



AIA Australia

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Media Release

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Senior Appointments at AIA Australia

Melbourne 4 March 2010: AIA Australia today announced a number of new appointments and changes to its Product and Adviser Services Teams.

- Tim Tez has joined AIA Australia as **Head of Product Management**. Tim will lead AIA Australia's retail and direct product functions. He joins the company from AXA Australia, where for the last year he was Senior Product Manager. He held prior roles with TOWER Australia and with PrefSure/Lumley.
- Vicki Writer has joined the Sydney based Adviser Services Team as **State Manager, NSW/ACT**. After 15 years in the financial services industry, Vicki joins AIA Australia from Aviva, where she held the role of Senior Business Development Manager. Vicki's previous experience includes roles at ING, TOWER/PrefSure and Westpac Life.
- David Tilley has moved into the role of **National Dealergroup Manager**, after having spent the last six years as State Manager, NSW. David was the inaugural member of the AIA Australia team in Sydney in 2004. The current Sydney premises on Clarence Street now accommodates a team of almost 50 people.
- Dean Carey, in addition to his current role of **State Manager, Vic/Tas**, will assume national responsibility for managing the AXA and AFS dealer group relationships.

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Further to these team appointments, AIA Australia has also announced a new name for its telephone based adviser services team. Formerly known as Energiser, the **Adviser Contact Team** has welcomed three new consultants to its team and Karen Janes, formerly Underwriting Manager – Retail, has been announced as **Head of Adviser Contact Team**.

Having worked as an Underwriter for the past 23 years, Karen said she was delighted to accept the new opportunity of leading such an exciting initiative.

“I’ve been an Underwriter with AIA Australia for the last 13 years and I’ve worked closely with all the Operations teams associated with managing a client from submission through to claim.

“To transfer that experience to a phone based service that’s really a one-stop-shop for targeted advisers is a great opportunity for me and another commitment from AIA Australia to making it easy for advisers to do business with us,” she said.

Louis Coetzee, Divisional Manager – Individual Life, commented that each of the appointments brought with them a wealth of industry experience and all had a passion to achieve best practice outcomes from a client’s point of view.

He continued, “These appointments also validate the benefits of our structured succession planning program aimed at continually providing our staff with further growth and professional development opportunities.”

Tim Tez said he was attracted to AIA Australia by its culture of innovation and the energy of its team.

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Tim said, "AIA Australia has carved a solid reputation for itself through its commitment to finding new and more efficient ways to engineer its product, underwriting, claims and distribution processes, while always thinking about the needs of the customer.

"There's a visible energy in the team and it's an exciting time to be joining the business." he said.

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About AIA Australia

AIA Australia Limited (ABN 79 004 837 861 AFSL 230043) has been operating in Australia for over 30 years. AIA Australia is a subsidiary of American International Assurance Company, Ltd. and a specialist provider of life insurance products aimed at protecting the financial health and welfare of Australians.

About the AIA Group

The AIA Group is a leading life insurance organisation in Asia Pacific that traces its roots in the region back more than 90 years. It provides individuals and businesses with products and services for life insurance, retirement planning, accident and health insurance as well as wealth management solutions. Through an extensive network of more than 300,000 agents and over 23,000 employees across 15 geographical markets, the AIA Group serves the holders of over 20 million in-force policies in the region.

The AIA Group has branch offices, subsidiaries and affiliates located in jurisdictions including Australia, Brunei, China, Hong Kong, India, Indonesia, Macau, Malaysia, New Zealand, Philippines, Singapore, South Korea, Taiwan, Thailand and Vietnam.