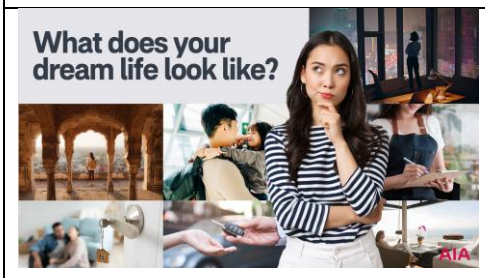
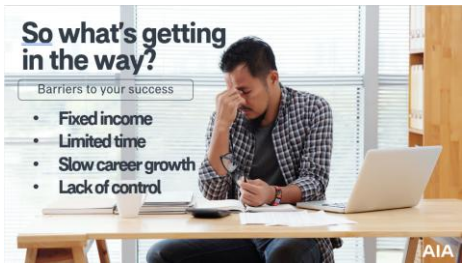
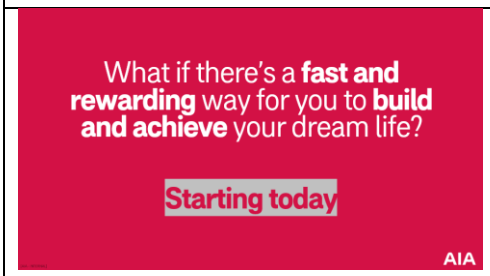
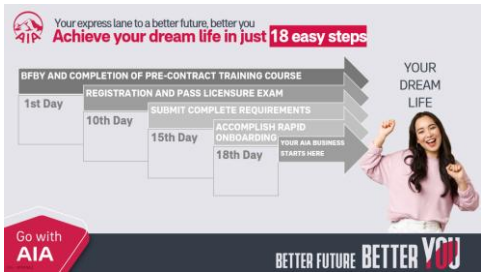
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	Good morning 3x Welcome to BETTER FUTURE, BETTER YOU! I'm "XXXXX" your host today, so before we dive in to the program proper, we prepare something for you, and dahil special ka and you gave us your Saturday with us, we would like to Thank--you, and since this month we are celebrating a Thankgiving our trivia is Thanks Giving Trivia Feast of Facts. This morning, we're going to test our knowledge, have some fun, and maybe learn a thing or two along the way. Now, let's talk about how it all works. [Check the mechanics] Don't worry if you're not a trivia buff; this is all about having a good time! There'll be plenty of opportunities to guess, and remember, you can always call on your teammates for help! I encourage everyone to cheer each other on – it's all about the fun of learning something new together! Let me see your hands if you're ready to be feast by questions and get thanks for answering right! Alright! Without any further ado, let's jump into our Trivia Feast of Facts.
TRANSITION FOR Dream Life Discussion	Wow! That was an exciting round of our Ice Breaker! Nagenjoy po ba kayo? Yes? In this Better future better you career day – we will be diving into 3 main points: • Who is AIA Philippines? – syempre if we are doing business gusto natin makilala sino ang magiging kapatner natin. • What's the game-changing opportunity as an AIA Life Planner or what's in it for you if you pursue this opportunity. • And how can AIA help YOU rise to success? Pero bago po ang lahat – pagusapan muna natin, why did you even explore joining this opportunity program? Let me begin by asking you this question on the next slide…
	Kaya moving on my next slide – ito na po let's take a trip down our memory lane – What does your dream life look like? Alam ko lahat tayo may pangarap simula bata pa – that alone is our WHY in everything that we do. And alam ko almost all of you here will be able to relate to this. 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. Pag-sunday 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.

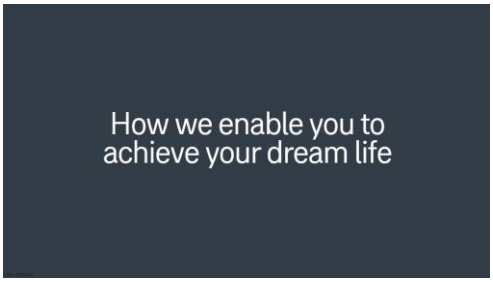
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	Ikaw nasa bucket list mo din ba ang beautiful house or condo? I'm sure most if not all of us dreamt of having a huge and beautiful house when we are young. Pero magkano na ba ang per square ngayon sa lugar na gusto niyo? Napakamahal na, even condo 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. Is our ideal life involves having a sense of purpose like 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. Ikaw, gusto mo din na magkaroon ng quality time with our families and friends, making the most out of our lives 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. Syempre lahat tayo may kani-kaniyang passion sa buhay – and minsan wala talaga tayong time to pursue our passion projects if tali ang oras natin sa trabaho diba? And lastly – travelling the world! Ikaw gusto mo ba ng free travel? Travelling the world is one of the components of a dream life for most of us. And alam mo 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)
	Ngayon habang tumatanda tayo – nagbabago ang pangarap natin? Relate ba kayo? Nagbabago based on our current situation. Correct? Ano ba ang most common barriers that we encounter? Fixed income, Limited Time, Slow Career Growth, Lack of control. Almost all in the corporate world will be able to relate to this.
	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 dream life na pinakita ko kanina. Is 100K a month enough? I guess not. 200K?, hindi parin siguro. We are also not discounting the fact that you can achieve your dream life while in the corporate world – pero yung salitang FAST? I'm sure hindi siya ganun kabilis.. Kaya - what if there's a fast and rewarding way for you to build and achieve your dream life? G ka ba??

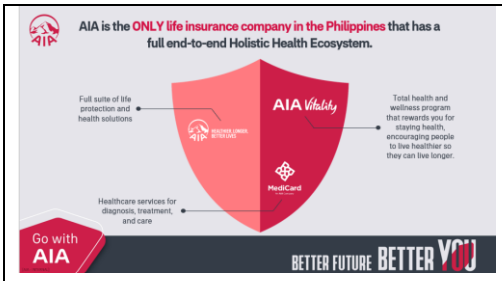
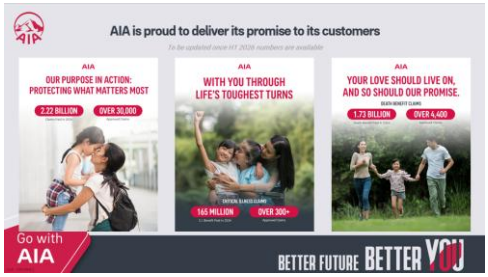
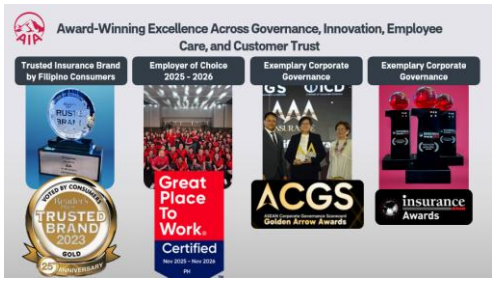
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	That's where AIA comes in! Being an AIA Life Planner will let you achieve your dream life easier and on your own terms. We offer a platform—designed to help you build your dream life faster. Here, your growth is not limited by time. Your income is not capped. Your success is not controlled by someone else.
	"Not someday. Not years from now." "But starting the moment you decide to go with AIA." Start your journey in attaining your dream life in 18 days! And the good news there – today is already included in that journey.
	Ito po yung pagdadaanan natin na journey before we can start our journey with AIA as our business partner…
	You become an AIA Life Planner for your dream life. By starting as an AIA life planner – you can start achieving the components of your dream life which we are sure includes supporting your families, being there for your loved ones not only financially but the time that you will be able to share with them, and lastly the nobility of this profession – being able to educate and save as many lives as we can.
	Transition to Value Prop Speaker: Now that we have discussed our dream life, and I'm sure tayo ngayon ay nagiimagine uli an oba Talaga ang gusto nating components ng dream life natin. Allow me to introduce our next speaker who will be answering the questions: Who is AIA, How will AIA be able to help me achieve my dream life faster?

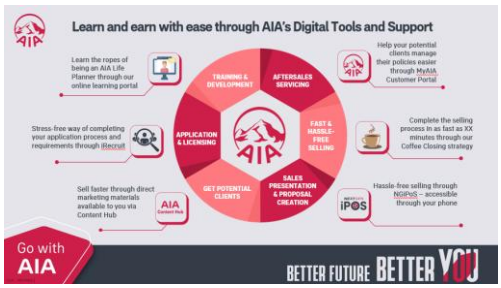
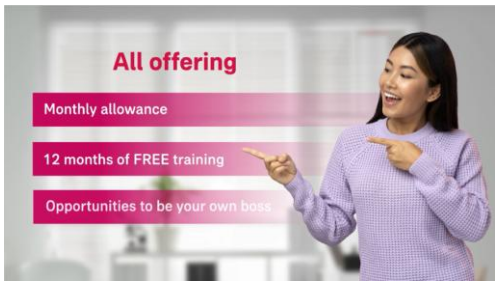
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	"Most people believe their dream life takes years… even decades." "Wait for promotion." "Wait for salary increase." "Wait until they finally have time." "But what if you didn't have to wait that long?" Ito po ang paguusapan natin sa portion ko – how will AIA be able to help you fast track your dream life..
	(Video) AIA has a strong and trusted brand operating across 18 Asian markets, continuously adapting to customers' changing needs and confidently moving toward an exciting future. With over 42 million individual policies and 18 million+ group policies, AIA makes a significant impact by providing financial security and protection to millions of individuals, employees, and families. AIA is also the global leader in MDRT members for the 11th time, reinforcing its position as the top partner for Life Planners aspiring for excellence. In the Philippines, AIA is a market leader backed by financial strength, stability, and a proven track record of fulfilling promises—offering a solid foundation for building a successful long-term business. As an AIA Life Planner, this strength gives confidence to clients who invest their hard-earned money for long-term protection and security. AIA Philippines remains committed to delivering a full range of solutions—protection, savings, and healthcare—empowering Filipinos to live Healthier, Longer, Better Lives.
	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 support you as you build a fulfilling and rewarding career with AIA.
	In the philippines – AIA is a stronghold name in insurance industry with 79 years of existence. We are formerly known as Philam Life – sa mga gen Z na nandito ngayon if you ask your parents who philam life is I'm sure they will recognize it quickly. The change in name is to align it with our Parent Company AIA which is the number 1 life insurer in ASIA.

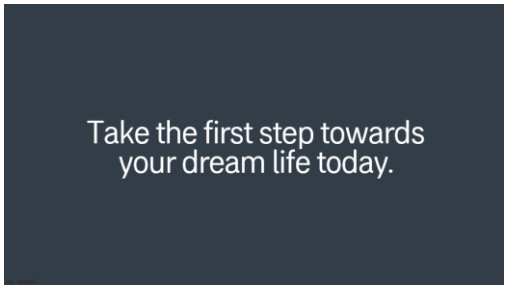
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	Furthermore, AIA Philippines is the ONLY life insurance company in the Philippines that has a full end-to-end Health suite, a testament to our strong commitment to helping Filipinos live healthier, longer, better lives.
	In insurance – what we sell is not tangible, what we sell is a promise. A promise that if something happens to our policy holders – we will be there. And these analytics shows that AIA philippines has been and will always be true to our promise, so our policy holders can live their life thinking that there will be someone that covers there back and their families.
	Kami rin po ang isa sa pinakabagong Ninang ng SB19! Sino po dito ang Fans ng SB19? Sino po ang part ng A'tin community? Ayos! We are proud because the values that these young gentlemen possesses aligns with the values that our company embodies
	These are also some of our brand ambassadors and the events we have sponsored aligned with our rethink healthy campaigns.
	We are also well regarded in the industry winning numerous awards in different areas….

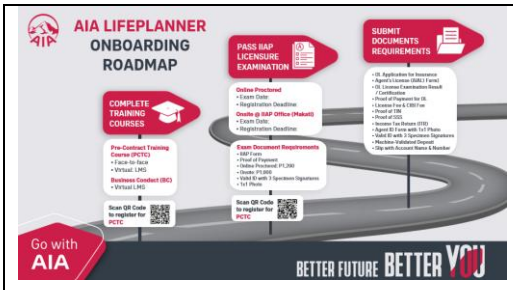
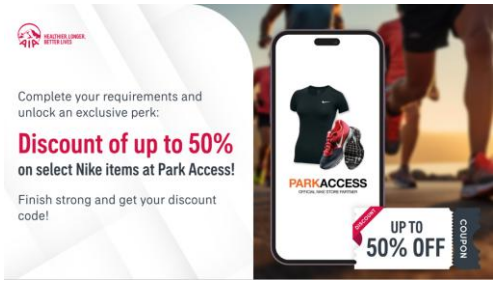
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	In AIA – we also have full suite of product solutions for our potential clients. Please take note po of the word solution – because that is what we advocate for, our style of selling is based on the needs of our clients and on which stages they are in. From being single up to the retiring stage – we have a full suite of solutions that will fit their needs
	All of of our tools and easily accessible online to enable you to learn and earn conveniently.
	Let's now what this video to have a feel on what is it like to become a life planner in AIA. [Video]
	This marks the beginning of your journey in the Next Gen Advisor Program. You have been specifically selected by someone to be invited here, and this is a valuable opportunity for you. In AIA we have a program called 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 maghintay dito na mapromote. Pag-na-hit natin ang promotion parameters pwede na po agad kana agad mapromote!
	Alright – let's now talk about – what's in it for you if you 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 mong ma-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.

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	For you to have an easy view on how will this work – we have created a sample scenarios to make it more easy for you to understand the "HOW". Sino po ba dito ang nagwowork pa? That could be your advantage as your co-workers can also be your leads, lahat naman tayo dito has family members and friends. So we are starting in AIA with someone in mind already to prospect. And ofcourse di naman natatapos yan dyan – we will also be getting referrals from these set of groups.
	My previous mentor once told me, "The yeses or nos you make today will affect your future." And I believe that's true. Now that we've discussed why AIA, why this industry, and what opportunities it can offer you, the decision is ultimately yours. There's no right or wrong decision—we simply hope this opportunity program has given you the insights and confidence to make an informed choice, and hopefully, say YES to this opportunity. 😊
	Transition Slide, to Testimonial Speaker – Now that we have answered why AIA and how will aia be able to help you achieve your dream life faster – ngayon naman po we are honoured to have invited a successful life planner/leader in AIA whose testimony will show how AIA or this industry changed her/his life for the better.
	Credentials of testimonial Speaker
	Closing: As what we have heard today and from our invited guest - That's where AIA comes in! Being an AIA Life Planner will let you achieve your dream life easier and on your own terms. We offer a platform—designed to help you build your dream life faster. Here, your growth is not limited by time. Your income is not capped. Your success is not controlled by someone else.

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	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
	Thanks for joining us today! Just complete your requirements, and once you're cleared for the licensure exam, you'll receive an email from AIA with a special discount code of up to 50% off NIKE items online.
	And As what we have shared earlier – kami po ang isa sa pinakabagong ninang ng SB19 – and part of that we are giving away exclusive AIA x SB19 merchandise that I'm sure will be exciting a lot of A'tin fans na nandito ngayon. And makajoin po kayo agad this Q3 – Pupunta po tayo ng Danang! We have an exclusive trip incentive campaign in Danang this Q3 which is really friendly for our new agents – mas madali po ang requirements sa mga newly coded advisors naming this q3. Kaya after this BOP if you are already decided – please speak to the person who invited you here – bilisan na po natin ang pagprocess ng next steps.
	And Lastly Before we end, we'd like to leave you with a special message inspired by SB19's journey. Just like Mahalima, every success starts with a dream, a decision, and the courage to take the first step. As you watch this video, imagine where your own journey can take you. This could be the start of your Better Future, Better You. Enjoy the video!
	Thank you!