

Co-organizer



-2024-

亞太區壽險理財峰會
暨 頒獎典禮

ApFInSA Day

cum

Award Presentation Ceremony

Supporting Organization:



Promotional Leaflet and Video



APFInSA Awards 2024 亞太區壽險理財總會暨典禮2024

<https://youtu.be/S87cE0ttIKM>







MORE THAN A DREAM

2024 APFInSA Day cum Award Presentation Ceremony

Achieve Insurance Excellence in Asia-Pacific

MAIN HALL SPEAKER

 CLEMENT CHEUNG, JP CEO, The Hong Kong Insurance Association	 JACKY CHAN Regional Director, Group Chief Distribution Officer	 LILLIAN NG Managing Director, Strategic Business Group	 HUYNH THANH THRONG Group Chief Executive Officer	 PHIL WITHERINGTON President and CEO, Asia	 HARRISON CRAIG	 MARCO FU	 DIL SANJAY TOLANI	
 NICHOLAS CHAN	 CHARLES NG	 MICHELLE MU	 ALBERT SO	 SOHOMEN YUNG	 SHERINE CHUA	 KINASHI GO	 ERIC FUNG	 DAVID KING

WORKSHOP SPEAKER

 WANG YI	 SEYMOUR	 BILLY CHEE	 JACKY CHEE	 VICKY FUNG	 KWONG NG	 VIVIAN SHEU	 BERNARD TO	 PATSY AU	 CHENG CHIU-PAN
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Register NOW!

Ticket Price

1-3 JULY

Hong Kong Convention and Exhibition Centre

Inquires : +852 2570 2256 / info@luahk.org

Sponsors

 健康長久好生活	 ANIANT	 安盛	 中銀人壽 BOC LIFE	 中國人壽 CHINA LIFE 海外	 CHUBB 安達人壽
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Supporting Organisation  MMTS We Make Things Happen

 +852 2570 2256
  info@luahk.org
  www.luahk.org

Promotional Videos of Some Speakers



Harrison Craig



David King



Jonash Go



Eric Feng



Marco Fu

Link of the Video from YouTube :
<https://youtu.be/IYzF0krWOfw>



Speaker List for Main Platform

Jul 3 – APFinSA Day 2024

Regional CEO Forum



CLEMENT CHEUNG, JP
CEO, The Hong Kong Insurance Authority



JACKY CHAN
Regional Chief Executive, Group Chief Distribution Officer



LILIAN NG
Managing Director, Strategic Business Group



HUYNH THANH PHONG
Group Chief Executive Officer



PHIL WITHERINGTON
President and CEO, Asia



HARRISON CRAIG
Singer of Australia



MARCO FU
HK Professional Snooker player



DR. SANJAY TOLANI
Becoming a True Financial Advisor



SHERINE CHUA

The Beauty of Our Career



JONASH GO

How to Build a 10K Agency Team in 10 Years



ERIC FENG

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



DAVID KING

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



MICHELLE SIU

More than a Dream



ALBERT SO

The role and function of Insurance in Family Offices



NICHOLAS CHAN



CHARLESON NG



SOLOMON YUNG

Gen-Z Leadership (Recruit, Retain, Resolve)

Speaker List for Breakout Session

Jul 2, 13:00-16:15



BELLY CHIU

Leading young teams to infiltrate blue ocean of HNW clientele



JASON CHU

How to manage Gen-Z agencies



VICKY LAU

Sales Idea for Young People II: Investment Savings



KINSON NG

Handling Objection



WAISA SHUM

Sales Idea for Young People I: Boosting Gen Z's Awareness of Health Protection



RONALD TO

How to recruit IANG



PRISCILLA YE

As Hong Kong insurance intermediaries, how to serve mainlander customers



WANG NI

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



Day2

Day Two

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 - 13:45	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 - 14:15	0:30	Break			
14:15 - 15:00	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 Objection (English: Kinson Ng)
15:00 - 15:30	0:30	Break			
15:30 - 16:15	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 Sen Ran)

Date: July 2, 2024 (Tuesday)

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

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
		Picturing Moment for GOHs, Comp Rep and Hosts
		Motivation Conversation with Professional Athlete Marco Fu
		Present awards to the awardees of APFinSA Pinnacle Award
		LUAF Chairman Mr. Sidney Wong
		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 Than A Dream: The Power Of Passion and Perseverance
		Present awards to the awardees of APFinSA Leadership Award – Diamond/ Platinum
Until - 20:00		MC Wraps up and Completing the event



Day3

Day Three

Event : Convention
Date : 3rd July
Time : 09:00 - 18:00
Venue : Grand Hall, HKCEC

Date : July 3, 2024 (Wednesday)
Time : 09:00 - 18:00
Venue : Grand Hall, HKCEC

Time			Period	Topics of Sharing
8:30	-	9:00	0:30	Reception time
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 [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 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	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.

Co-organizer



- Thank you -

WELCOME

To the Events

Supporting Organization:

