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代理人机制的创新

**Agency System Innovations
(Digital Platforms (English))**

蔡强/ John Cai - 友邦保险控股有限公司/AIA Group Limited

成功盈利的代理人渠道转型范例 – 第 1 节

Successful, Profitable Agency Distribution Models — Part 1

郁华/Hua Yu - 中国太平洋人寿保险股份有限公司/ China Pacific Life Insurance Co., Ltd.

[成功盈利的代理人渠道转型范例 – 第 2 节](#)

[Successful, Profitable Agency Distribution Models — Part 2](#)

Sam Nakachi - 住友生命保险公司/Sumitomo Life Insurance Company

太平人寿高品质团队打造的最佳实践

Best Practices from Taiping Life's High Quality Team Building

沈漪/ Yi Shen - 太平人寿保险有限公司/Taiping Life Insurance Company Ltd.

[从数量到质量：高质量招聘战略的基本原则](#)

From Quantity to Quality: Fundamentals of a High Quality Recruiting Strategy

区志雄/Chris Au - 宏利金融亚洲/Manulife Financial Asia, Ltd.

保持创新文化

Sustaining An Innovative Culture

袁达文/Sidney Yuen - HBC

[外勤主导型团队的打造与管理](#)

Innovations in Field Team Management

陈宏有/ Hongyou Chen - 中国平安保险股份有限公司上海分公司/Ping An Insurance Company of China, Ltd., Shanghai Branch

大数据风控及人工智能为健康险赋能案例

AI meets Risk Intelligence: A case study of AI-powered Healthcare

刘戈杰/ Jason Liu - 栈略数据/Leapstack, Inc.



LIMRA 发布"定义成功代理人渠道"报告数据版

LIMRA Research Update: Agency Model Best Practices

赵 萍/ Ping Zhao - LIMRA LOMA

[将 21 世纪的目标锁定为提高留存率和产能](#)

21st Century Goal Setting to Exponentially Increase Retention and Productivity

John T. Baier - 25 Point Systems Inc.

[数字化营销 – 帮助代理提高销售量，更好地为客户服务](#)

Digital First Marketing – Helping Agent Sell More, and Service Their Customers Better

Hugh Terry - The Digital Insurer

InsurTech 圆桌对话: 利用科技赋能代理人

InsurTech Executive Panel: Using Technology to Empower Agents

[田鸿榛/Hongzhen Tian - 富德生命人寿保险股份有限公司/ Funde Sino Life Insurance Company, Ltd.](#)

[杨春元/Chunyuan Yang - 明亚保险经纪股份有限公司/ Mingya Insurance Brokers](#)

[李浩坚/Haojian Li - 超级圆桌/ TopMDRT](#)

[左骞/Jacky Zuo - 上海耸智信息科技有限公司/ Allianture Info Tech Co., Ltd.](#)

[吴军/Jun Wu - 深圳市靠谱保科技发展有限公司/ Shenzhen Kaopubao \(KPB\) Technology Development Co., Ltd.](#)

[中介公司转型：高品质发展之路](#)

Intermediary Transformation: The Road to High Quality Development

林重文/ Chongwen Lin - 鑫山保险代理/GM Financial Service

CAO 论坛：以品质和客户为中心的团队经营实践

CAO Panel: Creating a Quality-Driven, Customer-Centric Agency Operation

[常颖/James Chang - 中英人寿保险有限公司/ AVIVA-COFCO Life Insurance Co., Ltd.](#)

[于健/David Yu - 中美联泰大都会人寿保险有限公司/ Sino-US United Metlife Insurance Co., Ltd.](#)

[孙晓红/Xiaohong Sun - 百年人寿保险股份有限公司/ Aeon Life Insurance Company Ltd.](#)

[王绍斌/Albin - 中信保诚人寿保险有限公司/ CITIC-Prudential Life Ins. Co. Ltd.](#)

司存伟/Edwin Si - LIMRA LOMA

[用神奇的魔法转型](#)

Transform with a Touch of Magic

Johnny Wu - 国际著名魔术师和演说家/International Celebrity Magician & Speaker