

OUTSTANDING

Agent of the Year

This award focuses on the development of long term relationships with clients and insurers, commitment to promoting the work of the industry and the company as well as enhancing the industry image, and demonstration of professionalism and industry expertise. The award recognises service excellence with vivid example(s) of overcoming difficulties or outstanding performance for clients. The award winner should also be able to make a positive impact on people's lives and inspire others as a role model.

THE TOP 3



Apollo Lau

Dr Apollo Lau Ka-kui is a 31-year industry veteran lives by the principle: "Passion + Commitment = Success". He has been an MDRT member for 31 years and qualified as an MDRT Life member in 2005. Always striving to lead by example, Apollo insists on submitting over 100 policies by himself every year. While leading a successful team for more than 25 years, he has won multiple prestigious awards including the National Management Award.

Passionately dedicated to the insurance



▲ Striving for excellence, Apollo has led a successful team for over 25 years. By writing books and giving lectures, he passes on his experience to the next generation.

industry, Apollo became a member of the Board of Directors of General Agents and Managers Association of Hong Kong in 2000 and was appointed as President in 2009. He writes books, speaks at industry events, and gives university lectures in order to pass on his experience to the next generation. Apollo seizes every learning opportunity. In addition to 3 postgraduate degrees, he completed a PhD in Management at Beijing Normal University last year.



▲ Kathy, a Senior Regional Manager at Prudential, leads a team of more than 100 professional financial consultants.



▲ Kathy has achieved MDRT status 13 times, with five COT qualifications and one TOT honour.



Kathy Siu

Kathy Siu is a professional financial consultant with 14 years' experience. She has been a member of MDRT (Million Dollar Round Table) 13 times, five with COT (Court of Table) status and once with TOT (Top of the Table) honour. A Senior Regional Manager at Prudential, Kathy leads 100 agents and is a mentor for the award-winning "Run to MDRT" training programme.

After graduating from the University of Melbourne in 2006, Kathy pursued a career as an insurance professional at Prudential. She is the only agent to have won both the

Outstanding Young Salesperson Award and the Distinguished Salesperson Award, and has been presented with the Forbes China Insurance Elite 100 Platinum Award.

Kathy aspires to be a role model for new agents. She is committed to the industry, serving on numerous professional committees and volunteering in charitable services. To achieve her vision of serving the community, she founded the Preschool Vision Screening and Education Centre and the Summit International Youth Leadership Association.



▲ UTOPIA team broke the world record and achieved the miracle of 100% MDRT in 2016. The team is composed of young professionals with an average age of 31.



▲ The book launch event of "The Key To Building A 100% MDRT Team". The book has become an all-time bestseller in the insurance category locally.



Wave Chow

Wave Chow has embarked on his life's journey as an Insurance Agent for over 20 years. He keenly stays abreast of industry developments and has earned 15 professional qualifications. As a Senior District Director at AIA Hong Kong, he leads an outstanding team of nearly 400 young professionals, of which 96% of them are tertiary graduates and over 70% have their Masters and Doctorates. After earning his recognition as an MDRT Honour and Life Member, he led by example

and groomed his team to achieve a 100% MDRT miracle (including 38.7% TOT & COT) in 2016. Not only is he a prolific columnist for 3 publications and a bestselling author for 3 books, he is also an international speaker who has delivered over 400 speeches to more than 70,000 members of the audience. He also won the Asia Trusted Life Agents and Advisers Award – Insurance Agency Leader of the Year in 2019 and Digital Agency Leader of the Year in 2020 respectively.