



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

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MEDIA RELEASE:

Financial advisors share the fulfilments and rewards from their career

For Philam Life financial advisors Karla Capili and Reynold Gan, their successful career has given them three different kinds of fulfillment; being able to reap financial rewards from their career and other perks like travel, having the flexibility to devote more time for family, and, lastly, being able to make a difference in the lives of their fellow Filipinos.

Philam Life currently has the largest agency force in the insurance industry with more than 10,000 financial advisors dedicated to empowering customers by espousing financial literacy and providing them with the right insurance and investment vehicles that will help them achieve financial security and prosperity. To be able to help more Filipinos, Philam Life ensures that all its financial advisors undergo first-rate training workshops and are abreast with the latest economic and market information.

Starting from a stringent recruitment process, Philam Life constantly looks for financial advisors who, just like two of its top performers Karla Capili and Reynold Gan, are committed to succeed in their career while helping Filipinos overcome real life struggles through its wide array of protection and investment plans.

Successful career and fulfilling family life

At 23, Karla Capili was a young professional tied down to long-hours of desk work, sometimes even on weekends. That was before she decided to leave the corporate world for good and become a Philam Life financial advisor.

A hard-working, business-minded go-getter, Karla said, "I just knew that if I put my energy into this career, I could take charge of my own time instead of doing nine-hour office work and missing countless moments with my family."

After undergoing intensive training with Philam Life, Karla's career immediately took off. She has built a loyal client base and would proceed to become a member of the Million Dollar Round Table (MDRT), an exclusive organization of the world's top-earning financial advisors. Reaping huge financial rewards along the way, she would soon become Premier Leader whose members include two Top of the Table (TOT) and two MDRT members. She also won Unit Manager of the Year at the Premier Circle Awards.

But most of all, she regained the luxury of becoming a devoted wife and mom as she now has full control of her schedule, that is, while being a successful career woman.

She said, "Before, I would miss birthdays, recitals and anniversaries, but now, I am my own boss. I can bring my kids to school, have leisurely lunch with my husband mid-week, help my



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daughter with her homework, take pictures of my son at his recital and come home early enough to tuck my kids in bed every night.”

Making a difference in people's lives

At 21, Reynold Gan knows himself all too well to be in a desk job – as he is one that would want to be where the action is. Besides, he has been wanting to save to buy his own condo. Thus, he joined Philam Life as a financial advisor like his mom.

He conquered his shyness and with proper training coupled with hard work, he would become a convincing financial advisor, gaining the confidence of much older clients.

And because he always made sure to provide his clients with excellent service, they referred him to their friends, which made his contacts grow and expand beyond his wildest expectations.

Today, Reynold is already one of the country's top financial advisors. After just one year of joining the business, he became a member of the MDRT and would also become the youngest Life and Qualifying member, an honor given to financial advisors who have been MDRT member for 10 years. Indeed, an outstanding achievement for someone so young.

He now leads a team of 21 financial advisors, four of whom are also MDRT members.

“I like talking to my team members personally, mentoring them,” he said.

Inspiring his team to go for their goals and the financial rewards of his successful career are not the only thing that keeps Reynold motivated, but also being able to make a difference in people's lives.

“Being Philam Life's financial advisor has allowed me and my family to live a life so comfortable that we really can't ask for anything more. Whenever my wife and I go on vacations abroad, we get to maximize the experience because the money is there. In fact, money has never been an issue in our marriage.”

But aside from financial rewards, Reynold finds it truly fulfilling to be able to help his clients achieve their dreams and secure their family's future.

He said, “If you are passionate about making a difference in people's lives and you are willing to work hard, then you too will find this career rewarding – both emotionally and financially.”

And with the Philippine economy's continuing growth, financial advisors like Karla and Reynold have ample opportunities to help more Filipinos be financially protected as well as reach for their dreams through insurance. Know more about the financial advising career by joining Philam Life's Business Opportunity Program. Email philamlife.careers@aia.com to register!

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About Philam Life

The Philippine American Life and General Insurance Company (Philam Life) is the country's premier life insurance company. Established on June 21, 1947, Philam Life offers an extensive line of products in the industry that provides solutions to various financial needs including life protection, health insurance, savings, education, retirement, investment, group and credit life insurance.

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

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 operations in 17 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 26 per cent joint venture in India and a representative office in Myanmar.

The business that is now AIA was first established in Shanghai over 90 years 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\$159 billion as of 31 May 2014.

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 28 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").

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