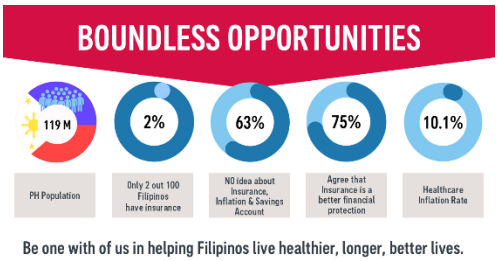
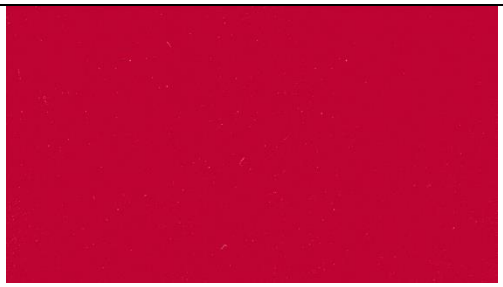
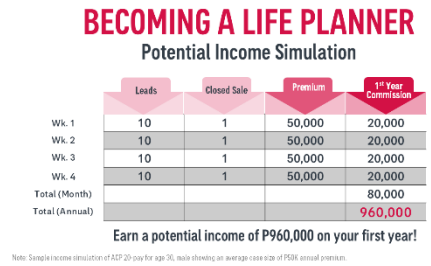
SLIDE	SCRIPT
	Good morning! My name is _____, and welcome to AIA Philippines' Business Opportunity Program (BOP). How are you guys feeling? Kami, we are very delighted to finally see all of you – good looking guys and lovely ladies. Thank you for choosing to invest your precious time to be here with us. Today's session is designed exclusively for you, who are personally invited by our Life Planners who recognized your potential in this career. 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 – • Who is AIA Philippines? • What is the exciting business opportunity as an AIA Life Planner? • How will AIA Philippines support you to step up for success? Sounds exciting?
	Without further ado, let us welcome _____name_____, _____position_____
	Let's start with AIA's strong brand. Operating in 18 markets across Asia, kaya naman patuloy tayong nag-a-adapt to meet the changing needs of our customers. Dahil dito, may confidence tayo to embark on an exciting future together. In AIA, milyon-milyon ang nagtitiwala! Meron tyaong 42M+ individual policies na nagpapatunay na marami tayong natutulungan in terms of financial security and protection of these people. And everyday, mas marami pa tayong natutulungan para ma-secure ang kanilang future. Not just individual policies – may 18 million+ group policies din tayo! Maraming companies and organizations ang nagtitiwala sa AIA to protect their employees and their families. Ganito kalaki ang impact natin sa buhay ng maraming tao. AIA is home to the most MDRT members worldwide. MDRT o Million Dollar Round Table ang global standard of excellence sa life insurance industry. Kapat MDRT ka, kasama ka sa top 1% ng financial advisors globally! At dahil #1 tayo sa MDRT ranking for the 10th time, sigurado kang si AIA ang magiging partner mo to be successful as a Life Planner.
	In the Philippines, proud tayo na maging market leaders in key metrics that matter to our customers. Pero ang mas importante ay kung paano ang mga resultang ito ay magiging strong foundation for your future business. Our clients trust us dahil sa stability, financial strength, at commitment natin to fulfil AIA's promises. Hindi ko na iisa-isahin ang mga numbers sa screen – dahil these numbers can already speak for themselves. What I'd like to focus more on is kung paano ka matutulungan ng mga numerong ito sa pag-build ng iyong business with AIA Philippines.

	Bilang isang AIA Life Planner, lagi nating sinasabi sa ating clients na maglaan ng kanilang hard-earned money or savings in the long-term para maging handa at protektado sila mula sa life's uncertainties. Dahil dito, magkakaroon ka at ang future clients mo ng confidence sa financial strength and stability ng AIA in fulfilling its promises sa ating mga policyholders. Bukod dito, committed ang AIA Philippines sa pagbibigay ng full range of product solutions, including protection, long-term savings, at healthcare – upang matulungan ang fellow Filipinos natin to live Healthier, Longer, Better Lives.
	WHY is it the best time to join this industry? Because of the following current statistics – • Insurance penetration is only at 2% or 2 out of 100 Filipinos lang ang mayroong insurance. The Philippines is far way behind among its Southeast Asian neighbors. • 63% ng mga Filipinos ang walang idea about Insurance, Inflation and even opening a Savings Account. • Nasa 75% naman ang nagsabi na para sa kanila, insurance is a better financial protection • And 10.1% ang healthcare inflation rate sa Pilipinas This just goes to show that there is a huge OPPORTUNITY that sits right in front of us.
	Now that we already established why it is the best time to join this industry knowing all the key components; low penetration rate; rise of the middle-income class; and young demographics of the country – We have also established how stable AIA is, and how strong the brand is worldwide and here in the Philippines. Let's take a step back muna down to our memory lane and asks ourselves. What is it that we really want to achieve? Ano ba ang gusto natin papuntahan sa pagtratrabaho natin araw araw?
	Kaya moving on my next slide – ito na po let's take a trip down our memory lane, I'm ? What components do I want to be included in the "dream life"? Alam ko lahat tayo may pangarap simula bata pa tayo – that alone is our WHY in everything that we do. And I'm sure most of you will be able to relate to the components of a dream life in our succeeding slides.
	1st Is our dream life has the ideal lifestyle that we want? I'm sure lahat tayo can relate specially those who are in the corporate world – minsan pagkatapos magtrabaho gusto natin magexercise o di kaya magawa ang mga hobbies natin, pero di natin magawa na sa sobrang pagod sa work. Pagsunday naman gusto natin lumabas with our family magmall, or may gawin something that would make us feel relaxed – pero mapapaisip ka lumabas pa ng bahay dahil gusto mo ipahinga nalang minsan.
	Is your dream life includes a beautiful house? I'm sure most if not all of us dreamt of having a huge and beautiful house when we are young. Pero magkano na ba ang per square ngayon sa lugar na gusto niyo? Napakamahal na, even condo million million Narin.

	
	Is it to have the nicest cars? For sure marami satin ang may gusto ng magagandang kotse - I myself dreamt of having a sports car and a European luxury car when I was young.
	Ayan sa mga parents dito, or kahit hindi pa parents - if we are planning to have children in the future – syempre part ng dream life natin is to be able to send our kids to the nicest schools and universities. Pero magkano na ba ngayon ang tuition kahit hindi na sa ibang bansa wag na tayo lumayo – magkano ba ang tuition ngayon sa mga top universities sa pilipinas? I'm sure more than 200,000 na per year diba. Di pa kasama ang baon at other miscellaneous fees.
	Oh ito syempre yung iba satin gusto din ng VIP treatment. Ang sarap kaya isipin diba - pagpupunta ka sa mall galing bahay niyo ay may driver ka pa, may P.A. ka pa? San ka pa? diba? Haha. Pero kidding aside, hindi naman masama yan may driver para di ka rin pagod sa pagdrive, and walang masama kung kaya naman ng income mo yang ganyan na lifestyle.
	Is our ideal life involves helping other people? I'm sure meron din satin nyan. Let's say you are comfortable with the life that you currently have – pero ang dream mo ay makatulong din eh magkaroon ng charity works; but the income that you have now di pa kaya gawin yun.
	Of course, everyone in this session will agree – lahat tayo gusto ng quality time with our families, making the most out of ourlives with them. Pero minsan sa mga nasa corporate world dito – ito ang namimiss natin ang makasama sila sa mga importanteng milestones ng kanilang buhay. Kaya kung mangangarap lang din tayo – kasama talaga dyan ang makasama natin ng mahaba at with quality ang mga pamilya natin.

[AIA - INTERNAL]

	Syempre lahat tayo may kani-kaniyang passion sa buhay – and minsan wala taalaga tayong time to pursue our passion projects if tali ang oras natin sa trabaho diba?
	And Lastly – travelling the world! Wala siguro aayaw dito sa free travel tama ba? Travelling the world is one of the components of a dream life for most of us. And alam niyo ba in AIA our Partner Financial Advisors get to travel for free – once they hit the campaign parameters? Yes po! At ang mga nasa picture ngayon – yan po ang mga pupuntahan natin next year depending on this year's qualification. (say the countries)
	(transition slide) Alright, I'm sure lahat tayo ay nakarelate! Tama ba?! Pwede ba natin sabay sabay sabihin, Relate na Relate! 1, 2 ,3 Relate na Relate!
	Now my question to you is - to realize the lifestyle that we always wanted, how much income do we need para maachieve most if not all of the components of a drea life na pinakita ko kanina. Is 100K a month enough? I guess not. 200K?, hindi parin siguro.
	I'm sure we already have a number on our minds how much kaya yung need ko for me to achieve my dream life? The question now is – if we could show you a way to have unlimited earning potential – proportionate to the efforts that you put in and be your own boss without investing millions – would you be interested?
	let me show to you in this video what is it like to be a life Planner in AIA

	
	Alright – let's now talk about – what's in it for us if we pursue the opportunity of becoming a life planner in AIA and start your own business with us. On this slide that we are showing you – this is a conservative income potential if you will follow the weekly standard of activity – ano po yun? It's just talking to 10 people every week – and based on study of Limra and international research institute for sales – for every 10 people that you will be talking to you will be able to close atleast 1 from them. The average case size in AIA is 50,000 with an average commission rate of 30% - 40% then you get to earn 20K a week or 80K a month – that's 960K a year. Masaya po ba? Ang tanong ito na po ba ang pinakamalaki na pwede ko receive? I know alam na natin ang sagot dyan – the answer is no – because the income that we can expect is only limited to the efforts that we put in.
	We also have a program in AIA that we call Next Gen Advisor – which will provide you an intensive 12 month learning and development program with the end goal of helping you be able to transition to this career faster, Development Fund on top of your commissions each time that you reach the target and ofcourse career progression – di na natin kailangan magintay dito na mapromote. Pagnahit natin promotion parameters pwede na po agad tayo mapromote! Talk to the one you invited you here to get to know more about the NGA program and requirements.
	This is the income potential naman pagpinagsama natin ang commissions that we earn in selling, Activity bonus from the NGA program, and Milestone Bonus from the NGA program. With these alone we get 1,440,000 income. Gusto po ba natin ito? Yes?! Ayos!
	Now allow me to introduce naman the 2nd stream of income that you can unlock in joining AIA – That is through recruitment – kanina yung pinakita ko na income is only from your personal selling. The power of recruitment is even bigger – When you invite same minded people like you and they will also be able to produce the same as you – you will get 144,00 income from 1 of them or 15% of their income. That is on top of your commissions and bonuses. So with recruitment let's say you have 3 then you'll earn an additional 432,000.
	Now, nalaman na natin gaano kalaki ang pwede natin kitain in AIA the question now is where do we start? Paano naming marereach yan? In this slide we'll talk about the "How". Sabi ko nga kanina based on the study of limra if we have 10 people contacted 5 of them papayag makipagset ng appointment, 3 of them ang tutuloy,



and 1 ang papayag or macloclose natin – kung Maganda service natin then chances are we get referrals from them. Now that is the starting point – pero habang tumagal ka sa Negosyo na to pataas din ng pataas ang % of closing more from the 10. Baka after a year from the 10 leads 2 ang maclose mo or 3 or 4. Kasi gumagaling ka na.



Alright now that we already have talked about how strong AIA brand is, Why is it the best time to join this industry, Bumalik tanaw pa tayo sa mga pangarap natin sa buhay, and discussed what's in it for us in this profession the unlimited income potential that we can expect. Probably you are all wondering – pano naman kaya ang support system ni AIA? In AIA you will be supported ng tuloy tuloy from the beginning until you reach your optimum potential.



In AIA we are proud of our world class training that will support you from being a rookie, becoming an MDRT, and even being an agency leader na may training parin to continuously support you.



We also have full suite of product solutions – from every life stages of your client's life from being single up to the retirement age – we have a full on product solutions to cater to their needs. We want to ensure that we will be there every step of the way for our clients.



Of course, in a digital world that we are in right now- napakaimportante na may digital support tayo – kaya from onboarding up to having your first sale, and hanggang servicing of your clients – we have digital tools that will support you and make your work easier.

	Finally, isa sa mga exciting aspects nang pagiging isang AIA Life Planner is the rewards you earn from your hard work. Hindi mo lang mag-grow ang business mo but you'll also be recognized and rewarded with travel incentives, recognition, and so much more. For example, this year, pwede ka mag-qualify for some incredible travel destinations as part of our ongoing incentives just like what we have presented earlier. Gusto niyo ba yun?
	As an AIA Life Planner, you have the power to change your life and the lives of others in more ways than one. 1. Educate - Educate people and help them achieve their goals 2. Expand - Expand your reach to share the mission 3. Empower - Empower to build and lead your own team
	In summary, AIA offers a strong and trusted brand, world-class training, a full range of products, innovative digital tools, and a business that rewards your hard work. We're here to help you succeed and look forward to supporting you as you build a fulfilling and rewarding career with AIA. 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?
	Please join me as we extend a round of applause to AIA Philippines _____ [Agent Class] from _____ [Agency Name], _____ [Agent Name].
	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 – ▪ 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
	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. Note: QR code can be customized based on the availability in the area; show only PCTC for the month sked to avoid clutter

	
	As for my closing message – of course we would like to thank you again for joining our opportunity program – please reach out to the person who invited you here to get to know more about this business. Sabi nga nila – your Yes and Nos will dictate your future. You don't have to answer yes or no now in this opportunity; the beauty after this session is you get to discern with the knowledge that you have acquired knowing what this opportunity is all about. Kaya we will be waiting for your YES so we can help you fulfil faster your DREAM LIFE! Maraming salamat po ulit!