

# HNW Insurance – developments and opportunities

3.00pm

HNW Insurance – Products, Structures and Solutions for Asia's Private Wealth Market

- What developments and challenges are we witnessing in 2021?
- With Covid, how has it affected the HNW sales process, and what are regulators and distributors doing to manage this?
- Can HNW Insurers really differentiate on service?
- Why has there been such a big change in the HNW market from UL to Whole of Life in the past 3-4 years?
- Savings Plans are now a bigger part of the HNW market –Why? Are they financeable?
- Is it important to have one HNW centre – or does an insurer benefit from having multiple HNW centres, and why?
- Where is the HNW market moving towards and what are the trends? Especially when it comes to PPLI/VUL?

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4.00pm

Webinar Ends