



Capt. Axel Bromley, Philam Life CEO, welcoming all passengers aboard and taking a selfie with bigtime dreamers who were eager to go the extra mile to reach their dreams and have the world in their hands.



Over 1,200 passengers getting ready for the Philam Life Wanderlust adventure.

# WANDERLUST: YOUR FLIGHT TOWARDS SUCCESS

There is a world of opportunity out there: it's something we hear when we begin looking for our first jobs. Wise individuals realize that these opportunities are quite significant as these can help us indefinitely grow as people. For some, many of these situations can be found through travel, an experience that enhances our growth by opening our eyes as we marvel at the world around us. With Philam Life, we can both grow and travel by being part of the Philam Life Premier Agency.

People who are ready to take on a Premier Financial Advisor career can fast track their success through Philam Life's Mega Business Opportunity Program (BOP) entitled "Wanderlust". After the successful run in Metro Manila, the Mega BOP once again flew around the country and conquered other key cities — Baguio, Davao and Cebu with over 1,200 guests onboard.

Capt. Axel Bromley, Philam Life Chief Executive Officer (CEO), welcomed all passengers aboard the Wanderlust adventure and posed a challenge to them: "You can keep doing whatever it is you want. You can be successful doing it. But when you have earned all the money you want to earn, and when you have achieved all the goals you want to achieve, at the end of the day, can you really say you've made people's lives better?"

To inspire and motivate the guests to step up to the challenge, some of the industry's best financial advisors took center stage to share their real life journeys with Philam Life. Three of the powerhouse speakers were Philam Life Premier Advisor Juliet Durante of Baguio, who spoke about how she enjoyed her transition from a busy career woman to a flexible hands-on mom; Unit Manager Estrella Matunog of Cebu, who took pride in embracing her role of providing financial freedom; and Premier Advisor Marianne Betanio-Rirao of Davao, who explored the Philam Life Financial Advisor career that allowed her to rule her world and be a life changer.

Durante, who works for Dumayas Financial Advisors, began her professional career as a government employee in Baguio. For 26 years, she climbed her way up from being a pencil-pusher to manager, but she felt that having a high position isn't the only measure of success.

"When I joined Philam Life, I learned that, if you want to succeed, the only person you have to beat is yourself," Durante stressed. "On my first year of being a Philam Life Financial Advisor, I strove to become one of the best financial advisors, as well as the best mother to my son. Now, not only have I surpassed my own expectations, but I also have more time to be a hands-on mom and spend time with my family," she continued. Today, Durante is a Court of the Table (COT) member of the Million Dollar Round Table (MDRT), an organization whose membership is internationally recognized as the standard of excellence in life insurance and financial services.

Matunog, another MDRT member, is from the Cebu-Matunog Agency. She has tried her own hand at running her own businesses but had to close them eventually. She joined Philam Life as a way of earning a living to help her husband raise their five children. The career made her free from financial worries, and she happily shares what she has learned with others who also need financial advice.

"I am happy and having fun. It's not work anymore. Since I started 12 years ago, my momentum has never died down," said Matunog.

On the other hand, Rirao is a young Premier Financial Advisor from Davao Direct. Even before graduating from Ateneo de Davao University, she knew that a monotonous office job was not for her — she wanted to be out there and change the world at an early age.

"Like you, I was also seated as an audience, scared and unsure, because none of my family had

an insurance background. During the BOP, I realized that I could make a difference in other people's lives," she said. With Philam Life, she took a leap of faith and became a financial advisor. Relatively new in this career, she has already become an MDRT member on her two years in the business.

All of the speakers embody the core characteristics of being Philam Life Premier Financial Advisors. They have the courage, passion and dedication necessary to succeed in this career. These traits were further enhanced by the holistic training roadmap plotted for each advisor by the Premier Academy. There, a combination of intensive training and hands-on mentoring from well-experienced sales trainers and agency leaders has helped them understand the business, build their client portfolio, bring out their leadership skills, and become highly productive and profitable. All these have made Durante, Matunog and Rirao succeed in this career and achieve their MDRT status.

To cap-off the events, Co-Captain Stephen Segismundo, Philam Life Head of Agency Strategy Office, left this message for the guests to think about, "When you were invited to become part of the Philam Life family, the person who invited you specifically hand-picked you because he saw your natural potential to succeed in this career. Apart from the lifestyle and income, you will find purpose in life, that is, to prepare people for life's milestones — milestones that we will celebrate together. So if you want to be the best version of yourself, face your fears and rise to this opportunity."

For more information, please visit [www.philamlife.com](http://www.philamlife.com).

Come aboard a winning career that will take you to an exciting journey. Catch the upcoming Philam Life Wanderlust MEGA BOP on the following dates:

- BULACAN – March 10, 2016, 6 p.m.–9 p.m. at SM Baliuag Cinema 1
- DAGUPAN – March 12, 2016, 8 a.m.–11 a.m. at Robinsons Calasiao Cinema
- MANILA – April 2, 2016, 8 a.m.–11 a.m. at SM Megamall Cinema 3
- CDO – April 5, 2016, 6 p.m.–9 p.m.
- ILOILO – April 9, 2016, 8 a.m.–11 a.m.

To pre-register, e-mail [Karen-K.Ong@aia.com](mailto:Karen-K.Ong@aia.com)



(From left) Philam Life executives led by Agency Strategy Office Head Stephen Segismundo along with Luzon Zone Head Malu Bondoc and VisMin Zone Head Rolan Enriquez, inviting the enthusiastic crowd to take a leap of faith towards living their dreams with Philam Life.



Juliet Durante, COT member from Dumayas Financial Advisors, sharing how the Philam Life career allowed her to strike a balance between work and family life.



Nina Solomon, COT member and Unit Manager from Starbright Financial Advisors, highlighting how she got to live her passion of making a difference in other people's lives with Philam Life.



Aileen Palmes, MDRT member from Del Mundo Associates, emphasizing how Philam Life supports its financial advisors through a wide array of intensive training and development programs institutionalized by the Premier Academy.



(From left) Davao speakers Associate Agency Manager Larry Cleto, Premier Advisor Marianne Betanio-Rirao and Unit Manager Kevin Bulaclac.



(From left) Philam Life VisMin Zone Head Rolan Enriquez with Cebu speakers Unit Manager Estrella Matunog, Premier Advisor Aileen Palmes and Unit Manager Rogel Morales.



(From left) Celebrity host RJ Ledesma with Baguio speakers Unit Manager Nina Solomon, Premier Advisor Aileen Palmes and Premier Advisor Juliet Durante.



Marianne Betanio-Rirao, MDRT member from Davao Direct, encouraging millennials to step outside their comfort zone and explore the world of a Philam Life Financial Advisor.



Kevin Bulaclac, MDRT member and Unit Manager from Pinnacle Financial Advisors, revealing how he got to travel around the world in style with Philam Life.



Larry Cleto, MDRT member from Nicdao Miracle Team, talking about making that life changing decision that can lead to living a life full of meaning and purpose.



Some members of the lively audience taking the chance to interact with the guest speakers about the Philam Life business.



Celebrity host Rovilson Fernandez, VisMin Zone Head Rolan Enriquez, and Agency Strategy Office Head Stephen Segismundo with staff and some of the Mega BOP speakers.



Estrella Matunog, MDRT member from the Cebu-Matunog Agency of SM Gayatin District, narrating her exciting journey towards achieving financial freedom with Philam Life.



Rogel Morales, MDRT member from Starbright Financial Advisors, expressing how meaningful and rewarding the Philam Life Financial Advisor career truly is.

Some of Philam Life's flight crew ready to guide passengers through their real life career journeys with Philam Life.

