

## **5. Mr.NG – Banking and Finance - Wealth Management Manager**

As a young person

I do not hope that I only work in an office anonymously

And get promoted slowly

So I chose to work in AIA for insurance industry

My job duty is wealth management

Depending on age

There are also products that suit people of different age groups

This allows the industry to have a room for staff to realise their talents

This continuous developing space is the reason I got into the industry

The main working content is to sell products related to daily lives

We sell medical insurance, life insurance or some money saving products to help the customers to manage their wealth

Nowadays, there are some products about inheriting wealth

That people can pass it to the next generation

At the beginning, I often think

Why would I package the products and their concepts in such a flat way

While the others could make them so vividly and energetically with emotions

And even the customers who listen can feel the emotion

This is the difference between the others and I

So I will learn to be better

The challenge is that

I have a big client

Whom still cannot trust me until now

Since he is older than me

It is like a young person and an elderly

There is no way to communicate effectively

So I am still trying

In contrast

This job has given me a lot of time to let me do what I want  
The working time is flexible  
I can arrange the urgent things in a specific period of time  
And I don't need to be in the office at a certain period of time  
Or do some specific work  
I can have more private time  
Many people cannot continue in this industry  
Because the income in the first three months is unstable  
Then they will imagine that the situation will continue for the next three years  
Or even for the whole life  
But it will not happen necessarily  
I encourage them to try  
Because the room for development for the future in insurance industry is huge  
Not everyone would pay all the installments in one or two years  
But a few decades  
So there will be new commission every year  
Moreover, if you continue in this industry  
You will find that your clients will introduce you new clients  
When they trust you gradually  
It is a bit difficult at the beginning  
It is hard  
However, if you take care of the clients well  
They will keep introducing you new clients