

The Life of Advice.



WE'RE
FOR LIFE

A series by AIA Australia.

UP TO 2
CPE HOURS
AVAILABLE

Program Overview

7.00 – 7.30am Registration

Plenary

7.30 – 7.40am Welcome
MC: Sam Tremethick, Head of IFA Distribution AIA Australia

7.40 – 8.30am Key Note Address
AIA Australia: A Vision for Life, Wealth and Health
Damien Mu, CEO AIA Australia and New Zealand
Pina Sciarrone, Chief Retail Insurance Officer AIA Australia

With up to 2 CPE hours available – take a deep dive by attending 2 breakout sessions of your choice:

Breakout session 1

8.45 – 9.35am Please choose one of the following:

1. AIA Australia and Health
2. Term Level
3. AIA Vitality and Client Engagement
Special Guest: Evaluesco
Financial Services

Breakout session 2

9.50 – 10.40am Please choose one of the following:

1. AIA Australia and Health
2. Term Level
3. AIA Vitality and Client Engagement
Special Guest: Evaluesco
Financial Services

Return to plenary

10.45 – 11am Life of Advice Series, Reflections and Close
MC – Sam Tremethick, Head of IFA Distribution AIA Australia

Breakout Synopsis

AIA Australia and Health

Learn how AIA Australia intends to shake up the health insurance market and how this could be a new driver of growth for your business

Speaker: Harry Efthimou, Chief Health Insurance Officer AIA Australia

Health insurance is one of the largest items of expenditure for Australian households and it plays an important role in supporting people's health and financial wellbeing.

In this session you will learn about what AIA Australia is doing to launch new health insurance products, their distribution strategy and the opportunities this creates for your business.

You will also learn about the dynamics of the health insurance industry, what consumers are looking for in health insurance and how AIA Australia's health insurance proposition meets these needs and what to do if you'd like to offer health insurance to your clients.

Term Level

Offering greater flexibility and tailoring to your client's needs

Speaker: Andrew Barker, Head of Product and Pricing AIA Australia

Term Level allows you to better match the right premium structure to your clients' life stages, whether they're buying a house, starting a family, sending their kids to school or running a business.

In this session we will discuss advice scenarios and case studies and find out how Term Level:

- Offers significant savings on premiums
 - Offers cumulative premiums that are lower than cumulative stepped premiums in most instances
 - Bridges the affordability gap between level and stepped premiums
 - Provides the predictability of a true level premium for the selected term, helping your clients avoid yearly stepped premium increases.
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AIA Vitality and Client Engagement

Supporting clients on their health journey

Speaker: Renae Smith, Chief Marketing Officer AIA Australia

We know that taking care of your health on a daily basis can increase both the length and quality of your life.

AIA Vitality is our health and wellbeing program that incentivises behaviour change through engagement. By understanding their personal health and working towards improving it, members can achieve a healthier lifestyle – while enjoying great benefits and rewards, including discounts up to 20% on eligible AIA Australia insurance policies.

In this session we will share the exciting changes to the AIA Vitality program that will continue to support you and your clients in finding your further. These changes will include personalised weekly activity targets, a wider range of rewards as well as the opportunity to earn more AIA Vitality points.

Also hear how focussing on a healthy, wealthy and happy value proposition leads to be better client engagement from **our Special Guest, Evaluesco Financial Services.**

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