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With photos

## Manulife announces 17 senior agency promotions

**Hong Kong** — Some 17 agency leaders have been promoted by Manulife in Hong Kong in recognition of their outstanding performance and contribution to the professionalism and customer-centricity of its sales force.

Heading the list is **Peter Shum**, who becomes Manulife Hong Kong's first-ever **Senior Executive Regional Director**. Mr. Shum joined Manulife Hong Kong in 1973 and has achieved remarkable results both in sales and recruitment. He has built a highly devoted and professional team and was honoured with the Manulife Excellence Award in 2013. He is also a two-time winner of Manulife global Star of Excellence in 1996 and 2010.

Mr. Shum is a frequent winner of industry awards from the General Agents and Managers Association (GAMA), in particular achieving the Frontline Leader Award, International Management Award and Master Agency Award since 1997. He also received the Distinguished Manager Award from the Life Underwriters Association of Hong Kong in 1993 and in the years 1996 to 2007. Mr. Shum's extraordinary achievements throughout the years have earned him the greatest respect both within Manulife Hong Kong and from the industry at large.

**Johnny Chan's** remarkable achievements have been rewarded with promotion to **Executive Regional Director**. Since joining Manulife Hong Kong in 2009, he has been Regional Director of the Year with top growth and productivity in 2011, and went on to record exceptionally high production figure in 2013 and 2014. Mr. Chan's outstanding abilities have also been recognized by the industry as a whole: he is a frequent qualifier for GAMA awards, attaining those of Frontline Leader Award (Platinum), Master Agency Award for six consecutive years from 2011 to 2016, and International Management Award (Diamond) from 2011 to 2012 and again from 2014 to 2016. He has also achieved numerous Distinguished Manager Awards, and was the President of the Life Underwriters Association of Hong Kong in 2006. Mr. Chan, who serves on many internal advisory committees, has made a tremendous contribution to the development of Manulife Hong Kong's agency force.

**Andy Tse** has been promoted to **Executive Regional Director**. Since joining Manulife Hong Kong in 2009, Mr. Tse has demonstrated leadership qualities. He is the first manager ever to be promoted to Senior Regional Director and Executive Regional Director within the same year. He is a consistent winner of awards from GAMA, in particular garnering its Frontline Leader Diamond and Gold Awards, International Management Award (Diamond) and its Master Agency Award between 2013 and 2016. From 2013 onwards, he won many agency-management awards, including Regional Director of the Year in production, growth, productivity and recruitment.







Another continuing success story is that of **David Li**, who has been promoted to **Senior Regional Director**. Mr. Li joined Manulife Hong Kong in 1985 and was progressively promoted from Unit Manger to Senior Regional Director over the last three decades. Mr. Li has won numerous awards including GAMA's Frontline Leader Award (Silver), International Management Award (Diamond) and its Master Agency Award from 2007 to 2009 and from 2013 to 2016. He is a regular overseas-conference qualifier and his outstanding performance has earned him the International Quality Award for 14 years.

There were promotions too for **Gigi So, Nelson Ho, Veni Hui, Mabel Chong, Anna Ng Shum** and **Daniel Tang**, all of whom have been appointed **Senior District Directors** for the part they have played in the success and development of Manulife Hong Kong's agency force over the years.

**Alan Lam, Ray Ngan, Kim-Yan Wong, Franco Tsui, Dave Lee, Garvin Siu** and **Ray Fok** have been promoted to the position of **District Director**, in recognition of their achievements and contribution to the company.

Photos:

Senior Executive Regional Director	 <p data-bbox="699 1077 870 1108">Peter Shum</p>	
Executive Regional Directors	 <p data-bbox="699 1465 886 1497">Johnny Chan</p>	 <p data-bbox="1068 1465 1206 1497">Andy Tse</p>
Senior Regional Director	 <p data-bbox="699 1856 816 1887">David Li</p>	



## About Manulife Hong Kong

Manulife Hong Kong offers a diverse range of protection and wealth products and services to individual and corporate customers via Manulife (International) Limited, Manulife Asset Management (Hong Kong) Limited and Manulife Provident Funds Trust Company Limited, which are members of the Manulife group of companies.

## About Manulife

Manulife Financial Corporation is a leading international financial services group that helps people achieve their dreams and aspirations by putting customers' needs first and providing the right advice and solutions. We operate as John Hancock in the United States and Manulife elsewhere. We provide financial advice, insurance, as well as wealth and asset management solutions for individuals, groups and institutions. At the end of 2016, we had approximately 35,000 employees, 70,000 agents, and thousands of distribution partners, serving more than 22 million customers. At the end of 2016, we had \$977 billion (HK\$5,646 billion) in assets under management and administration, and in the previous 12 months we made almost \$26 billion in payments to our customers. Our principal operations are in Asia, Canada and the United States where we have served customers for more than 100 years. With our global headquarters in Toronto, Canada, we trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong.

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