Co-organizer





亞太區壽險理財峰會

cum

Award Presentation Ceremony

Supporting Organization:



Promotional Leaflet and Video



https://youtu.be/S87cE0ttlKM















Promotional Videos of Some Speakers • •



× 14 % **(**) % × ∞

Harrison Craig



David King



Marco Fu



Jonash Go

Link of the Video from YouTube:

https://youtu.be/IYzF0krWOfw





Speaker List for Main Platform • •

Jul 3 - APFinSA Day 2024





CLEMENT CHEUNG, JP CEO, The Hong Kong Insurance Authority



JACKY CHAN Regional Chief Executive, Group Chief Distribution Officer



Managing Director, Strategic Business Group



HUYNH THANH PHONG Group Chief Executive Officer



PHIL Witherington President and CEO, Asia

July 2 Evening - Leadership Award Ceremony



HARRISON CRAIG Singer of Australia



MARCO FU **HK Professional** Snooker player



Becoming a True Financial Advisor



SHERINE CHUA

How to Build a 10K The Beautify of Our Agency Team in 10 Career Years



JONASH GO

- Known Loved Respected - An Insurance Agent and Leader Guide To Personal Branding In The Digital Age
- 2. Unlock Your Personal Charisma



- 1. Story Selling: Sell more without selling harder
- 2. GPS Questioning System



More than a Dream

The role and function of **Insurance in Family** Offices



Gen-Z Leadership (Recruit, Retain, Resolve)

Speaker List for Breakout Session • •

Jul 2, 13:00-16:15



BELLY CHIU



JASON CHU



VICKY LAU



KINSON NG



WAISA SHUM



RONALD TO

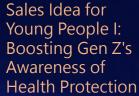


PRISCILLA YE

Leading young teams to infiltrate blue ocean of HNW clientele

How to manage Gen-Z agencies

Sales Idea for Young People II: **Investment Savings** Handling Objection



How to recruit IANG As Hong Kong insurance intermediaries, how to serve mainlander customers



Business Strategy for High-end Customer Circle



YOU SENRAN

From the Agent to the Management Master for Family Wealth Risk



CHANG CHINGHSIN

Creating Business by Customer Management system



Sanda Sa

Dayz

Date: July 2, 2024 (Tuesday)

Time: 13:00 - 16:15

Venue: T1, T2, N101 & 201 Hall, HKCEC

Gen- Z Talks										
時間		期間	T2 (300ppl)	N201(500ppl)	N101 (500ppl)	T1(600人)				
13:00 - 13	3:45	0:45	How to manage Gen-Z agencies (Cantonese: Jason Chu)	Sales Idea for Young People I: Boosting Gen Z's awareness of health protection (English: Waisa Shum)	Creating business by customer management system (Mandarin: Chang ChingHsin)	Unlock Your Personal Charisma (English: Eric Feng)				
13:45 - 14	1:15	0:30	Break							
14:15 - 15	5:00	0:45	How to recruit IANG (Cantonese: Ronald To)	GPS Questioning System (English:David King)	Business Strategy for High-end Customer Circle (Mandarin: Wang Ni)	Handling Objectior (English: Kinson Ng)				
15:00 - 15	5:30	0:30		В	reak					
15:30 16	5:15	0:45	As Hong Kong insurance intermediaries, how to serve mainlander customers (Mandarin: Priscilla Ye)	Sales Idea for Young People II: Investment Savings (English: Vicky Lau)	Leading young teams to infiltrate blue ocean of HNW clientele (Cantonese: Belly Chiu)	From the Agent to the Management Master for Family Wealth Risk (Mandarin: You Ser Ran)				

Date: July 2, 2024 (Tuesday)

Time: 17:00 - 20:00 (Seminar/Leadership Award Ceremony)

Venue: Grand Hall, HKCEC

	venue: Grand Hall, HKCEC					
	Time			Period	Item	
	16:30	-	17:00	0:30	Reception	
	17:00	-	17:30	0:30	Opening Session with Performance of HKCC & Sand Drawing	
					Kickoff Ceremony for APFinSA Day cum Awards Presentation Ceremony 2024	
	1				Picturing Moment for GOHs, Comp Rep and Hosts	
a g)			A	M	Motivation Conversation with Professional Athlete Marco Fu	
			и	Present awards to the awardees of APFinSA Pinacle Award		
		A	PFINSA		LUAF Chairman Mr. Sidney Wong	
on			\$ =-		Sponsoring company's congratulatory message and promotional video for ThaiFA APFinSA Day 2025	
					Inspiring keynote speech by Sanjay Tolani from Dubai	
					Present awards to the awardees of APFinSA Leadership Award – Gold	
					Motivation speech by famous international singer: Harrison Craig (Australia) - More	
o t					Than A Dream: The Power Of Passion and Perseverance	
/					Present awards to the awardees of APFinSA Leadership Award – Diamond/ Platinum	
n	Until	-	20:00		MC Wraps up and Completing the event	

Day Three

Event: Convention

Time: 09:00 - 18:00

Venue: Grand Hall, HKCEC

Date: 3rd July

Date: July 3, 2024 (Wednesday)

Time : 09:00 - 18:00

Venue : Grand Hall, HKCEC

Time						
8:30	-	9:00				
9:00	-					

1. How to Build a 10K Agency Team in 10 Years [Delivered by Jonash Go (Philippines)]

2. Become a sales master [Delivered by Sanjay Tolani (Dubai)]

3. Regional CEO Forum

Topics of Sharing

[Guest Host: Clement Cheung (CEO, HK Insurance Authority)]

11:45 - 13:00

Lunch

4. Story Selling: Sell more without selling harder

[Delivered by David King (Singapore)]

5. Known Loved Respected - An Insurance Agent and Leader Guide To

Reception time

Personal Branding In The Digital Age [Delivered by Eric Feng (Singapore)]

6. The role and function of Insurance in Family Offices

[Delivered by Albert So (Hong Kong)]

7. Gen-Z Leadership (Recruit, Retain, Resolve)

[Delivered by Charleson Ng/ Nicholas Chan/ Solomon Yung (Hong Kong)]

8. The Beautify of Our Career

[Delivered by Sherine Chua (Malaysia)]

9. More than a Dream (inspirational speech)

[Delivered by Michelle Siu (Hong Kong)]

Closing

Until - 18:00

0:00

Period

0:30

Event Complete

The Event



For the local price of APFinSA Day 2024 of Hong Kong, please contact the local association.

The APFinSA Day Cum Awards Ceremony 2024 will be a 2.5-day event, with the goal of allowing all participants, awardees, and non-awardees (practitioners), to learn about the organisation of APFinSA and APFinSA Awards, and to share skills and experiences together.

Ticket: SGD 268

The tickets for the event will be on Sale later. Please pay attention to our official announcement.

