

News Release

For Immediate Release
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Manulife Collaborates with MDRT to Drive Quality Agency Force Growth and Strengthen Customer Focus

HONG KONG – Manulife Asia announced Thursday, January 16, that it has signed a three-year Exclusive Premier Sponsorship agreement with the Million Dollar Round Table (MDRT), a global, independent association of the world’s leading insurance and financial services professionals from 85 nations and territories and more than 700 companies.

The program, started on January 1, 2025, is a strategic initiative to drive high quality, sustainable growth for Manulife’s agency force by better providing agents with essential tools and knowledge to advance their skills and careers in the life insurance and financial services industry. Recognized globally as the standard of excellence, MDRT’s collaboration with Manulife, which ranked third worldwide in MDRT members in 2023, solidifies Manulife’s leadership in the industry and inspires its professionals to expand their expertise as the insurance sector evolves.

“The signing of Manulife’s Premier sponsorship deal with MDRT represents a tremendous opportunity for our company to grow and advance by further professionalizing our strong agency force. This renewed sponsorship underlines our continuous dedication to developing our team and upholding the outstanding quality of our agency force. Our professional agents are crucial to maintaining trusted relationships with our customers and they make a positive difference in the lives of the communities that we serve across the region,” said **Rishi Srivastava, Chief Agency Officer, Manulife Asia.**

This three-year MDRT sponsorship program supports career advancement for top agents at all Manulife markets at all stages, from newcomers to future leaders, ensuring that Manulife’s customers receive quality advice and comprehensive services from well-trained and motivated professionals. This initiative encompasses a range of tailored development programs, including Academy Train the Trainer year-round support, in-person workshops supporting both agency leaders and MDRTs by MDRT expert speakers, and other valuable learning content and online courses, all aimed at enhancing the skills and knowledge of Manulife’s agency force to better serve their customers in the region.

In the Philippines, Manulife has been taking steps to support and equip their agency force with the recent launch of LEAP (League of Extraordinary Advisors Program). LEAP is an initiative aimed at providing financial advisors with learning, coaching and mentorship opportunities to become MDRT members and leaders. The courses cover local and global best practices, top sales ideas, as well as MDRT tools, and include mentoring sessions and performance coaching. Additionally, Manulife Philippines has rolled out an industry-first program, which provides special



career progression to financial advisors who achieve Top of the Table (TOT) and Court of the Table (COT) honors.

“Achieving our mission to make decisions easier and lives better for customers means strengthening our agency force by investing in their learning and development. At Manulife Philippines, we are committed to setting up our financial advisors for success, so they can better serve our customers while also empowering them to acquire best practices from fellow advisors and agency leaders, grow their careers, and achieve their life goals and aspirations,” said **Sailesh Nalinakshan, Chief Agency Officer, Manulife Philippines.**

The MDRT sponsorship is in alignment and complementary to Manulife’s strategy in accelerating Asia growth and enhancing the quality of agency force. To attract and nurture top talent in the financial services industry, Manulife continues to roll out Manulife Pro, a proprietary recognition and activation program for top-tier agents across Asia. Together, the MDRT engagement and the Manulife Pro program will help create a best-in-class professional, customer-centric agency force that supports Manulife’s goal of becoming a leader in the Asian market.

Mr. Srivastava further commented, "As Manulife continues to prioritize customer needs and enhance customer experience by leveraging advanced data and analytics, our dedicated agency force is key to delivering high-quality, holistic solutions to meet their needs in this world. By investing in comprehensive, training for our agents, we empower them to drive our transformation into a leading digital, customer-focused market leader and the best long-term partner for our customers."

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About Manulife Hong Kong

The Manufacturers Life Insurance Company opened its doors for business in the Philippines in 1907. Since then, Manulife’s Philippine Branch and later The Manufacturers Life Insurance Co. (Phils.), Inc. (Manulife Philippines) has grown to become one of the country’s leading life insurance companies. Manulife Philippines is a wholly owned domestic subsidiary of Manulife Financial Corporation, among the world’s largest life insurance companies by market capitalization. Learn more about Manulife Philippines by visiting their website manulife.com.ph and following them on Facebook (facebook.com/ManulifePH), Twitter ([@ManulifePH](https://twitter.com/ManulifePH)), and Instagram ([@manulifeph](https://instagram.com/manulifeph)).

About Manulife

Manulife Financial Corporation is a leading international financial services provider, helping people make their decisions easier and lives better. With our global headquarters in Toronto, Canada, we provide financial advice and insurance, operating as Manulife across Canada, Asia, and Europe, and primarily as John Hancock in the United States. Through Manulife Investment Management, the global brand for our Global Wealth and Asset Management segment, we serve individuals, institutions, and retirement plan members worldwide. At the end of 2023, we had more than 38,000 employees, over 98,000 agents, and thousands of distribution partners, serving over 35 million customers. We trade as ‘MFC’ on the Toronto, New York, and the Philippine stock exchanges, and under ‘945’ in Hong Kong.

Not all offerings are available in all jurisdictions. For additional information, please visit manulife.com.

About Manulife Philippines

The Manufacturers Life Insurance Company opened its doors for business in the Philippines in 1907. Since then, Manulife’s Philippine Branch and later The Manufacturers Life Insurance Co. (Phils.), Inc. (Manulife Philippines) has grown to become one of the country’s leading life insurance companies. Manulife Philippines is a wholly-owned domestic subsidiary of Manulife Financial Corporation, among the world’s largest life insurance companies by market



capitalization. Learn more about Manulife Philippines by visiting their website manulife.com.ph and following them on Facebook (facebook.com/ManulifePH), Twitter ([@ManulifePH](https://twitter.com/ManulifePH)), and Instagram ([@manulifeph](https://instagram.com/manulifeph)).

Media Contacts:

John Robert Sion
Head of Communications and Corporate Affairs
Manulife Philippines
john_robert_sion@manulife.com

Shyla Reyes
Media Relations Director
M2.0 Communications
+63 9178475264
shyla.reyes@m2comms.com