

# Aaron Tan

AIA BHD



**SUCCESS DOES NOT COME FROM COMFORT ZONE**

## MDRT Qualification

- Qualifying 8x MDRT with 2 COT

## MDRT & Leadership

- **2019 MDRT First-Time Qualifier**
- **2024 Served in MDRT MCC**  
Assistant Director of PGA
- **2024-2025 Served in MDRT MCC**  
Director of Events and Sponsorship
- **2025-2026 Served in MDRT MCC**  
Director of PDC
- **2024-2025: Company Chair**  
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- **2025-2026: Central Region Chair**  
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## Speaker Experience

- Malaysia MDRT Day, 2021, 2023
- MDRT Speaker for MCIS in various regions, 2023
- Malaysia MDRT Final Sprint, 2024
- Platform speaker Hanwa Life Insurance, Indonesia, 2024
- Malaysia MDRT Gives Day, 2024
- MDRT Connects, 2025
- Great Eastern GSPC Kickoff, 2025
- Allianz Northern Final Sprint, 2025
- Prudential Singapore, 2025

## Achievements & Recognition

- Regional Rookie Champion, 2019
- National Top 3 Rookie, 2019
- MDRT Builder award, 2020-2024
- CMF 10 Million Club Award, 2022
- IDA Silver Dragon Award, 2022
- Million Dollar Agency Leader, 2020-2024
- Certified AIA Fincoach Practitioner
- More than 100 cases in my early years
- MDRT since FIRST year in industry

## Preferred Language

- Mandarin, English, Bahasa Malaysia

## Area of Expertise

- **Objection handling** (high closing ratio)
- **Large case size**
- **Wealth generation**

Together We Climb