



**The Philippine American Life and General Insurance Company**

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MEDIA RELEASE

**The Art of Grace and Balance**



Philam Life Unit Manager Grace Acuin, third time Top of the Table awardee in the 2016 Annual Awards and Top 1 Certified Investment Solicitor of Philam Asset Management Inc. (PAMI)



Grace Acuin (center) looking like a sibling rather than the mother of her four grown-up children (L-R) Francis, Nikki, Tricilla and Melanie



Philam Life Unit Manager Grace Acuin (center) during an ACE (Achieve Consistency Excellence Session) with her team of Financial Advisors



Grace Acuin (center) with other advisors enjoying shopping during an incentive trip in Florence Italy



Grace Acuin in Hongkong



Grace Acuin in London U.K.



Grace Acuin in Stoneheng, England UK



Grace Acuin during the Mediterranean Cruise  
incentive trip in 2015

Driven by a cause greater than her own, fuelled by a passion put to good use, and ignited by an imagination that unleashed her potential, Sigrid Grace Acuin stands now at the helm of a career as a Financial Advisor, spanning 3 decades. It was a career that was carved at a young age. Such an early exposure worked to her advantage and eventually she learned the ropes of the insurance industry by the guidance and help of her mentors. It was no walk in the park despite the advantage because the road ahead was not fully mapped as she would learn. Her passion to the career and determination to provide the best for her children kept her steadfast.

The gains began to pay off when she made it to the qualifying round of the Million Dollar Round Table (MDRT) in 2004 but it was in 2011, when she came back to the Espiritu Agency that Grace went full blast, desiring to give her best in gratitude to her managers Nancy and Henry Espiritu. They backed her up and became her steadfast supporters in her quest for excellence. More than anyone else, it was the late AM Nancy Espiritu who prodded her to go for the Top of the Table (TOT). Nancy gave her that extra push that motivated Grace to reach her first TOT in 2013.

There was no stopping Grace and despite challenges and obstacles pertinent to the business, she stood her ground unfazed. It became more of a challenge as she was raising 5 children on her own and wanted only the best for them. Once again, fortune smiled upon her brave heart and she made it to the TOT in 2014 in just seven months.

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How did she do it? First, she admits in all candor, she was drawn to wanting to make her manager happy. Oh what a beautiful feeling it was to see that smile light up her face! She recalled how excited she was whenever she would hand out a check to Nancy or call saying she had closed the sale. It would have been wonderful if Nancy were around to witness her 3rd TOT this year. During the 2016 Philam Life Annual Awards, Sigrid Grace Acuin was awarded her 3rd Top of the Table qualification, International Premier Icon Award and Top 1 Certified Financial Solicitor for the second year in Philam Asset Management Inc.

With definitive success in the palm of her hands, Grace shares some of the most important lessons she has learned along the way. Plan and Prepare. Be pro-active. She updated her list and went out of her comfort zone by going for VIP clients. She delegates. She competes with no one but herself. Giving her best to do better every year. If she doesn't get the results she wants, she would step back and evaluate then make the next move. Making each day count by saving lives one day at a time.

Today she reaps the rewards of her success; for the past 5 years, she's been traveling via business class to Asia, US & Europe all expenses paid by Philam Life. She is now wearing the hat (again) of a Unit Manager with the aim of developing financial advisors to become members of the MDRT.

Sigrid Grace Acuin is an icon made defining her own landscape in the edifice of the insurance industry and contributing her share in a prestigious legacy that is Philam Life.

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**About Philam Life**

The Philippine American Life and General Insurance (Philam Life) Company is the country's premier life insurance company. Established on 21 June 1947, Philam Life has earned the trust of customers for its financial strength, strong brand name, and ability to deliver on its promises.

Philam Life has PHP236.4 billion in total assets as of 31 December 2015 and has delivered timely payouts of over PHP10 billion in education benefits (2004-2015) and over PHP131 billion in insurance benefits (1950-2015), while serving close to 600,000 individual policyholders and over 2 million insured group members.

Philam Life understands the real life needs of its customers and provides the right plans and the right solutions including life protection, health insurance, savings, education, retirement, investment, group and credit life insurance. It also offers bancassurance and fund management products and services through its subsidiaries – BPI Philam Life Assurance Company (BPI-Philam) and Philam Asset Management Inc. (PAMI).

Philam Life is a member of AIA Group Limited, the largest independent publicly listed pan-Asian life insurance group.



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### **About AIA**

AIA Group Limited and its subsidiaries (collectively "AIA" or the "Group") comprise the largest independent publicly listed pan-Asian life insurance group. It has a presence in 18 markets in Asia-Pacific – wholly-owned branches and subsidiaries in Hong Kong, Thailand, Singapore, Malaysia, China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau, Brunei, a 97 per cent subsidiary in Sri Lanka, a 49 per cent joint venture in India and representative offices in Myanmar and Cambodia.

The business that is now AIA was first established in Shanghai almost a century ago. It is a market leader in the Asia-Pacific region (ex-Japan) based on life insurance premiums and holds leading positions across the majority of its markets. It had total assets of US\$181 billion as of 31 May 2016.

AIA meets the long-term savings and protection needs of individuals by offering a range of products and services including life insurance, accident and health insurance and savings plans. The Group also provides employee benefits, credit life and pension services to corporate clients. Through an extensive network of agents, partners and employees across Asia-Pacific, AIA serves the holders of more than 29 million individual policies and over 16 million participating members of group insurance schemes.

AIA Group Limited is listed on the Main Board of The Stock Exchange of Hong Kong Limited under the stock code "1299" with American Depositary Receipts (Level 1) traded on the over-the-counter market (ticker symbol: "AAGIY").