

# HNW Life Insurance - Opportunities in the Post Covid-19 World

3.00pm

HNW Life Insurance - Opportunities in the Post Covid-19 World

- What new product innovation are we seeing today?
- What will HNW insurance look like in the post Covid-19 world?
- How does the low interest rate and investment environment today affect the sustainability and performance of existing products?
- Are there any underwriting issues?
- What practical problems are you experiencing in the sales process in this environment?
- How are you engaging with prospects?
- Multi pay vs single pay – what's more appealing today?
- Trends – demands for which type of products? UL, VUL, PPLI, Indexed Universal Life (IUL), whole of life etc.
- How is insurance complementary to the broader asset protection and wealth transition opportunity?

Woon Shiu Lee

Managing Director & Group Head of Wealth Planning, Family Office & Insurance Solutions  
DBS Private Bank

Benn Ng

Managing Director, Relationship Management  
Raffles Family Office

David Varley

Chief Partnership Officer - Brokerage, International HuBS  
Sun Life

Yannick Haeni

Chief Executive Officer, 1291 Group Asia  
1291 Group

Lee Sleight

Head of Business Development, Asia  
Lombard International Assurance

4.00pm

Webinar Ends