

# Top Philam Life leaders join summit in Bangkok

"A leader is one who knows the way, goes the way, and shows the way," said leadership expert John C. Maxwell. This is how true leadership is passed on in institutions that have been in operation for decades.

In the case of financial advisors, nothing portrays a sense of leadership more than the Million Dollar Round Table (MDRT).

Given that MDRT membership is now recognized internationally as the standard of excellence in the life insurance and financial services business, the AIA Group made it a central theme in their recently concluded Premier Leader's Summit.

The annual event held in Bangkok, Thailand was entitled "Sustaining Success: Building an MDRT Culture," and gathered the best agency leaders of AIA from all over Asia.

Included among the delegates were 43 members from AIA's local group, Philam Life.

The Philam Life managers were able to become self-made millionaires through their hard work and perseverance in building a successful

team of expert financial advisors.

Knowing their success couldn't have been replicated without having good mentors, each of them have made it their mission to help their own advisors achieve the highest distinction that a financial advisor can aspire for – to qualify to the MDRT.

These outstanding Filipinos were recognized for their remarkable leadership and agency-building abilities

and for transforming the lives of the men and women they have recruited, trained and developed.

Philam Life's top qualifiers per category were Lourdes Del Mundo (Top District, Del Mundo Associates), Ismael L. Melendres Jr. and Cecilia Melendres (Top Tenured Agency, Melendres Associates), Anna Concepcion Blanco (Top Rookie Agency,

Starbright Financial Advisors), Carlos Veneracion (Top Tenured Unit, Veneracion Financials), and Mark Christopher Yu (Top Rookie Unit, Yu Associates).

Indeed, being invited to the annual Premier Leader's Summit is an honour and a privilege for any sales leader. It is proof that the leader has been successful in building a business in the insurance industry.



Photo shows the top Philam Life managers who joined the Bangkok summit.