



## Outstanding Young Professional of the Year - Intermediary Award

This award recognises a young insurance professional under 35 years of age with more than 3 years of experience in the industry. He/she must demonstrate excellence/achievement in the industry that is distinct from the norm. Nominees should also show the potential for leadership and a commitment to the advancement for the insurance industry.



**Mr Ray Iu**  
MetLife Limited



Mr. Ray Iu, Associate  
Division Director of  
MetLife Hong Kong



Ray Iu received the Agency  
Leader of the Year Award  
(Champion) from Mr. Lee Wood,  
CEO of MetLife Hong Kong

Ray Iu joined the insurance industry in 2007. He worked in the film industry prior to that, and becoming a film director has always been his aspiration.

Ray's vision is to have a career that allows him to have a meaningful journey. The "work hard, play hard" mantra is his key to success. He started recruiting in 2009 and focused on recruiting underprivileged teenagers, hoping to create more opportunities for them to achieve their dreams. Currently, he is leading a team of over 90 agents, of which 97% are under age 30. So far the team has nurtured 6 managers, 1 COT and 3 MDRT.

Ray has won several GAMA awards over the years, including Rookie Manager Award, Best Growth Award (Gold), Frontline Leader Award (Gold) and International Management Award (Gold). In MetLife, he was the Champion of Agency Leader of the Year (Associate Division Director) in both 2015 and 2016, and also the Champion Recruiter of the Year in 2015.

With his team's support, He has produced 2 micro films and a song to promote the importance of insurance.

Ray will continue to expand his team and to assist his team members to achieve their own dreams.



**Mr Steven Wang**  
AIA International Limited



Steven Personal  
Professional Photo



Steven's core Team Building  
in 2017

Mr. Wang Chenjie, Steven, joined AIA in 2013 as fresh graduate after finishing his two Masters degrees from USA and HKUST. Since then, he has achieved 4 times MDRT, including 1 COT and 1 TOT. His philosophy is "keep sharing personal growth makes you increasingly more attractive to clients and potential candidates". Since he was promoted to agency leader in 2014, he keeps applying the philosophy and managed to build a "MBA school" style young professional agency, which has grown from 5 persons in 2015 to 55 persons in 2017 so far and achieved 1st runner up AIA UM level agency of AIA in 2016 as well as 100% MDRT ratio. His agency name is "Attraction", using their own excellence to attract more excellent clients and teammates.



**Ms Xu Meng**  
Prudential Hong Kong Limited



Xu Meng represented  
Prudential in 2015  
to win the Oscar in  
insurance industry - 47th  
Distinguished Salesperson  
Award Top 5



Xu Meng's team, Trusty Agency, has totally 158 team members

Xu Meng, the founder of Trusty Agency, quickly achieved double MDRT within one and half months since she joined Prudential in November 2013, followed by COT in 2014 and TOT in 2015 and 2016. She is not only the youngest but also the fastest to be promoted as a Regional Director at Prudential Hong Kong. Xu Meng was invited as a sharing guest to many Prudential events, and was the tutor of the Prudential Young Leadership Programme. Moreover, Xu Meng represented Prudential in 2015 and won the Top 5 Award at the prestigious 47<sup>th</sup> Distinguished Salesperson Award held by the Hong Kong Management Association in 2015.

Xu Meng graduated from Zhejiang University in 2011 and holds a Master degree of Social Science from The Chinese University of Hong Kong (CUHK) in 2012. Xu Meng's team, Trusty Agency, has a total of 158 team members. Trusty is committed to developing professional and elite financial consultants and nurturing more insurance talents in Hong Kong.