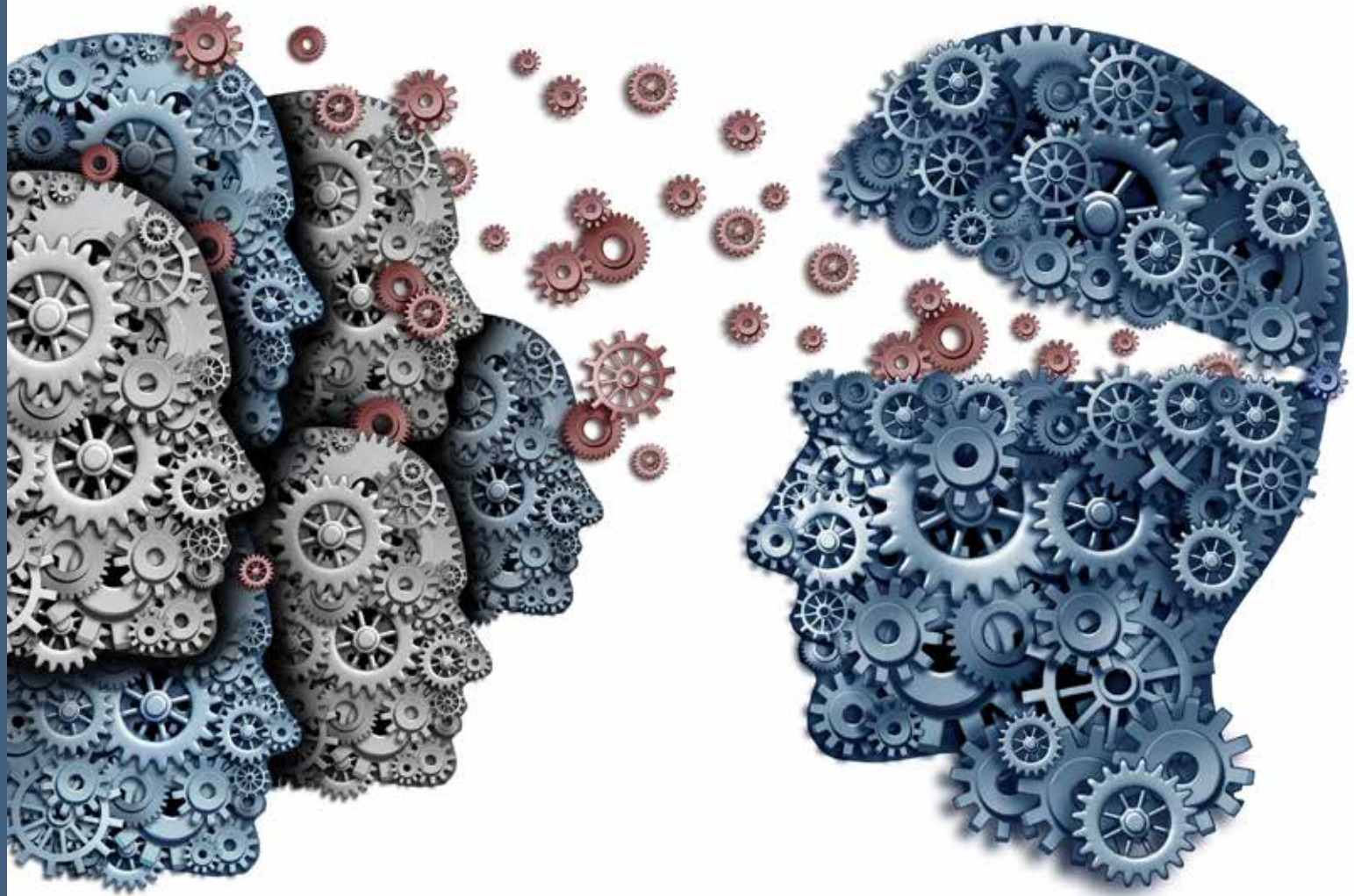


Register by
30 June 2017
for Early Bird Discounts!

1st International Training Summit for Life Agents and Financial Advisers

11-12 July 2017 • Marina Mandarin Hotel, Singapore

Theme: "Inspiring Sales & Leadership in a Disrupted World"



Organised by:

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 Life Insurance Association
Singapore
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1st International Training Summit for Life Agents and Financial Advisers

11-12 July 2017 • Marina Mandarin Hotel, Singapore

The life industry is entering into a new and more challenging business environment where competition is intense, consumers becoming increasingly sophisticated and distribution facilities diversify with smart technology. There is an urgent need for insurance agents and life managers to keep up with the speed of change and equip themselves with advanced knowledge of strategy, sales, channel management, and training to capitalize on the opportunities out there and create a sustainable competitive advantage.

Asia Insurance Review is organising the inaugural International Training Summit for Life Agents and Financial Advisers on the 11th and 12th of July 2017 in Singapore to bring the best of the best from around the world to Asia to arm agents, financial advisers and life office managers with the right skills and tools to do their job well and excel in their business. This Summit will address critical issues and key challenges facing the agents today with concrete solutions to reach out to the customers in a relevant fashion to make insurance bought and not sold. There will also be case studies shared by some successful agents and managers from the region/world to draw lessons from past failures and success stories.

This is an eye-opener Summit to help agents re-think, re-imagine, and re-define leadership to stay relevant for the future and every life insurance company with an agency force must be actively involved in.

Who Should Attend

- Life Agents
- Financial Advisers
- Agency Leaders
- Sales Agencies
- Wealth Management and Fund Managers
- Executives of Life Insurance Companies
- Brokers
- Technology Providers
- Insurance Training Bodies and Institutes Focussed on Agents
- Specialists in Talent Management, Leadership and Sales Development, Grooming as well as Technical Learning
- Motivational Groups

Summit Highlight

- An international Summit expecting agents and senior executives from leading regional and international life insurance companies thus providing unparalleled networking opportunities.
- The Summit will feature presentations in the mornings followed by workshops conducted by experienced specialists and experts in the multiple disciplines of Talent Management, Leadership and Sales Development, Grooming as well as Technical Learning aimed at team leaders, agents, advisers and the life professionals.
- The Summit will end with a Gala Awards Dinner for the **2nd Asia Trusted Life Agents & Advisers Awards 2017** organised in conjunction with LIMRA.

1st International Training Summit for Life Agents and Financial Advisers

11-12 July 2017 • Marina Mandarin Hotel, Singapore

PROGRAMME

Day One, Tuesday, 11 July 2017

8.00 am Registration & Coffee

9.00 am Welcome Address

Featured Presentations

9.15 am **International Address: Digitization for Life Insurance - How Agents Can Be Ready**
Nick Wilson (MCIPD), Senior Consultant and Global Master Trainer, LIMRA, UK



9.45 am **A Bucket Full of Ideas - How to Build Your Income, Relationships, And A Better You**
Adjunct Professor Dr Jim Taggart (OAM, DBA, JP), Chairman/Chancellor, Asia Pacific International College, Australia



10.15 am Tea Break

10.45 am **What CEOs Must Know About Helping Agents in a Disrupted Market**
So-Young Kang, CEO and Founder, Gnowbe, Singapore



11.15 am **The DNA of Success**
Christian Chua, International Speaker / CSP, Christian Chua Training Academy, Singapore



12.00 pm Networking Lunch

Master Class Sessions

Attend these highly-energized and inspirational workshops conducted by experienced specialists and experts in the multiple disciplines of Talent Management, Leadership and Sales Development, as well as Technical Learning for team leaders, agents, advisers and the life professionals!

1.30 pm **Are the Changes in the Insurance Industry Threatening the Role of Financial Planners**
The insurance industry landscape has shifted considerably over the past two decades, with new channels emerging, new product launches, expanded customer reach and increased customer protection and awareness. These present both challenges and opportunities for financial planners. This session will talk about the upcoming trends, challenges and opportunities, and how financial planners should leverage their core capabilities to win in this very competitive market.
Low Shih-Nin, Senior Vice President and Managing Director - Southeast Asia Markets, RGA Reinsurance Company, Hong Kong



2.30 pm **Attract, Develop, and Retain A New Generation of Sales Talent**
Today's candidates have grown up in a different world and have different career expectations. Join Nick to uncover crucial information about today's young sales talent. He will also share strategies and best practices for:

- Attracting and recruiting Gen Y
- Maximizing young agent productivity
- Retaining Gen Y for the long haul
- Growing your sales capacity

Nick Wilson (MCIPD), Senior Consultant and Global Master Trainer, LIMRA, UK



4.00 pm Tea Break & End of Day One

Day Two, Wednesday, 12 July 2017

Master Class Sessions

9.00 am **Building Your Financial Services Practice - From 0 to 5000 Clients**
Dr Taggart is a world-renowned speaker in building, maintaining and enhancing relationships - skills which are critical for any agent or financial advisor. He will show you a wide range of techniques and skills to help strengthen your relationship with the clients and build your business.
Adjunct Professor Dr Jim Taggart (OAM, DBA, JP), Chairman/Chancellor, Asia Pacific International College, Australia



10.30 am Tea Break

11.00 am **Sustaining Motivation, Changing Attitudes**
How do you currently keep your agents motivated to perform? How do you keep your clients motivated to pursue their financial goals? Their motivation is critical to your business but keeping it up can be an expensive and recurrent exercise. True motivation is however self sustaining. How then do we activate this "true motivation"? In this workshop, we answer this question.
Clarie Kwa, Director, 360F (Singapore) Pte Ltd



12.30 pm **The Impact of Digitization and Digital Transformation**
The life insurance sector is entering into a new and more challenging business environment where disruptive innovation through digital is the order of the day. There is an urgent need for life professionals to keep up with the speed of change to capitalize on the opportunities out there and create a sustainable competitive advantage.
This session will talk about the current trends in technology and its impact on current and future insurance experience. It will also discuss recent trends in wearable technology, non-traditional data for underwriting and engagement as well as technology enabled solution bundles.
Christie Loustau, Senior Underwriting Consultant, Asia, RGA Reinsurance Company, Singapore



1.30 pm Close of Conference with Lunch

6.30 pm **Commencement of Cocktail reception for 2nd Asia Trusted Life Agents & Advisers Awards followed by Gala Dinner at 7.30pm**

1st International Training Summit for Life Agents and Financial Advisers

11-12 July 2017, Marina Mandarin Hotel, Singapore

Registration Email: weeling@asiainsurancereview.com

Conference Registration

Registered by _____

To: Ms Wee Ling, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: +65 6372 3167 • Fax: +65 6224 1091 • www.asiainsurancereview.com
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof

First Name: _____ Last Name/ Surname: _____

Nationality _____

Passport No _____

Job Title _____

Company _____

Address _____

Country _____

Tel: () _____

Cellular: () _____

Fax: () _____

email: _____

REGISTRATION

Early Bird (valid till 30 June 2017)

Subscribers ☐ US\$1,280

Non-Subscribers ☐ US\$1,580*

(*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

• Registration fee includes participation at Conference plus tea breaks and lunches, as well as attendance at the Gala Dinner for the 2nd Asia Trusted Life Agents & Advisers Awards 2017 (12 July 2017)

• Full registration fees MUST be paid before the valid dates for admittance at conference.

Only registrations FULLY PAID FOR by the early-bird deadline will be eligible for the discount.

I came to know about this conference through:

☐ AIR/MEIR magazine ☐ AIR/MEIR Website ☐ Brochure ☐ Email

☐ Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

Normal Registration

Subscribers ☐ US\$1,780

Non-Subscribers ☐ US\$1,980*

Group registration: Special Offer for Year 2017

Register three delegates from the same company, and send the fourth delegate to attend the conference free of charge!

(Valid only for delegates from the same company in the same country).

All meals are prepared without pork, lard and beef.

Special Dietary Requirements

☐ I would like to have vegetarian meals during the Conference.

Closing date for registration: 7 July 2017

For cancellation in writing made before **30 June 2017**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **30 June 2017**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges

☐ I enclose a cheque / bankdraft in US Dollars made payable to "ASIA INSURANCE REVIEW"

☐ Telegraphic / Wire Transfer to the following account:

Account Name: Ins Communications Pte Ltd

A/c No: 0001 004838 01 9 022 (USD)

Bank Name: DBS Bank

Bank Address: Marina Financial Centre, 12 Marina Boulevard, #03-00

MBFC, Tower 3, Singapore 018982

Branch: Marina Financial Centre Branch

Swift Code: DBS SSGSG

☐ Please debit the sum of US Dollars US\$ _____ for Conference Registration fee from my

☐ Mastercard ☐ VISA ☐ American Express

Card Holder's Name: _____

Card No.: _____

Expiry Date: _____ - _____ (mm-yy) Total Amount: US\$ _____

Signature: _____ Date: _____

(Conference fee is inclusive of prevailing GST for Singapore incorporated business)

Hotel Reservations:

Email: felicia.ling@meritushotels.com

Hotel Reservation Form

Attn: Felicia Ling, Assistant Sales Manager
Email: felicia.ling@meritushotels.com

Marina Mandarin Singapore, by Meritus

6 Raffles Boulevard, Marina Square

Singapore 039594

Tel: (65) 6845 1000, (65) 6845 1224

Fax: (65) 6845 1020

www.meritushotels.com/marina

PLEASE FILL IN GUEST PARTICULARS
ON REGISTRATION FORM

Meritus Connect:
M02710

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Deluxe Room

☐ Single S\$290++ per night ☐ Double S\$310++ per night

Room rate inclusive of daily Buffet Breakfast and complimentary

Internet access

Room Preferences (subject to availability)

☐ Smoking ☐ Non-smoking

☐ King bedded

☐ Twin bedded

• Room rates are subject to 10% service charge; and 7% Goods & Services Tax.

• Check-in time is at 14:00 hours; check-out time is at 11:00 hours

• All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.

• Guarantee policy: Should there be a no-show or cancellation for confirmed reservation, the full duration of room charge will be imposed.

• All reservations are to be guaranteed upon credit card details received.

LIMOUSINE ARRANGEMENT

☐ Not required

☐ One (1) way limousine transfer from Airport to Hotel at S\$110.00 + 7% GST

☐ One (1) way limousine transfer from Hotel to Airport at S\$110.00 + 7% GST

☐ Return limousine transfer at S\$220.00 subject to 7% GST
Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 7% will be levied.

Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 7% will be levied.

All pick-ups can be guaranteed upon credit card details received.

Additional comments/ special requirements:

RESERVATION GUARANTEE

Credit Card

☐ Visa ☐ Mastercard ☐ Amex

☐ Diners ☐ JCB

Credit Card Number: _____

Expiry Date: _____ month _____ year

Cardholder's name: _____

Signature of Cardholder: _____