








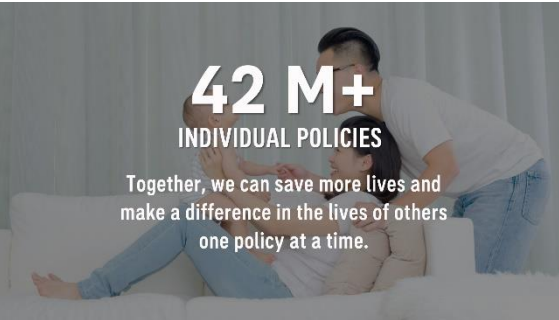




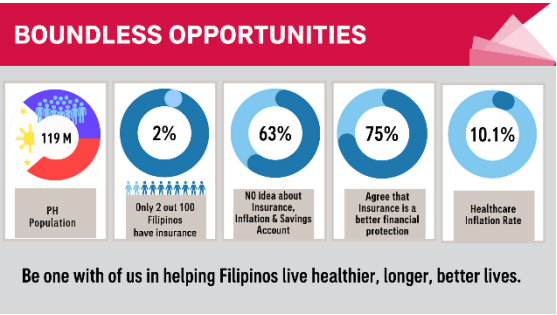


SLIDE	SCRIPT
	<p>Good morning! Welcome to AIA Philippines' Business Opportunity Program (BOP).</p> <p>My name is _____, and I am honored to be hosting today's special event. How is everyone doing so far? (Adlib)</p> <p>It's wonderful to hear that you guys are doing great. Kami, we are also very delighted to finally see all of you – good looking guys and lovely ladies. Maraming salamat for choosing to invest your precious time to be here with us. Rest assured, today's session will be worth your while as we've prepared a lot of relevant & insightful conversations, as we find out more about –</p> <ul style="list-style-type: none"> ▪ Why become an AIA Life Planner? ▪ Who is AIA Philippines? ▪ How will AIA Philippines support you to become successful? <p>So, are you guys ready to get started? (Adlib)</p>
	<p>Without further ado, please join me as we give a warm welcome to AIA Philippines' _____ [Designation], _____ [Name]!</p>
	<p>What makes a good profession?</p> <ul style="list-style-type: none"> • Helps people • Empowers you to grow as a person & as a professional • Provides for you and your family's needs

 <p>ON PROVIDING FOR FAMILY'S NEEDS</p> <p>Help provide not only for what you and your family's NEEDS, but also for what you and your family's WANTS.</p>	<p>Provides for you and your family's needs</p> <ul style="list-style-type: none"> - You can actually provide not only for what your family needs, but also for what they want. <p><i>(Note: To emphasize the point, best to relate personal experiences/anecdotes)</i></p>
 <p>ON EMPOWERING GROWTH & DEVELOPMENT</p> <ul style="list-style-type: none"> • Grow in ways you have never imagined • Stretch your limits and develop your potentials • Learn humility, patience and compassion 	<p>Empowers you to grow as a person & a professional</p> <ul style="list-style-type: none"> - Grow in way you've never imagined - Stretch your limits and develop your potentials - Learn humility, patience and compassion - Grow in the profession <ul style="list-style-type: none"> • We study, study & study • We attend local and international conferences • We work hard and play hard <p><i>(Note: To emphasize the point, best to relate personal experiences/anecdotes)</i></p>
 <p>ON HELPING PEOPLE</p> <p>We are partners in planning & preparing for life's significant milestones.</p>	<p>Helps people</p> <ul style="list-style-type: none"> - Takes care of families, especially widows and orphans - Makes sure that he is there when people die while everybody (i.e. lawyers, doctors) collects money - Only the Financial Advisor delivers the check - Touches people's lives <p><i>(Note: To emphasize the point, best to relate personal experiences/anecdotes)</i></p>
	<p>Another round of applause please for _____ [Designation], _____ [Name]! (Adlib)</p> <p>Indeed, there is no better time than NOW to be part of such a worthy cause. But of course, before taking any course of action in life and in business, we also understand that it is important for you to be aware of and informed about who is AIA Philippines</p>

	<p>and how AIA Philippines will support you to become successful AIA Life Planners.</p> <p>Ladies and gentlemen, please join us as we welcome onstage _____ [Designation] from _____ [Agency Name], _____ [Name].</p>
	<p>We are AIA Philippines, formerly known as Philam Life. We bring together more than 70 years of local experience and over 100 years of global capabilities of the AIA Group, one of the largest life insurance companies across Asia.</p>
	<p>By leveraging the best from the 18 markets that AIA operates in, we continue to take bold steps to embrace a future of limitless possibilities and accelerate our business transformation to better keep up with the changing needs of our customers.</p> <p>With a future of possibilities, we are excited to begin this new, exciting journey with YOU.</p>
	<p>Our purpose is to help you, including millions of people, live Healthier, Longer, Better Lives. That is why we are committed to engage in meaningful conversations like this.</p>
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 <p>9th TIME #1 MDRT Company Achievement</p> <p>Join the team of prestigious and top-notch advisors as we continue to be the Number 1 Global MDRT Company.</p>	<p>One thing that is more relevant here is the fact that AIA has been a home for the MOST Number of MDRT Members worldwide. Can anyone tell me what MDRT stands for? (Adlib)</p> <p>MDRT stands for Million Dollar Round Table, which is the global standard of excellence in the life insurance business. This is a prestigious title that you can earn by achieving a certain level of business volume / income. When you become an MDRT, you represent the Top 1% of Financial Advisors all over the world.</p> <p>What does this mean? (Adlib) This demonstrates our strong commitment & capability to develop & nurture to become successful AIA Life Planners & members of the global MDRT club.</p>
 <p>AIA PHILIPPINES</p> <ul style="list-style-type: none"> 255 B Assets ALMOST 1.2 M Individual Policies ALMOST 1 M Group Policies 2.5 M+ Net Income ALMOST 60 B Net Worth 19 Consecutive Years 3 Golden Arrow Awards 	<p>We are also proud to say AIA Philippines has been the country's market leader in the life insurance industry in key metrics that matter the most to our customers.</p> <p>I won't dwell too much on the figures you see on screen, as these numbers can already speak for themselves. But what I'd like to focus more on is how these numbers shape your future business with AIA Philippines.</p> <p>As AIA Life Planners, you'd normally ask your clients to set aside their hard-earned money / savings in the long term so that they are prepared for & protected from life's many uncertainties.</p> <p>Now, this gives you & your future clients the level of confidence in the company's financial strength & stability in fulfilling its promises to our policyholders.</p>
	<p>As AIA Philippines, we begin a new chapter in our journey to help shape the future of life insurance in the country. In fact, AIA has</p>

	<p>established in the Philippines a portfolio of companies to holistically serve our Filipino customers by providing –</p> <ul style="list-style-type: none"> ▪ Total protection (Agency Distribution) ▪ Long-term savings (AIM) ▪ Healthcare solutions (Medicard) <p>..to help Filipinos live Healthier, Longer, Better Lives.</p>
	<p>Yes. Strong brand is just one (1) of the many ways how AIA Philippines will support you in this journey. In face, you can also leverage on a solid franchise business model which we will go through one by one in the next couple of slides.</p>
	<p>At the heart of AIA Philippines, we remain true to our purpose of helping people live Healthier, Longer, Better Lives by giving Filipinos the peace of mind through comprehensive product solutions to help address the different financial needs at every life stage of a client's life cycle.</p>
	<p>WHY? Because of the following current statistics –</p> <ul style="list-style-type: none"> ▪ Insurance penetration only at 2% / only 2 out of 10 Filipinos have insurance. The Philippines is far way behind among its Southeast Asian neighbors. ▪ 63% of Filipinos have NO idea about Insurance, Inflation & even opening a Savings Account. ▪ About 75% said that Insurance for them has become a better financial protection. <p>This just goes to show that there is a huge OPPORTUNITY that sits right in front of us.</p>



YOU, too, can be part of this exciting journey of fulfilling our mission and bringing to life our purpose by becoming an AIA Life Planner.

IT'S ALL ABOUT ACTIVITIES



It's all about activity / how much time / energy you put in building your business.

BECOMING A LIFE PLANNER

Potential Income Simulation

	Leads	Closed Sale	Premium	1 st Year Commission
Wk. 1	10	1	50,000	20,000
Wk. 2	10	1	50,000	20,000
Wk. 3	10	1	50,000	20,000
Wk. 4	10	1	50,000	20,000
Total (Month)				80,000
Total (Annual)				960,000

Earn a potential income of P960,000 on your first year!

Note: Sample income simulation of ACP 20-pay for age 30, male showing an average case size of P50K annual premium.

Let's say this is how your week will look like – You talk to at least two (2) people a day. That's 10 people in a week. On a worst-case scenario, only 1 out of the 10 people will plan for his / her future with a premium of 50,000.

With 40% average commission rate, you can potentially earn 20,000. By doing the same level of activities and results week-on-week, you can potentially earn a total of 80,000 in a month. Not bad right?

And if you repeat the same performance throughout the year, you can potentially earn a total of 960,000 in a year.

BECOMING A LIFE PLANNER

3-Year Income Simulation (with 10% annual growth)

	Yr. 1	Yr. 2	Yr. 3	Total
FYC	960,000	1,056,000	1,161,600	3,177,600
RYC	N/A	360,000	636,000	996,000
PPB	192,000	211,200	232,320	635,520
CCB	144,000	158,400	174,240	476,640
QBB	N/A	N/A	254,400	254,400
Total	1,296,000	1,785,600	2,458,560	5,540,160

Note: Sample 3-year income simulation of ACP 20-pay for age 30, male.
Assumptions: 10% increase in ANP annually; 100% Persistency.

How about in the long run? By consistently engaging in more activities year-on-year, you can potentially earn not just your first year commissions, but also your renewal commissions from your previous clients and other performance bonuses.

Plus, you can enjoy travel incentives, rewards and recognition, etc. In face, this

BUILD A REWARDING BUSINESS

- Cash Bonuses
- Travel Incentives
- Rewards & Recognition
- Group Life & Medical
- Agency Share Purchase Plan

year, you can even qualify to the following travel destinations:
(Enumerate ongoing travel incentives)

This is a business model that will reward you for every effort that you put in building your business.

GOT FRIENDS?

Advisor Referral Program (ARP)

	Recruit	FYC	ARP
1		960,000	144,000
2		960,000	144,000
3		960,000	144,000

Personal Production (FYC)	960,000
As a Recruiter (ORC)	432,000
Total Potential Income	1,392,000

But it does not stop there! On top of your personal commissions, you can also potentially earn additional income through Advisor Referrals. Simply invite your like-minded individuals to join you in the business.

POTENTIAL CAREER PATH

Sell

Recruit

Build



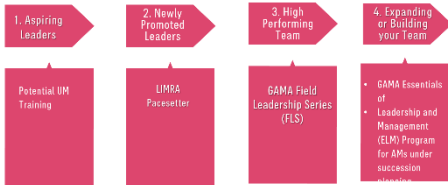

As you go through the process, you will eventually be ready to take on the leadership role of building your own team of AIA Life Planners.



HELP PEOPLE LIVE HEALTHIER, LONGER, BETTER LIVES




When you level up as Unit Manager and Agency Manager, you are not just earning based on your personal sales activities but are also generating income by managing your own team of AIA Life Planners.

How do we prepare you to become a successful AIA Life Planner?

In AIA Philippines, we will equip you with the right knowledge & skills to learn and master the business through World-Class Training.

	<ul style="list-style-type: none"> • Proven & Effective as we do not just purely rely on theory-based learning, but a lot are based on real life experiences / practical approaches which stood the test of time • Global as we've partnered with international brands such GAMA, LIMRA to ensure training contents and/or modules are relevant and up-to-date • Personalized programs to help address individual knowledge & skills gaps • Digital to ensure AIA Life Planners continue to learn something new every single day while enjoying the comfort & convenience at home.
<p>TRAINING PROGRAM FOR ROOKIES (ADVISORS)</p>  <ol style="list-style-type: none"> 1. To get you licensed. <ul style="list-style-type: none"> • Pre-Contract Training Course (PCTC) • Business Conduct (BC) 2. To get your first sale. <ul style="list-style-type: none"> • RAPID Onboarding 3. To make you consistent producer. <ul style="list-style-type: none"> • Product Mastery Series • Prospecting Series • Limitless Series 4. To make you highly productive. <ul style="list-style-type: none"> • Family Selling Series • After-Sales Servicing • Business Insurance • Selling to the High Not Worth 	<p>These are the Learning and Development Roadmap to develop & nurture to become successful AIA Life Planners.</p>
<p>TRAINING PROGRAM FOR LEADERS</p>  <ol style="list-style-type: none"> 1. Aspiring Leaders <ul style="list-style-type: none"> • Potential ILM Training 2. Newly Promoted Leaders <ul style="list-style-type: none"> • LIMRA Pacesetter 3. High Performing Team <ul style="list-style-type: none"> • GAMA Field Leadership Series (FLS) 4. Expanding or Building your Team <ul style="list-style-type: none"> • GAMA Essentials of Leadership and Management (ELM) Program for AMs under succession 	<p>These are the Learning and Development Roadmap to develop & nurture to become successful AIA Life Planners.</p>
<p>FUTURE PROOF YOUR BUSINESS with Innovative Digital Tools</p> 	<p>In AIA Philippines, we are proud to say that we have been at the forefront in using technology to help drive business change & improvement. In fact, we continue to flex our muscles in building an end-to-end digital ecosystem.</p> <p>From the time you enter the organization or from the time you enter into a sale, to the time that you service your client, you have</p>

	<p>all the digital tools & technology that you need to run your own insurance business at the comforts of your home.</p>
	<p>Another round of applause please for _____ [Designation], _____ [Name]! (Adlib)</p> <p>Indeed, you can leverage on a solid franchise business model through AIA Philippines –</p> <ul style="list-style-type: none"> • Strong Brand • World-Class Training • Full Suite of Product Solutions • Innovative Digital Tools • Rewarding Business <p>This is a system that has been proven to make thousands of people successful in the business, including our Next Speaker. Are you excited to meet & learn from him / her?</p>
	<p>Please join me as we extend a round of applause to AIA Philippines _____ [Agent Class] from _____ [Agency Name], _____ [Agent Name].</p>
	<p>Thank you very much _____ [Agent Name] for being such an inspiration today! We wish you all the best, as you continue to carry on with our purpose of helping people live Healthier, Longer, Better Lives.</p> <p>Once again, please join me, as we express our deepest appreciation to all our powerful speakers today – AIA Philippines _____ [Designation], _____ AIA Philippines _____ [Agent Class] from _____</p>

	<p>[Agency Name], _____ [Agent Name]</p>
	<p>At this point, we highly encourage our dear guests to please take time to discuss with the person who invited you today what next steps to take to get you started in achieving your goals and aspirations in the fastest way possible. All you have to do is follow these three (3) easy steps –</p> <ul style="list-style-type: none"> ▪ Enroll & Complete the Online Training Modules to equip you with the right knowledge & skills about the business ▪ Register & Pass the Licensing Examination to get licensed ▪ Accomplish & Submit the Document Requirements to become an AIA Life Planner
	<p>As you have your 1-on-1 discussions, please also take some time to SCAN the QR code to register for the Face-to-Face Pre-Licensing Training Classes.</p> <p>Note: QR code can be customized based on the availability in the area; show only PCTC for the month sked to avoid clutter</p>
	<p>YES. Many things have been shared today, but the BIGGEST question is – WHAT NOW?</p> <p>When faced with changes and challenges, do you often find yourself take the easy way out or stay in our comfort zone? (Adlib)</p> <p>Yes, it's true that the first step for just about everything can often be the hardest. But just like _____ [Testimonial Speaker], muster the COURAGE to take a leap of faith and STRENGTH to go through everything in life.</p>
	<p>Well, while it is safe to stick to what's familiar, you also know deeply that you are capable of doing so much more. You simply</p>



A ship in harbor is safe, but that's not what ships are built for.

John A. Shedd

need to trust yourself and unleash your limitless potential, even if it's scary.



See you at the top!

Remember, real support and guidance doesn't stop here. As one (1) team, we are committed to grow with you and support you throughout your journey of making this your real-life business!

Once again, I am _____, and it's been a great pleasure to meet with you all today! Thank you very much and we welcome you to the AIA Philippines family.