



**AIA Australia**

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## Media Release

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### ***AIA Australia appoints new Head of Adviser Services***

**Melbourne, 21 April 2010** – AIA Australia Limited today announced the appointment of Pina Sciarrone to the role of Head of Adviser Services, Individual Life. Pina commenced her role on Monday 19 April 2010.

Pina will lead AIA Australia's Independent Financial Adviser distribution team, including State Managers, Sales Managers, Dealership Managers and Sales Support teams. Reporting to Louis Coetzee, Divisional Manager – Individual Life, Pina joins AIA Australia from TOWER Australia, where she has held the role of State Manager for Victoria & Tasmania for the last 5 years.

Pina previously worked at AIA Australia between 1994 and 2004. She said she was attracted to return to the company to be part of its current team which she sees as an industry standout.

Pina said, "Looking from the outside in, the AIA Australia team has risen to every challenge in the last few years and has delivered in every respect.

"The team is recognised as an energetic, outcome focussed group and I'm looking forward to working with them."

Commenting on Pina's appointment, Louis Coetzee said that Pina brings with her a wealth of experience in the Independent Financial Adviser market, including technical expertise, strong dealer group and adviser relationships, a sound business and sales acumen as well as proven track record of developing people and teams.

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“Pina is highly regarded by opinion leaders in the industry and we look forward to welcoming her to our team,” he said.

Pina is currently the Chair of the Victorian Committee of the Association of Financial Advisers (AFA) and is a member of the AFA National Conference Committee.

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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 the AIA Group and a specialist provider of life insurance products aimed at protecting the financial health and welfare of Australians.

AIA Australia is the country's number one group life insurer by market share. In 2009, several of its life insurance products were recognised through industry awards commending value for money, best Term & TPD product and outstanding value Income Protection insurance.

#### **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 320,000 agents and approximately 23,500 employees across 15 geographical markets, the AIA Group serves the customers of over 23 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.

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