

HNW Insurance in Asia – Trends, Market Developments and Strategies

3.00pm

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- The pandemic has provided a major fillip for the life solutions market, but also hampered some of the execution, due to remote working and lack of normal travel. How has the life market come through these hurdles and is it yet achieving its potential in Asia?
- What needs to happen to take the life solutions market in Asia to the next level?
- UL, VUL, IUL, Whole of Life, Savings Plans, PPLI? Other new products? What types of solutions are in vogue today, what is coming through, what are the key differences, and what suits which types of clients?
- Does the average private banker or EAM RM understand enough about the life products and solutions, or what needs to happen to boost their knowledge, engagement and involvement?
- If you work directly with private clients, how should you begin the conversations, how should you then work with the specialist distributors and agencies to further advance these solutions for Asia's private clients, and very importantly, how do you participate properly and legally in the fee income/commissions?
- How do wealth managers promote each of these solutions within the bounds of regulation/compliance, and are the rules/guidelines changing?
- Leverage is also an important part of the life solutions market, so how does leverage apply to life policies, who can provide the funding and how and when do you get involved?
- Is inflation now a major factor to consider when assessing the right policies?
- What role can life solutions play in estate and legacy planning, and which are the most appropriate structures?
- What sort of additional training and education is required for any RMs or advisors to be able to promote these sophisticated products?
- Should the wealth industry be engaging the second and third generations in such discussions, and if so, how?

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4.00pm

Webinar Ends