

OUTSTANDING

Young Professional of the Year

INTERMEDIARY

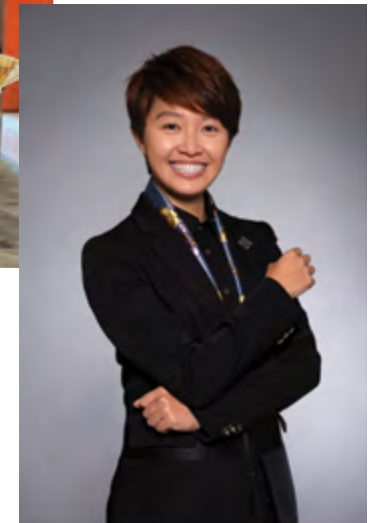
This award recognises a young insurance professional under 35 years of age with more than 3 years of experience in the industry. He/she must demonstrate excellence/achievement in the industry that is distinct from the norm. Nominees should also show the potential for leadership and a commitment to the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



THE TOP 3



▲ No one is perfect, but a team can be. Full of love in her team. Not only work hard, but also play hard.



▲ Koobee's first time to achieve MDRT was just a start to be a MDRT life member. Don't let your dream be dreams!



Koobee Lau

Koobee Lau Hoi Yan joined FWD in 2014 and has achieved MDRT for four years in a row. Living by the principle "Don't let your dream be dreams", she works hard to pursue her goals constantly. Her effort was recognised as she was commended the Best Young Agent Award in FWD - First Runner up, the 53rd Distinguished Salesperson Award by HKMA and the International Management Award at GAMA in 2021.

To further develop her professionalism, she takes various courses to qualify herself as an Associate Chartered Financial Practitioner

and Qualified Retirement Adviser. She became a branch manager in 2020 and pro-actively recruits new joiners to strengthen her team, which is composed of young professionals, all holding degrees or above.

Other than her passion towards her profession, Koobee loves to do philanthropic work to support disadvantaged groups in the society. Apart from routine volunteering, she also participated in the 250KM ultramarathon in the Sahara Desert to raise money for the Hong Chi Association, a charity to serve people with intellectual disabilities and their families.



▲ UFAA District members are mostly young and energetic, with an average age of 26, and consist of fresh graduates or experts from other professions such as banking and aviation.



▲ Matthew Lo, District Director of AIA Hong Kong, believes in unity within teams through trusty ties between members.



Matthew Lo

Matthew Lo joined AIA Hong Kong since his graduation in 2010 from City University of Hong Kong with a Bachelor's Degree in Marketing. Consistently displaying his forward-thinking and resolute mindset over the years, he successfully established the UFAA District and was promoted to District Director in 2021.

At present, Matthew leads a remarkable team of nearly 100 professionals, of whom

most are university graduates. UFAA District provides a vibrant and passionate working environment for young aspiring graduates to fully achieve their career potential. With a unique focus on sports, his team attracts young and promising athletes who value both sports and business accomplishments.

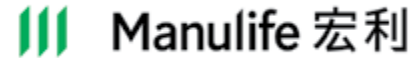
In the coming years, UFAA District aims to bring a new dimension and set a new standard of quality for the insurance industry.



▲ Leading a team of 40, with different background and prior work experience, Nicholas believes that we could be the future of the industry.



▲ More than thankful to receive honour from LUAHK, as the Distinguished Young Agent Award 2020, with also the Rookie Insurance Agent of the Year by the Asia Trusted Life Agents & Advisors Awards.



Nicholas Chan

Graduating from journalism school of CUHK, I was a TV sports host before becoming a financial advisor in June 2018. Without prior knowledge of finance and sales, I finished my first COT in 6 months' time as a rookie, setting one of the youngest achiever records of Manulife HK. As I focused on providing professional services to millennials, who are well-educated and critical, I decided to pursue a master's degree of Finance in the Hong Kong Polytechnic University, while

using my Instagram platform @justnickit_ to empower and educate my clients with interactive ways. With #AgentNick, it helped me to establish a unique branding, that even through social unrest in 2019 and COVID in 2020, I was able to breakthrough and finished TOT in both difficult years. With a vision of redefining the image of the industry, I grew a team of 40 energetic youngsters in less than a year, hoping to influence the market in a positive way.