



BUSINESS OPPORTUNITY SHARING

the opportunity of a lifetime

CONTACT : 0122236921 / 0133570680

Why?



Why Insurance?

What's the big deal about the insurance industry? Is it really like how people say it is?

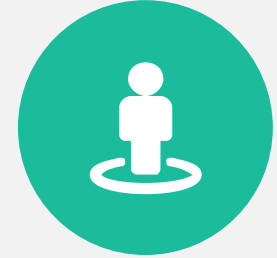
Step 1



Why Great Eastern?

Who or what is Great Eastern?
Why would I want to associate myself with them?

Step 2



Why Agent?

What benefit is there to this career path? Why not others?

Step 3



Why Insurance?

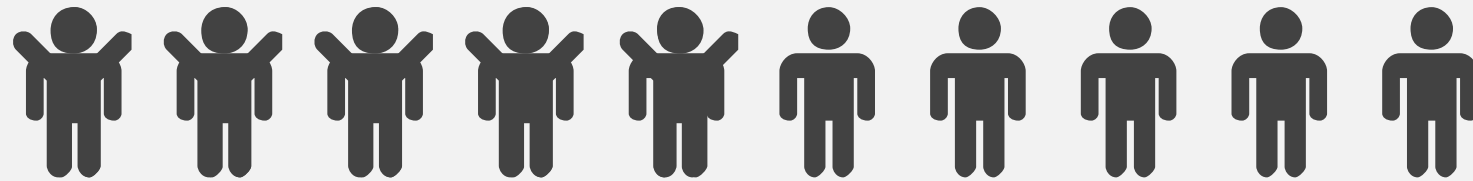
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Why Insurance?



Do you know how many Malaysians are insured?



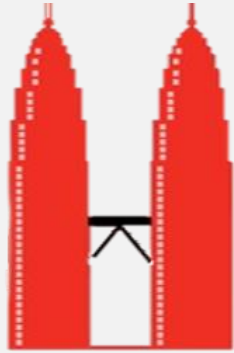
Only 50%

14 million uninsured Malaysians

Why Insurance?



What is the insurance market penetration rate?



Malaysia
56%



Singapore
237%



Taiwan
223%

Under the Economic Transformation Programme,
Malaysian Government wants to increase the rate to **70%**

Why Insurance?



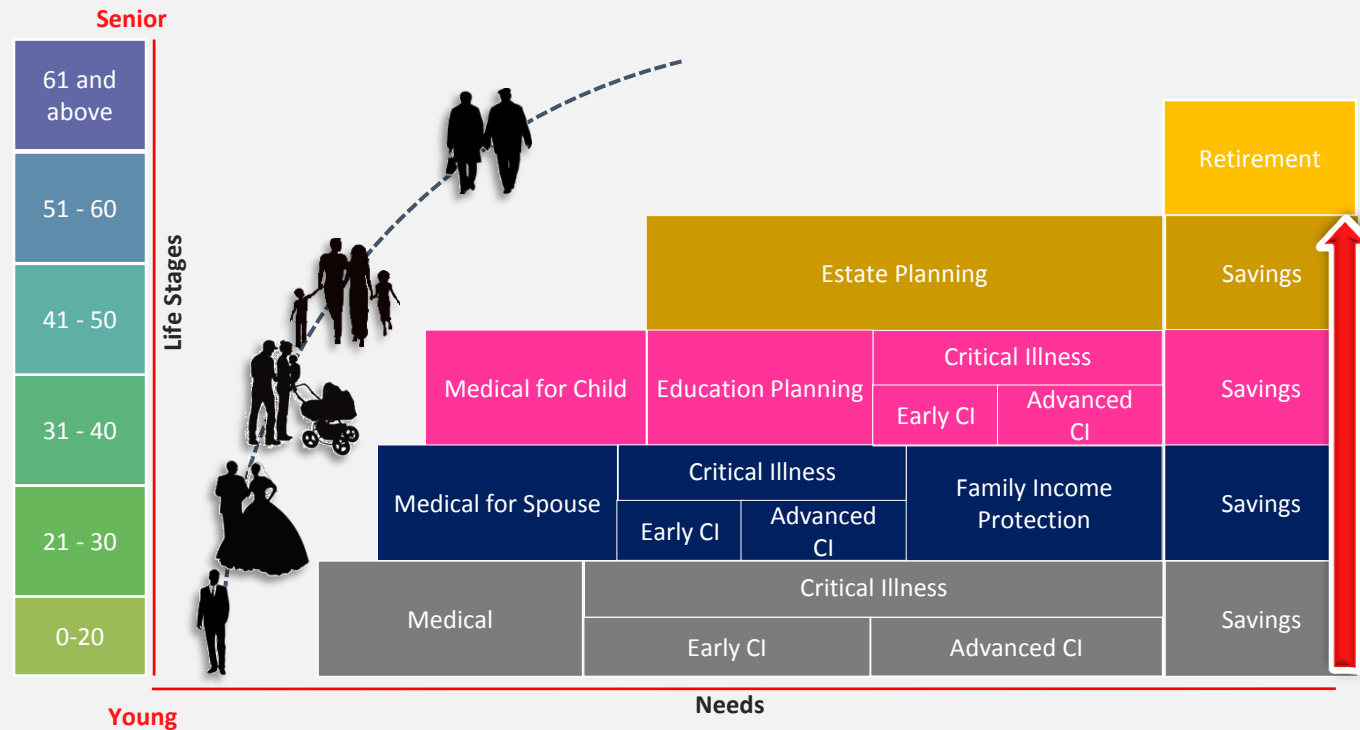
Married

Students

Young Family

Needs for every stage of life

Why Insurance?



Solutions for every stage of life

Why Insurance?

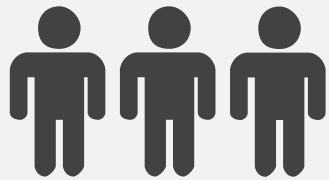


- **60%** of Malaysians between 20 & 40 years old are planning to buy life or health insurance products in the next 12 months due to worries about high medical cost and longer life span.
- **61%** of Malaysians are concerned about the amount they have to pay for medical expenses relating to major illness.
- **81%** respondent prefers to buy insurance through insurance agents
- **43%** of Malaysians say financial soundness is the most important criteria for choosing an insurance company

Why Insurance?



How many Malaysian adults have hypertension?



1:3

How many Malaysians will develop cancer by 75 years old?



1:4

How many Malaysian adults have diabetes?



1:7

90,000 -100,000 people in Malaysia living with cancer at any one time

Why Insurance?



ASEAN Costs in
Oncology (ACTION)
study by the
George Institute for
Global Health

11% did not make it past the 1st year of payment

45% of cancer patients face financial crisis after 1
year of diagnosis

46% of cancer patients had used up their personal savings

39% could not pay for medication

35% could not pay for medical consultation fees or tests

22% could not pay for rent or mortgage

19% had to discontinue treatment



Why Great Eastern?

the opportunity of a lifetime

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Why Great Eastern?



Recognized as the best.

Why Great Eastern?



- RM70.1 billion asset size
- 3 million policies in force

Why Great Eastern?



Great Eastern	RM 70 billion
AIA	RM 47 billion
Prudential	RM 24 billion
Etiqua	RM 18 billion
Hong Leong Assurance	RM 13 billion

LARGEST Asset Size BY FAR

Why Great Eastern?



Reader's Digest Trusted Brand Gold Award

12 consecutive wins from 2004 – 2015, longest winning life insurance company.



Asia Corporate Excellence & Sustainability Awards

Top Community Care Companies in Asia (2014) for ChildrenCare



Asia Insurance Review : Life Insurance Company of the Year Award
2 wins on 2011 and 2013.



Frost & Sullivan Malaysia Excellence Awards

2013: Private Health Insurance Provider of the Year

Frost & Sullivan Malaysia Excellence Awards 2015: Customer Service



The BrandLaureate Billion Dollar Award and The BrandLaureate Special Edition World Awards 2014 – 2015

Brand Excellence in Life Insurance (Product Innovation)



Utusan Business Awards

2015: Industry Excellence in Insurance Award

Recognized as the best.

Why Great Eastern?



21 Branches

1,000 Agency Offices

Why Great Eastern?



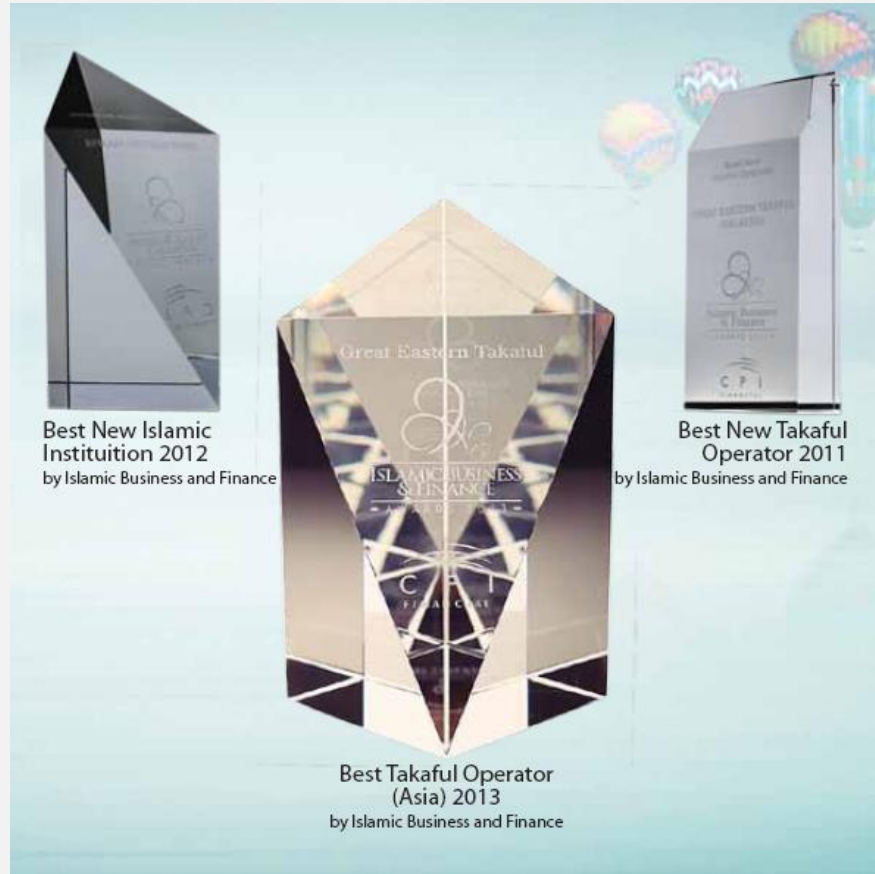
ASEAN'S STRONGEST BANK
AMONG WORLD'S 5 STRONGEST FOR 5 YEARS



Ranked by Bloomberg Markets

Backed by the best.

Why Great Eastern?



GREAT EASTERN TAKAFUL

Best New Takaful Operator 2011
by Islamic Business and Finance

Best New Islamic Institution 2012
by Islamic Business and Finance

Best Takaful Operator (Asia) 2013
by Islamic Business and Finance

Why Great Eastern?



Great Eastern Life is not just a life insurance company, we're a **LIFE** company.

Why Great Eastern?



Great Eastern cares not just about the claim or payout,
But also the health and wellness of our customers

Why Great Eastern?

EVENTS LINED UP FOR 2016



Jay Chou



Viper



Amei

Why Great Eastern?

All the systems you
need is in place to
support you



e-Sub (Electronic Proposal Submission)

No more paperwork, so you can concentrate on the important things.

e-Magnum (Electronic Underwriting)

Speeds up the decision making process; you can now process standard cases as quickly as 24 hours!

StarBuddy

Get referrals and expand your customer base.

ePartner

Helps you manage your business anytime, anywhere.

LAMP

Plan out your training courses entirely online.



Why Great Eastern?



- **RM70.1 billion** asset size
- **3 million** policies in force
- **RM26 million** invested in state-of-the-art training centre and training curriculum

Why Great Eastern?



RM26 Million Invested in First Class Training Facilities & Curriculum

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Why Great Eastern?



1 Great Hall

2 Theatre Auditoriums

13 Training Rooms

7 Discussion Rooms

1 Video Conferencing Room

1 Premier Business Lounge

1 Live Great Café

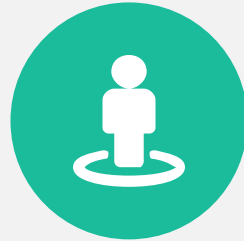
2 Computer Labs

RM26 Million Invested in First Class Training Facilities & Curriculum

Why Great Eastern?



Our “Executive Coaching & Mentoring Certification Programme” gives you exemption to pursue **Masters in Applied Coaching** at HELP University

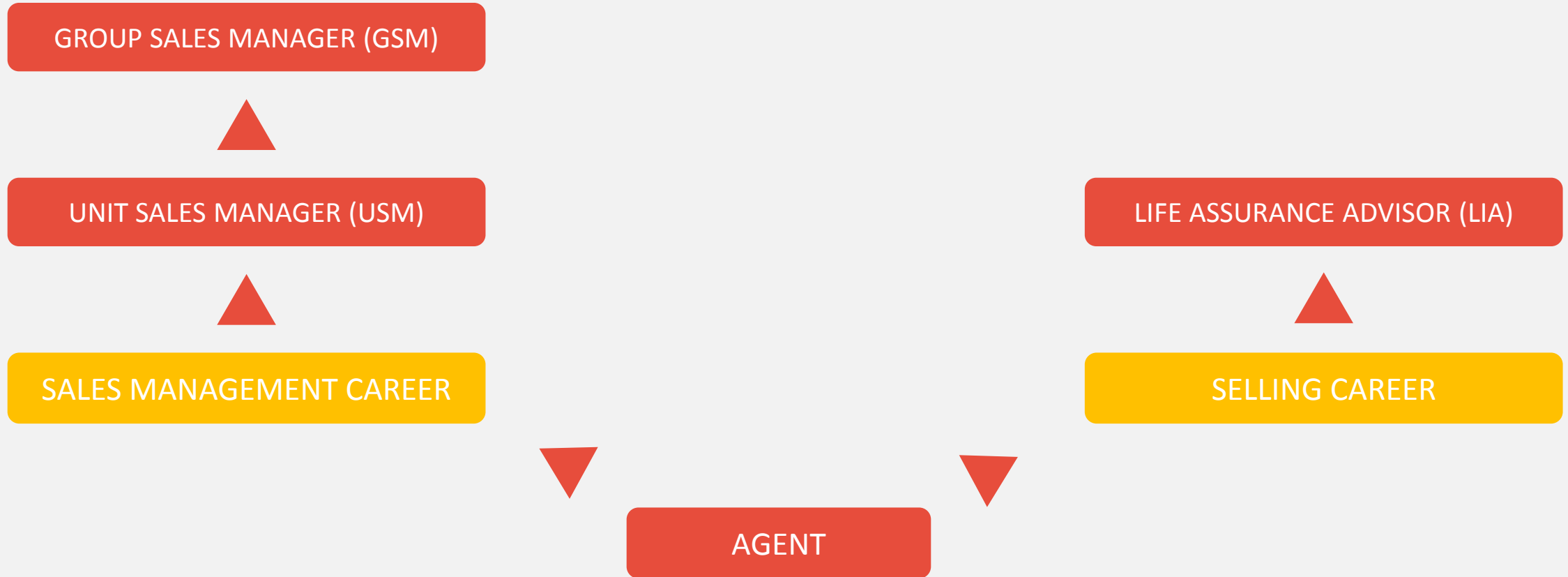
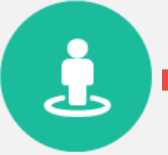


Why Agent?

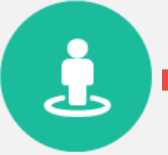
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Why Agent?



Why Agent?



More Gen Y joining than ever!
(% of new agents)



66%



2013



67%



2014

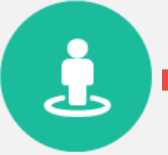


73%



2015

Why Agent?



What are Gen Y interested in?

Work that **EXCITES**



Opportunities to **LEARN**

Maximize **TALENTS**

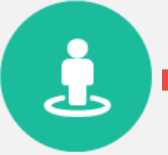


Rewarded **GENEROUSLY**

Be **MENTORED**

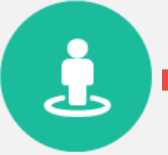


Why Agent?



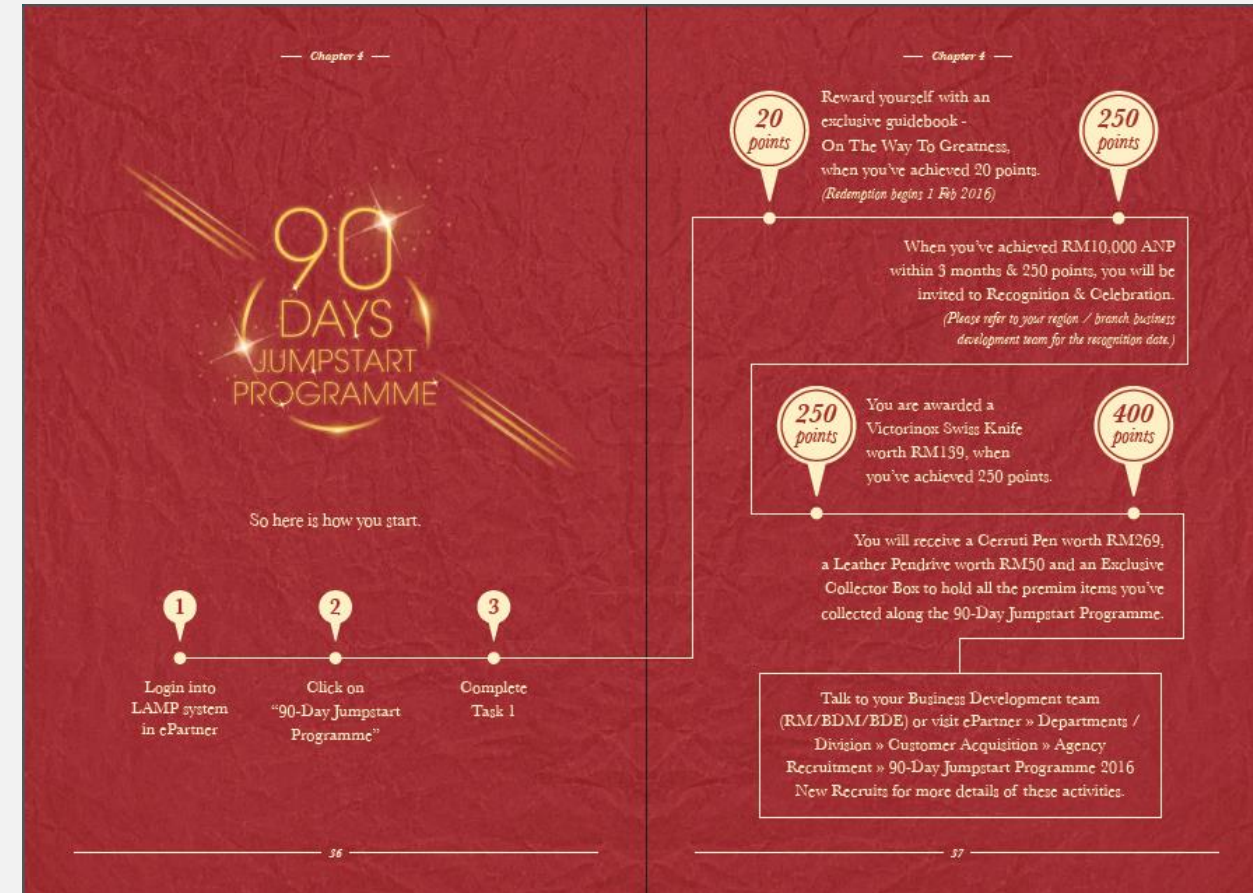
The first 90 Days as an agent are crucial. Jumpstart your career with this easy to follow programme!

Why Agent?

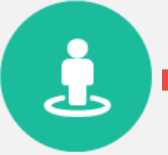


The guide is designed to make your transition to becoming an agent as smooth and seamless as possible.

Collect rewards along the way!



Why Agent?



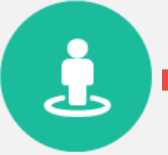
Get all this just by following easy steps!

Why Agent?

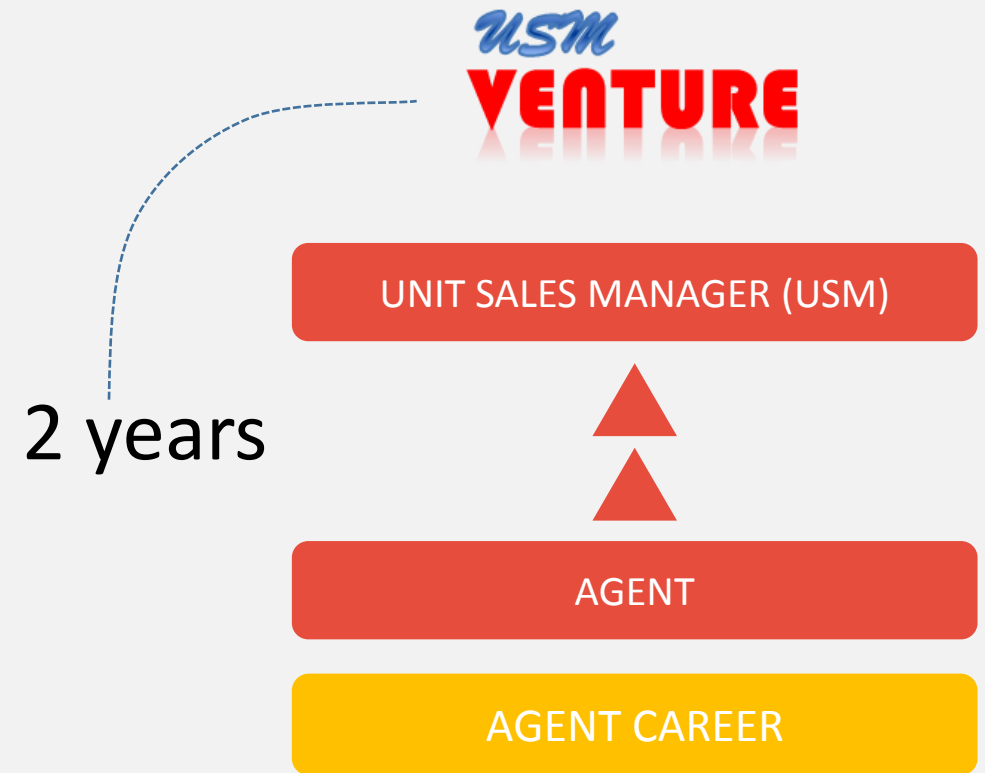


90jumpstart.com

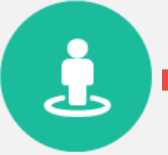
Why Agent?



VS



Why Agent?



Your promotion is our priority

2 years and you will never be the same again

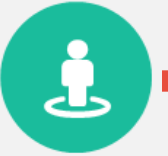
Why Agent?



www.usmventure.com

www.facebook.com/usmventure

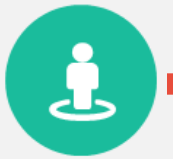
Why Agent?



Cash Rewards along the way!



Why Agent?





THANK YOU

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